WEConnect International
Europe Conference 2018

• Community • Connections • Collaboration •

Hilton London Paddington
Thursday 8th and Friday 9th
November 2018
AMAZING OPPORTUNITIES HERE

FOR SUPPLIERS WHO SEE THE POSSIBLE IN THE IMPOSSIBLE.

We've seen how diversity inspires innovation, and we've watched how suppliers empower their different communities around the world. So, we support women entrepreneurs and a strong supplier diversity program, investing in business success.

Whether it's sponsoring business training in India or initiating a supplier diversity program for women in Germany, we believe that an inclusive supply chain creates opportunities that enable innovation at the boundaries of technology.

Talk to an Intel representative or visit https://supplier.intel.com/static/supplierdiversity/

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Welcome
to the WEConnect International Europe Conference 2018

Thank you for joining us for this year’s WEConnect International Europe Conference which we’re hosting at the Hilton London Paddington. Forming part of the Paddington Station complex, it is one of London’s grandest Victorian hotels and has offered unrivalled hospitality in its iconic location since 1854.

Both days of the conference will be chock-full with talks, presentations and breakout sessions based on the conference themes of ‘community, connections and collaboration.’ All of the content and activities are focussed on helping women business owners to succeed and corporations to further develop their supplier diversity programmes.

Throughout the two days, there will be excellent opportunities to network and connect with both women business owners and representatives from WEConnect International’s corporate members including our conference sponsors Intel, Accenture, Bristol-Myers Squibb, IBM, MSD, Dell, Dun & Bradstreet, Enterprise Rent-A-Car, EY and Goldman Sachs.

How a company spends its money is one of the most telling indicators of their corporate priorities. If companies are not sourcing inclusively everywhere they do business, they do not have full access to critical innovations and the best total value options that will help them meet and anticipate the needs of their clients. Working together, we can help to ensure that all women-owned businesses have an equal opportunity to access new markets, to compete and to reach their full potential.

I hope that you enjoy the conference, that you make some great new connections and that you have the opportunity to catch up with contacts you’ve maybe not seen in a while. Please make the most of your time spent in London with our amazing WEConnect International community.

We’re looking forward to sharing these two days with you and also hearing about the future collaborations that I know will be born out of your conversations at this event – here’s to many fruitful and interesting WEConnections!

Maggie Berry
Executive Director for Europe
WEConnect International

As a corporate-led global initiative, our corporate members help drive the work of WEConnect International. Through the support of our c80 corporate members, we are able to provide training and programming to expand business growth opportunities for our network of over 7,000 women-owned enterprises around the world.
Are you instilling a simpler, smarter way of working?

We are more connected, fast-paced and driven by technology than ever before. So how do you ensure your business can meet the challenges of this dynamic environment?

Sysdoc is a diverse, female-led organisation. For over 30 years we have delivered future-proofed organisations, who are operationally excellent. We’ve engaged teams in new ways of working through our multi award-winning learning, and take a design-led approach to digital experience – ensuring trusted access to the information you need to build the capability for the future of work.
Conference Support

Thank you to the teams at the following certified women’s business enterprises that have helped with the conference logistics:

- Brochure and banner printing: FoxPrint - foxprint.co.uk
- Event logistics and support: mdgroup - mdgroup.com
- Conference MC team: EDIT Development - editdevelopment.com
- Logo and brochure design: OrangeDoor - weareorangedoor.com
- Video and onsite photography: World Wide Pictures - worldwidepictures.tv

A final thank you goes to the WBE Council, chaired by Gill Thorpe from the Sourcing Team, which includes discover legal, Freed Translations, Gibbs Hybrid, Lonergan Corporate Gifts, Obelisk, Scentered, Skills4Stem, Spoon, Sysdoc and World Wide Pictures.
The Female Social Network is a technology company with a supporting network of 12.5m Mum’s and 1.6m Youths (Social Youth Network Channel - S.Y.N.C): our top social media creators.

We have addressed the problem that media and brands have in understanding all the different social networking groups of Women, Mums and Women in Business.

Using our unique advocacy identification metrics, we profile our audience and data sets against 900 behavioural characteristics that create powerful recommendation economies of EFFECTIVE OPINION LEADERS - EOL’s.

TFSN has formulated a media disruptor, a unique measurement tool, to reach and engage with women in a meaningful and powerful way.

TFSN is building a unique data platform of women, by women.

Founded by Fi Bendall and driven by her passion to empower others, TFSN aims to bring together the leading business and parenting networks from around the country as a collective entity to strengthen the relationships between brands and the end consumer.

Fi Bendall, CEO & Founder
info@tfsnglobal.com / tfsnglobal.com
Our Sponsors

Headline Sponsor

Gold Sponsor

Silver Sponsors

Bronze Sponsors

8th November Evening Networking Drinks Reception Host
What if you could build a Culture of Accountability that transforms lives and business performance? What if there was a way to truly transform culture that engages even our toughest critics; our millennials but also prepares us for the generation right behind them. What if that high performing team, with incredible collective energy, and optimal brain function, actually is attainable. Tap into the practical tools, proven techniques, and world renowned leadership learning that truly creates the new energy organization.

**Globally Recognized, Internationally Acclaimed New World Leadership TM Program. Transforming Lives... Transforming Results**

We take leaders on a journey of self-exploration, neuroscience, heart/brain connection and the creation of positive energy that impacts all areas of their working and personal lives.

**Compelling Programs with Compelling Results**

Described by CEO’s as “real, honest, life-changing and highly impactful. A truly transformational experience.”
WEConnect International
The Leading Global Supplier Diversity Initiative

WEConnect International is a global network that connects women-owned businesses to qualified buyers around the world. We are the leading global supplier diversity initiative spearheading the connection of women-owned businesses and multinational corporations. Our work is about access to contracts; it is not about preferential treatment.

What We Do

Educate
We educate women business owners on how to access new markets and grow their companies.

Train
We train corporations on how to source from women business owners and we train women business owners on how to sell to corporations.

Assess
We identify women-owned businesses, assess their readiness to access new markets and provide a certification for women's business enterprises wanting to do business with corporations committed to global supplier diversity and inclusion.

Connect
We break down the barriers that prevent women business owners from connecting to each other and to new market opportunities, including connections to local and multinational corporate buyers.

WEConnect International's Commitment to Sustainable Development Goal #5
The Sustainable Development Goals (SDGs), otherwise known as the Global Goals, are a universal call to action to end poverty, protect the planet and ensure that all people enjoy peace and prosperity. At WEConnect International, we know that the work of our members, our organisation and the women-owned businesses we support directly contributes to achieving many of these goals, especially goal 5: Achieving gender equality and empowering all women and girls.

You can find out more about us on our website weconnectinternational.org
Inspire : Achieve : Celebrate

Recognising the achievements of women in business and helping you to power up your personal brand.

Network and Annual Awards • Non-Exec and Consultancy • UK Speaker Academy Training
On behalf of the WEConnect International Advisory Council and the WEConnect International team in Europe, I am pleased to welcome you to the WEConnect International Europe Conference 2018 – a unique opportunity for our network of partners, corporate members and women business owners to widen their circle of both local and global contacts and to develop their professional skills.

Whether it’s your first time at a WEConnect International event or you are a seasoned attendee, this conference will offer multiple opportunities to network and learn – please make the most of them all!

Last year, our network of women-owned businesses grew to 7,000 in over 100 countries and we leveraged existing partnerships and forged new connections to multiply our impact. We could not have done this without the support of our corporate members, funders, partners and private donors. I want to thank everyone for helping us to empower women business owners by removing barriers to equitable market-access opportunity. With your support, we are leveling the playing field to put more money into the hands of women around the world.

We are especially proud of WEConnect International’s partnership with Global Citizen which has inspired some of the world’s largest multinational corporations to join us at Global Citizen Festivals across the globe in pledging to buy more from women-owned businesses. These commitments, together with 2016 corporate commitments made on the Global Citizen stage, represent a total of $1 billion in spend with women-owned businesses worldwide.

Despite our progress, there is still work to be done. Across the globe, women continue to earn on average less than one percent of the money spent on suppliers by large corporations and governments. Our coalition of global partners, government allies, corporate members and women business owners are integral to bridging that gap.

In 2019, WEConnect International will be celebrating its tenth year of connecting growth-oriented women-owned businesses to corporate buyers around the world - together, we really are leading the way for a better tomorrow for everyone.

All my best wishes for many WEConnections!

**Elizabeth Vazquez**
CEO and Co-Founder
WEConnect International
Revealing fresh ideas

“I understand that our clients’ print needs are diverse and require a rigorous and agile approach. As an award winning company, Foxprint is built on delivering innovative support, service and an end product that creates impeccable value to our clients. Our experienced team thrives on fresh ideas to ensure your brand stands out from the crowd.”

Anne-Mari Niemela, Managing Director

FoxPrint provides a total printing solution from its base in the Midlands, to include packaging and direct mail to companies throughout the UK and acts as an outsourced print room for corporate clients. Materials are designed, printed, stored and delivered exactly where and when you need them.
Our 2017 Achievements

2017 was a pivotal year for WEConnect International in Europe as efforts were initiated to launch certification in Switzerland, Germany and the Netherlands. The existing markets in the UK and Ireland continued to grow and Turkey hosted its first annual conference in Istanbul.

- **7,000+** Women-owned businesses
- **135** RFPs shared by corporate members in Europe
- **15%** Increase in self-registered businesses across Europe
- **23** Countries offering women’s business enterprise (WBE) certification
- **4,200+** Women business owners attended market access training
- **5,000+** Corporate connections made
- **19%** Increase in certified businesses across Europe
- **12** Webinars offered through the WEConnect Academy
- **43** Events in **20** countries
- **79** Corporate members – spending a combined total of over $2.4 billion with women-owned businesses based outside of the United States
- **135** Corporate members – spending a combined total of over $2.4 billion with women-owned businesses based outside of the United States
APM Level 4 Associate Project Management Qualification

Key Facts:
• Duration 2 years
• 1 full day once a month (on site)
• 1 to 1 assessor sessions every 6-8 weeks
• Assessment by portfolio and end point assessment
• You must be actively involved in Project Management duties in current role

Core skills covered:
• Project fundamentals and Principles
• Agile
• Business case, budget and cost control
• Planning, risk and quality
• Project leadership
• Communications and stakeholder management

We are delighted to announce our NEW APM Project Management L4 Degree pathway.

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WEConnect International Europe Conference Heritage
Nutrition Bites

NUTRITION AS PART OF A WELLBEING OFFER

Nutrition Know How is a powerful tool in the corporate wellbeing tool box & compliments a wider intervention programme. It helps to maximise the workplace performance of employees. Stress, anxiety, productivity and performance concern us all.

Small Changes = BIG Impact

ENERGY is the new TIME!

nutrition-bites.co.uk

60% of today's UK workforce are knowledge workers

Nutrition is a powerful intervention tool to support employees reach peak performance
08:00  
Conference Registration, Showcase Stands, Networking and Coffee  
Matchmaker sessions for certified WBEs and corporate members will also run during this time.

10:00  
Welcome and Introduction - Conference MC - Claire Harvey, Director of Culture and Inclusion, EDIT Development – a certified women’s business enterprise

10:10  
Global Update - presented by Maggie Berry, Executive Director for Europe, WEConnect International

Intel will share insights into the state of artificial intelligence and machine learning including its impact on business and society. They will explore what a typical journey to production AI looks like, what businesses should consider as they evaluate the role AI plays in their strategy and how companies can start their own AI journeys.

11:10  
Certified WBE Discussion Panel and Q&A  
This session will offer the audience a chance to hear from four successful women business owners as they share key stories from their entrepreneurial journeys, top tips for business success and how being a certified women’s business enterprise has aided their business growth. Panellists include: Leanne Bonner-Cooke from Evolve-Consultants, Lara Morgan from Scentered, Fiona Blades from MESH Experience and Karen Hayes from World Wide Pictures. This session will be moderated by Kerri Murphy, Director of Certification & Innovation, WEConnect International.

12:00  
Founders4Schools presented by Sherry Coutu, Founder & Chairman of the Board, Founders4Schools  
The mission of Founders4Schools is to inspire students and prepare them for the rapidly changing world of work. They do this by enabling educators to invite business leaders for encounters with their students. Their online platform is a free service, connecting young people with the leaders of successful growing businesses in the local community. In this session, Sherry, who founded Founders4Schools in 2011, will share an insight into their work equipping students for the future of work - to date they’ve facilitated 650,000 student-employer encounters and 96% of students have felt inspired by the speakers. They will outline how businesses within WEConnect International can be part of the solution as they often run out of women business owners who they can call upon to visit schools or to host work experience placements.

12:30  
Networking Lunch  
Meet and connect with women business owners and representatives from WEConnect International’s corporate members.

14:00  
Leading Through Uncertainty presented by Jude Jennison, Owner of Leaders by Nature, a certified women’s business enterprise  
In this session, Jude will explore the challenges facing leaders today in a fast-paced technological world and answer the burning question that most executives and senior leadership teams are asking in 2018 - how do you create emotional resilience and human connection in a high-performance culture? She will share new habits and behaviours needed to re-connect on a human to human basis and explain the leadership qualities needed to embrace differences and work in harmony. Jude advocates returning to the core of humanity to find the natural human characteristics of communication, connection, compassion and community.

Please note this programme may be subject to slight alterations.
We pride ourselves in delivering an exceptional service across a full range of event management services. Whether its delivering meetings from 20 to over 2,000 in destinations ranging from Amsterdam and Beirut to Chicago and Dublin we always consider every facet of the planning process to optimise your return on objectives.

If you would like to find out more about how we could help your next meeting deliver great results please contact Cheryl Clarke at cheryl.clarke@c2events.net or call on +44 (0) 1924 316322

www.c2events.net
14:40
Burn Bright, Not Out presented by Catherine Attfield, Head of Nutrition & Wellbeing at Nutrition-Bites, part of the Artizian Group, a certified women’s business enterprise
Did you know that the number of people suffering from stress has risen from a quarter to a third over the past five years? But what is stress, how do you recognise it, what are the symptoms, can you test for it and how can improved nutrition help? We’re all probably aware of the feelings of stress but less likely to understand its effect on our health and wellbeing. Nutrition-Bites, an award-winning company and expert in workplace nutrition presents this fun and informative presentation on stress and how you can use it to your advantage to burn bright, not out!

15:20
Coffee and Networking Break

16:00
Building Your Personal Brand presented by Sandra Garlick, Founder & Director, Woman Who Limited, a certified women’s business enterprise
Do you dream of being something more? Do you want to reach the next level in business, make a difference and inspire others? Sandra is a former solicitor, business owner, non-executive director and mentor. After 20 years in the corporate world, she started, merged and sold several businesses. She has experienced the highs and lows of business, juggling priorities as a working mum whilst inspiring others to be anything they want to be. Sandra will share some of her own experiences, show you how to raise your personal brand to grow yourself, the business you work in and establish yourself as the go to person in your field to inspire others.

16:40
Who Said Winding Roads Don’t Lead to Great Things… presented by Heather Fisher - English Female Rugby Union and Rugby Sevens Player
Heather will share her journey from being a young girl with anorexia to an England Rugby Union player including overcoming two major challenges in her life. She will also talk about how getting to the top of her “game” in a man’s world has played a significant role in her success.

17:15
Hear from our headline conference sponsor, Intel and WEConnect International presented by Megan Stowe, Greater European Region Strategic Sourcing Director & International Supplier Diversity Manager, Intel and Chair, WEConnect International in Europe Advisory Council and Elizabeth Vazquez, CEO And Co-Founder, WEConnect International

17:30
Thank you and Wrap-Up - Conference MC - Claire Harvey, Director of Culture and Inclusion, EDIT Development – a certified women’s business enterprise

17:40
Evening Networking Drinks Reception – co-hosted by WEConnect International with the Canadian Business Women in International Trade (BWIT) program of the Canadian Trade Commissioner Service and the Canadian High Commission in London
Join us for more outstanding networking opportunities and connection-building at the end of the day! This reception is being co-hosted by WEConnect International with the Canadian Business Women in International Trade programme from Global Affairs Canada and the Canadian High Commission in London. Business Women in International Trade (BWIT) is a programme of the Canadian Trade Commissioner Service that provides targeted products and services to help women entrepreneurs to internationalise. The BWIT team is leading a Canadian business women’s trade mission to Germany and the UK from 4th to 10th November under the theme of “Connecting Women to Markets: Canada & Europe as Partners in Trade” and they are participating - together with all 15 Canadian delegation members - in the WEConnect International Europe Conference.

19:30 onwards
Informal Dinner
For those attendees who have registered their interest, there will be an informal dinner (pay your own way) at a local restaurant.

Please note this programme may be subject to slight alterations.
Promotional Merchandise for Stand Out Brands

GLOBAL
With offices in London, New York and Hong Kong, we are positioned to offer support for your promotional merchandise requirements across the globe. Economies of scale, brand conformity, worldwide reporting and ease of use are just some of the benefits our global presence offers.

LOCAL
The world may be getting smaller, but we understand there are still regional differences. That’s why we have people on the ground in London and New York who know and love their industry and truly thrive on giving advice on branded products that will work well in their region for your campaign.

ONLINE
We all like the speed and ease of dealing online these days; that’s why we have a range of digital solutions to support our customers. Website with real time pricing; online chat facility; video conference calling; webstores for customers; just ask us how we can help you connect with us and your colleagues to make buying swag easy.

IN PERSON
Sometimes there’s just no substitute for a face to face meeting. It helps us to truly understand your requirements, and you to see and touch the promotional products we offer. Fortunately, our team of account managers just love to meet our clients and find out how we can offer you the best service possible.
Catherine Attfield
Head of Nutrition & Wellbeing, Nutrition Bites, part of the Artizian Group – a certified women’s business enterprise
@NutritionBites1

Catherine joined Artizian in 2012 and co-founded Nutrition-Bites with MD Alison Firth in 2017, on the back of an increasing interest in nutrition. Nutrition-Bites creates and delivers highly-impactful, award-winning nutrition and wellbeing solutions to support workplace wellbeing, providing employees the foundations they need to perform at their best. With over 25 years’ experience working in food, Catherine has become an essential part of the group’s senior management team driving their Intelligent Eating programme to encourage clients and their employees to move from mindless eating to conscious eating.

Maggie Berry
Executive Director for Europe, WEConnect International
@weconnecteurope

Maggie is the executive director for Europe for WEConnect International – a global organisation supporting supplier diversity in procurement and helping majority owned women’s businesses to connect into the corporate supply chain. She has had lead responsibility for the management and development of WEConnect International’s activity in Europe since December 2012 and her role involves developing corporate and public sector support as well as growing a network of majority owned women’s businesses across Europe.

Fiona Blades
President, MESH Experience – a certified women’s business enterprise
@FionaMesh

Fiona is the founder and chief experience officer of MESH Experience, a data and analytics agency helping Fortune 500 companies, like Delta Air Lines and LG Electronics, to optimise their marketing investment. Fiona began her career in pet food marketing and at advertising agencies, like Leo Burnett, before setting up MESH to fill a gap in the research market. Fiona is a fellow of the Market Research Society, a member of the Marketing Society, has contributed to the Cranfield MSc Practitioners Advisory Board and is a board member for Women in Research.

Leanne Bonner-Cooke
CEO and Founder, Evolve-IT Consulting – a certified women’s business enterprise
@Leanne_Evolve

Founder and CEO of award-winning business, Evolve-IT Consulting and has over 20 years’ experience in senior management in the technology sector. Passionate about using people, process and technology to provide positive change in business, Leanne launched and self-funded her software development company in 2007 and has nurtured and grown an impressive client base of large blue-chip organisations since inception. Leanne plays as hard as she works and enjoys staying fit and healthy by walking her two dogs across the Leicestershire countryside and cycling up hill and down dale on her road bike.
Cut through the noise.

We’re a content marketing agency that helps brands cut through the noise every day.

Let us show you the way.

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Contact us
info.london@spoonagency.com
Sherry Coutu  
Founder & Chairman of the Board, Founders4Schools  
@scoutu

Sherry is a former CEO and angel investor who serves on the boards of companies, charities and universities. She chairs Founders4Schools and is a non-executive member of Cambridge University (Finance Board), Cambridge Assessment, Cambridge University Press and the London Stock Exchange Group. She also serves on the Advisory Board of Linkedin.com. She was appointed Commander of the Order of the British Empire (CBE) for services to entrepreneurship in the New Year's Honours List 2013, is author of ‘The Scale-up Report’ on UK economic growth and serves as an ambassador for London.

Chris Feltham  
Industry Technical Specialist, Cloud Service Providers, Intel UK  
@intel

Chris is an industry technical specialist working with leading cloud service providers in Europe and is responsible for assisting customers in their use of Intel products and technologies to enhance their offerings and grow their businesses. Chris is focused on areas including software defined storage, artificial intelligence / machine learning, workload and infrastructure acceleration as well as enterprise digital transformation as it relates to service provider businesses. Chris holds a degree in electrical and electronic engineering (computer systems) from Brunel University in London, UK.

Heather Fisher  
Rugby 7s Player, Strength and Conditioning Coach, Mentor and Radio Presenter  
@Hfisher2012

Heather is one of life’s achievers. She has been active on the international sporting stage for over 10 years where she competed for the Rugby 7s in four world cups, in an Olympic Games and she was a medallist at this year’s Commonwealth Games on the Gold Coast. The saying “be brave” is a motto used regularly in Heather’s life and talks. Heather is currently striving towards the next Olympics in Tokyo in 2020 as well as laying down the foundations for herself to transition into life post professional sport.

Sandra Garlick  
Founder, Woman Who – a certified women’s business enterprise  
@SandraGarlick

After a corporate career and having completed her own business journey, Sandra shares her knowledge to support both small business owners and senior executives. Sandra is the Founder of Woman Who… a women in business community which holds annual awards in partnership with the Federation of Small Businesses (FSB). Sandra sits on the FSB’s Women in Enterprise Taskforce, is the author of I Am a Woman Who, a collection of stories from women in business who share their business journey and she co-founded the UK Speaker Academy.
Over a million moves, zero downtime.

Our services

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Thursday 8th November | Our Speakers

**Claire Harvey**
Director of Culture and Inclusion, EDIT Development – a certified women’s business enterprise
@harveysprout

Claire is an experienced inclusion expert and Paralympian. Following a career as a prison governor, and after an accident in 2008 left her as a wheelchair user, she worked as young adult offender policy lead at the MoJ. In 2012, Claire became the captain of the Paralympics GB London team. She joined KPMG in 2014 focusing on Inclusive leadership, culture and staff engagement. In 2017, she was awarded an MBE for her services to sport and inclusion. In addition to EDIT Development, Claire also works as part-time CEO for Diversity Role Models and champions CSR.

**Karen Hayes**
Managing Director, World Wide Pictures - a certified women’s business enterprise
@wwpic

As the managing director of World Wide Pictures, Karen is a highly respected and well established name in the world of broadcast media. At the helm of this leading global video and content production company, Karen and her team specialise in providing first class live event production, streaming services and content distribution. With an extensive client list that encompasses many brand giants, Karen uses her wealth of experience to produce live event, film and video solutions that really deliver. Karen is an advocate of diversity in the workplace and is deeply proud of her position as a successful woman in the world of media.

**Jude Jennison**
Owner, Leaders by Nature – a certified women’s business enterprise
@judejennison

Jude writes, speaks and coaches globally on how to lead through uncertainty and evolve leadership as a human race in a technological world. She integrates 16 years senior leadership experience in IBM with executive leadership, coaching and team development skills, as well as the pioneering approach of working with a herd of horses who respond to every thought, intention, emotion and action, providing challenging and visceral learning for CEOs and executives. One of her clients turned a loss-making business into a profitable one in just three months, with a return on investment of 4,000%.

**Lara Morgan**
Owner, Serial Entrepreneur and Investor, Functional Fragrances - a certified women’s business enterprise
@iamlaramorgan

Lara is the CEO, managing director and owner of, or investor in, several businesses. She has global experience and a record for delivering exceptional growth. Lara is an inspirational leader with a legacy of building world-class teams and aligning organisations behind a clear strategy. Her portfolio is made up of Scentered, YOGI-BARE, KitBrix, Gate8, dryrobe and Global Amenities Direct. She is mother to three teenage girls and a committed volunteer and philanthropist. She is also involved with various global non-profits as a trustee, board member or advisor.
‘Gisell’s story is one of determination, courage, resilience and just plain smarts. Her saga portrays an extraordinary individual who also embodies the traits women have exhibited over time – not only to survive, but to excel.’
- Irene Natividad, President, Global Summit of Women

The spirit of a woman
The company DELANCE was created in 1996 in Macolin, Switzerland by Giselle Rufer and is still run by its founder with passion and unlimited enthusiasm. Mrs. Giselle Rufer, has created a timepiece symbolizing the life and dreams of today’s active woman.

An elegant sculpture
Distinctive, always the same, yet different for each woman, this magical timepiece discretely reflects the personal story of the woman who wears it.

‘Delance is a silent mentor, a sign of recognition for women who want to take their destiny into their own hands.’
- Giselle Rufer Delance

For orders
Watch: delance.com, info@delance.com
Book: Amazon
Thursday 8th November | Our Speakers

**Kerri Murphy**  
Director of Certification & Innovation, WEConnect International  
@kerrilmurphy  
Kerri manages the certification and self-registration of women-owned businesses globally and works closely with all of the WEConnect International in-country teams. She is also Regional Director for Europe, Middle East and Africa. Kerri is the first individual to graduate from American University with an MA in Social Enterprise, holds a BS in International Business from Bryant University and a certificate in business studies from Grenoble Ecole de Management. She is a StartingBloc Fellow and has formerly been a Women Effect Investments Fellow with the Criterion Institute and Investor’s Circle.

**Megan Stowe**  
Greater European Region Procurement Director, Corporate Strategic Procurement and International Supplier Diversity & Inclusion Program Manager, Intel  
@meganstowe  
Megan has been at Intel for 22 years and has worked in Australia, Hong Kong, Singapore and the UK. Megan looks across the indirect services/procurement supply chain working with the different verticals within the EMEA region working with her team on implementing global strategies locally. In addition, she is managing the international supplier diversity and inclusion programme which has a key focus on women-owned businesses. She is a board member of WEConnect International, advisory council chair and board director of WEConnect Europe and she co-chairs the WISE Young Women’s Board.

**Elizabeth Vazquez**  
CEO and Co-Founder, WEConnect International  
@CEOVazquez  
Elizabeth is a world leader in women’s economic empowerment and global supplier diversity and inclusion. She is the co-author of the book “Buying for Impact: How to Buy from Women and Change Our World.” She sits on the UN Secretary-General’s High-Level Panel on Women’s Economic Empowerment. She is a W20 and B20 Representative. She sits on the Walmart Global Women’s Economic Empowerment Initiative’s International Advisory Council, the Procter & Gamble Supplier Diversity Advisory Council and the Global Citizen and CHIME FOR CHANGE Girls’ and Women’s Committee.
No matter where you are in the world, or who you are talking to, we can spread your message in a way that will make people want to listen.

At World Wide Pictures, we create live event, film and video experiences that we deliver through a carefully crafted content distribution strategy: multi-location, multi-language, multi-technology.

As an award-winning production company, we are proud of our rich filmmaking heritage and we work nationally and internationally with brands who often have complex communications needs spanning different countries, cultures and time zones. Trusted by our clients, we expertly deliver their live events through the power of both traditional broadcast and digital media.

With a hugely talented in-house team, we use our wealth of experience to create content, produce and manage your live event or your corporate communications enabling you to have the time you need to focus on your business.

We are a certified woman-owned enterprise and proud member of WEConnect International.

Get in touch and find out how we can deliver your message worldwide.

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Without question there are huge demands on today’s procurement teams, pressures to deliver savings and bring value across the business. This is likely to include areas of global focus such as sustainability and diversity – vital for today’s employees and millennials in particular, wanting to work for value driven organisations and D&I are demonstration of this.

Procurement need to continually hone skills to bring new insights and solutions, showing leadership in this fast changing world. They need to connect and engage with stakeholders, understand their issues, positively communicate the value they bring, and in doing so build collaborative relationships and reputation as a trusted partner.

Create the best approach to drive success - diverse spend isn’t possible in all categories so focus on areas of opportunity where diverse partners exist. Build the overall strategy to reach organisational goals - what does that opportunity look like, set the targets and the measures of success, what are the blockers and how can you, as the procurement lead, think creativity to overcome these obstacles. Knowing where the opportunity lies you can focus on finding the right suppliers - get to understand their offer and ensure they are the right fit. Give them a clear call to action and connect them to the right people.

Work with internal communications team to communicate what you are setting out to achieve and what the benefits may be. Remember you might be passionate about D&I however, many others won’t be so close to it.

But your job doesn’t end there, if something isn’t initially working or creating the outcomes you need, have the confidence to refine, build on learnings, and talk to other WEConnect International corporate members sharing insights.

From the supplier perspective there is no easy way to win business but being a certified member of WEConnect International helps bring clarity that you are a diverse business. Articulate your understanding of the corporation, the specific relevance of your point of difference and potential outcomes of a relationship, create a short, sharp articulation of your offering - and be politely persistent!

There are indeed challenges on both sides for a successful D&I programme but as a buyer or supplier share those success stories to make sure you maximise return on your investment.

It has been said that ‘procurement have the power to change the world’ - when you think of the remit across organisations, I think they most certainly do!

Gill Thorpe FCIPS, CEO & Founder, The Sourcing Team and Chair of the WBE Council
gillthorpe@sourcing.co.uk | sourcing.co.uk
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Reflecting on almost 25 years’ experience as an entrepreneur in the IT services sector and the many valuable lessons I’ve learned along the way, here are my top five tips for business success:

1. **Focus on your end game.** We all know how easy it is to get distracted and become sidetracked – learning how to say no and delegate are essential skills.

2. **Be authentic, be yourself.** This applies irrespective of gender, but for women I think it’s really important to understand that being clear and disciplined in business doesn’t mean needing to be macho or aggressive. Intuition, nurturing and emotional intelligence are important assets that differentiate leaders. Be aware of your own strengths and weaknesses and balance this with the team you build around you.

3. **Hire great people with a great attitude.** Set high standards and be rigorous when hiring. The company culture you create will be vital to your long-term success.

4. **Build and value your network.** I’ve always enjoyed building business relationships, however it was only when I started Xalient that I truly saw the value of my own network. Having a strong network is a significant asset and a personal investment well worth making.

5. **Carve out time to step back.** It’s essential to create time and space for reflection. Find space to think about the bigger picture, on your own and with your team. In a fast-paced and noisy world, make sure you find your space.

And, once you’ve built your business, use your knowledge and experience to mentor and support other female entrepreneurs. Being able to give back, having built a successful business, is a great reward.
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It’s a tough lesson to learn, but having a great product is no longer enough to succeed. From the biggest brands to the smallest start-ups, there are a host of competitors offering the same – or similar – thing as you do.

Which means you can’t just be brilliant any more, you’ve got to better. The billion-dollar question is how.

I believe the answer lies in making more of what people naturally love to do: making connections. Whether it’s a quick-fire WhatsApp or carefully considered email, people love to connect. Take social media, that modern-day marvel of connectivity - the average person will spend over five years of their life on it, sharing ideas, offering opinion, learning information.

The very human desire to connect combined with the ever-growing ways in which to do so means brands have to put connecting with customers at the heart of everything they do.

Ask yourself: are you sharing ideas on social media? Are you offering opinion via vlogs and thought-leadership articles? Are you producing useful, problem-solving content?

And, if so, are you linking up with audiences in relevant, convenient ways? Can people tweet, call, instant message or email you at a moment’s notice?

If not, then you’re not connecting properly with your customers. You’re not making it easy for them to communicate with you – or you them. You’re not being a useful, everyday part of their world. And you can bet that if you’re not, your competitors are.

To be more successful, brands have to connect better. They have to offer those problem-solving blogs, share important news releases, let their customers know how much they’re valued. And they have to be visible wherever their audiences are.

Of course, connecting meaningfully has always been important. But with more competition than ever vying for audience attention and affection, and with a multitude of platforms to master, it’s never been more critical to understand how, where and when to do it properly.

Because in the 21st century, connection is currency; it’s how you go from being brilliant to being better.
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**Friday 9\textsuperscript{th} November | Agenda**

**08:00**
Conference Registration, Showcase Stands, Networking and Coffee
Matchmaker sessions for certified WBEs and corporate members will also run during this time.

**10:00**
Welcome and Introduction - Conference MC, Andrea Mason – Partner, EDIT Development, a certified women’s business enterprise

**10:10**
WEConnect International Corporate Member Discussion Panel and Q&A
Chaired by Megan Stowe from Intel, this session will offer the audience a chance to ask questions about supplier diversity, working successfully with our corporate members, understanding procurement processes and top tips for doing business. Panellists will be representatives from WEConnect International corporate members and conference sponsors including Peter Zerp from Accenture, Alastair Eadie from Bristol-Myers Squibb, Andrea Fimian from IBM and Bettina Lillelund from MSD.

**11:00**
The Power of Social Media and Entrepreneurial Women Connecting and Collaborating Online Globally presented by Fi Bendall, Owner of Bendalls Group / The Female Social Network, a certified women’s business enterprise from Australia
A powerful recommendation economy is bubbling up and creating economic value despite of itself. In this session, Fi will uncover the connection between behaviour, psychology and the power of the female movement and she will consider how WEConnect International corporate members and women-owned businesses can leverage this economy for profit and purpose.

**11:40**
Coffee and Networking Break

**12:00**
Human Rights and Modern Slavery – Accenture Procurement Plus Approach - Knowledge Workshop - presented by Ben Ngobi, Global Procurement Sustainability Lead, Accenture
Human rights and modern slavery are key agenda topics for all companies. This presentation will share current Accenture progress, expectations of supplier partners and the procurement team to address the requirements of this agenda.

**12:40 – WEConnect International European Connections**
In this session you will be introduced to our European certification partners - Kathrin Puhan in Switzerland, Evelyne de Gruyter in Germany and Arine Huijboom in the Netherlands. There will be the chance to ask questions about certification and our activities in these European countries.

**13:00**
Networking Lunch
Meet and connect with women business owners and representatives from WEConnect International’s corporate members.

**14:00**
Choice of breakout sessions run by certified women’s business enterprises
(your choice was made when you registered for the conference and is listed on your name badge):
- Optimising Your Competences for Success in Digital Transformation – presented by Gudrun Frank and Verena Beckhusen, exprobico, Germany
- Understand Cultures, Improve Performance - presented by Sabine van Egeraat, Co-Founder, Global Business Academy, the Netherlands
- Playing to Your Strengths - presented by Jenny Garrett, Managing Director, JennyGarrett Global, UK
- Using Social Media to Rock at Marketing and Selling – presented by Tamara Littleton, CEO and Founder, The Social Element, UK

Please note this programme may be subject to slight alterations.
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15:00
The Power of Hope – Tell Your Story, it is Your Best Marketing Tool presented by Giselle Rufer, President and CEO of DELANCE Swiss Watches, a certified women’s business enterprise from Switzerland
Giselle is known as “the watch lady” because she has created a company manufacturing unique watches made by women for women in Switzerland. Sometimes it takes external forces to activate the latent entrepreneurial spirit; for many women, this moment occurs when they reach the glass ceiling in their jobs. In Giselle’s case, the desire to create a special watch for women is the drive that pushed her forward. This desire became a mission - the mission is to tell women how marvellous they are, to encourage women to be all that they can be. This was Giselle’s desire from childhood and now she is 72, she wants to tell women “Femininity is magic. Believe in yourself. Build your self-esteem. Be all that you can be. It is wonderful to be a woman”.

15:30
Top Tips for Successfully Doing Business with WEConnect International Corporate Members
Corporate member representatives will offer their top tips for success and share insights for SMEs and women-owned businesses about building relationships, about how to act in interactions with multinational corporations, understanding procurement processes and the lifecycles of tenders/RFPs.

16:15
Future Aspirations for WEConnect International into 2019 and Beyond – presented by Maggie Berry, Executive Director for Europe at WEConnect International

16:30
Thank You, Wrap-Up and Close - Conference MC, Andrea Mason - Partner, EDIT Development, a certified women’s business enterprise

Please note this programme may be subject to slight alterations.
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Verena Beckhusen
Founder and CEO, frankly speaking - finding words & partner within the exprobico network, a certified women’s business enterprise
@exprobico1

Verena is a management consultant and communications expert living near Bremen. In 2006, she served as the head of the corporate business and project development department of the maritime shipping company Beluga Shipping in Bremen, later also serving as Beluga’s director of public relations and business communications. As the founder and CEO of frankly speaking, she specialises in finding literally the right words for a broad range of business clients. Additionally, she has been a networking partner of exprobico since 2012. She also serves as a business English trainer.

Fi Bendall
Chief Executive Officer, Bendalls Group / The Female Social Network - a certified women’s business enterprise
@TFSN7

As a 2018 and 2017 International Stevie Winner of the Most Innovative Woman of the Year, Fi is a highly respected thought leader. She has been described by CEO Magazine as “The CEO’s Secret Weapon” and is acclaimed for championing female entrepreneurship empowerment”. As an expert and pioneer in behavioural digital strategy and with over 24 years’ experience in the digital / tech sector over three continents - Europe, USA and Oceania - she has a depth of understanding that is unique globally.

Alastair Eadie
Procurement Director Worldwide, GP Commercial, Bristol-Myers Squibb
@bmsnews

Alastair has experience in healthcare (NHS), oil and gas (Calor Gas), aviation (British Airways), financial services (Goldman Sachs), telecommunications (O2/Telefonica) and currently Bristol-Myers Squibb in pharmaceuticals where he is responsible for managing indirect procurement across all ex-US commercial affiliates. During his career Alastair has taken a particular interest in organisational design including both greenfield and global integration, system implementation, radical cost reduction and business engagement.

Andrea Fimian
EMEA Supplier Diversity Program Manager, IBM
@ibm

An engaged supplier diversity leader located in Zurich, Andrea has run IBM’s supplier diversity programme for Europe, Middle East and Africa since the beginning of 2015. Driven by spreading the word about supplier diversity in European countries where this topic is rarely known and by showing the impact supplier diversity has to the economy, for corporations and diverse owned businesses. In 2017 IBM won the European Diversity Award for their global supplier diversity programme and they were recognised in the prestigious 2018 Catalyst awards for their innovative diverse corporate initiatives in the workplace and supply chain.
Gudrun Frank
Founder and CEO, Exprobico – a certified women’s business enterprise
@exprobico1

Gudrun is a German mechanical engineer, an occupational scientist and a factory planner who knows her trade from the manufacturing halls up and into management boardrooms. Having been a competitive swimmer in her youth in East Germany, Gudrun learned at an early age that the springboard to success demands conditioning, self-confidence and stamina – as does surviving in the shark tank of a man’s business world. She is the founder and CEO of exprobico – the experts for career, training and competence.

Jenny Garrett
Managing Director, JennyGarrett Global – a certified women’s business enterprise
@JenniferGarrett

Jenny is an award-winning coach with over 12 years experience of running a global business. She is a Freeman of the Guild of Entrepreneurs – City of London and was listed in Brummell Magazines Top 30 City Innovators 2016. She uses her years of experience in coaching and leadership development to inspire and motivate people, working with them to deliver career and life changing results beyond expectation. Jenny has written an Amazon bestselling book ‘Rocking Your Role’ on the taboo subject of female breadwinners.

Evelyne de Gruyter
Certification Assessor, WEConnect International in Germany and Head of Press and Public Relations, Verband deutscher Unternehmerinnen (VdU)
@vdu_ev

Evelyne has been the Head of Press and Public Relations at the Association of German Women Entrepreneurs (Verband deutscher Unternehmerinnen – VdU) since April 2016. She is also in charge of the international projects within the VdU. Evelyne holds a Master in Business Administration from the Technical University (TU) of Berlin and she took part in the professional development programme at the Cornell University School of Hotel Administration.

Arine Huijboom
Certification Assessor, WEConnect International in the Netherlands and Founder & Director, Netwerkpro
@ArineAdam

Arine is the certification assessor for WEConnect International in the Netherlands. She has over 15 years of experience in management and empowering projects for women from various cultural and social backgrounds to become financially and socially autonomous. Arine started her own company, Netwerkpro in 2015 to guide women to work - she has developed a programme that combines training and coaching to empower the participants and makes them part of a business network.
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Friday 9th November | Our Speakers

**Bettina Lillelund**
Global Sourcing & Procurement Program & Supplier Diversity Lead EMEAC, MSD
@MSDintheUK

Bettina manages the EMEAC regional economic inclusion and supplier diversity programme at MSD, a leading global biopharmaceutical company. For more than a century, MSD has been inventing for life, bringing forward medicines and vaccines for the world’s most challenging diseases. Bettina is a keen advocate for providing small and diverse suppliers an equal opportunity to be included in the strategic sourcing and procurement process at MSD. She has extensive experience in global logistics, transportation, supply chain and strategic procurement at MSD and previous companies.

**Tamara Littleton**
CEO and Founder, The Social Element - a certified women’s business enterprise
@tlittleton

Tamara founded The Social Element in 2002 before the explosion in social media. The Social Element is a global social media agency that delivers social media strategy, content, engagement and insights to some of the world’s biggest brands including Oreo, Toyota, Primark, HSBC and Nissan. The business is now the largest independent agency in its space. It has a team of 300 people working across the world in more than 50 languages with offices in London, New York and Los Angeles.

**Andrea Mason**
Operations Director, EDIT Development - a certified women’s business enterprise
@editdevelopment

Andrea is an experienced senior leader bringing over 20 years of experience in managing high performance and building client relationships. She has a proven track record of developing teams and individuals to deliver excellence and results and she works with a range of EDIT’s global clients on delivery of game changing leadership development programmes. Andrea has a passion for developing individuals through creating an engaging environment, helping individuals and teams to find their best performance and be the best version of themselves.

**Ben Ngobi**
Global Procurement Sustainability Lead, Accenture
@AccentureUK

Ben leads Accenture’s Global Procurement Sustainability, as well as its Northern Europe supplier inclusion and diversity programmes. Ben is responsible for the strategy to embed environmental, social and governance factors into purchasing decisions. Ben was responsible for enhancing Accenture’s UK SME agenda which incorporates under-represented suppliers. Ben also supports the steps Accenture is taking to enhance their processes to better support human rights reporting in their supply chain. He was part of the team that developed their first UK Modern Slavery Act Statement, published in early 2017.
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Elizabeth@weareorangedoor.com
Karen@weareorangedoor.com

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Kathrin Puhan  
Certification Assessor, WEConnect International in Switzerland and Founder, you advance GmbH  
@kathrin_puhan

Kathrin is the founder of you advance GmbH located in Zurich, Switzerland. She serves clients as a trainer, coach and moderator with her work built around the central topic of organisational performance improvements. Her main fields of expertise include principles of entrepreneurial training and advice, communication skills and moderation/facilitation. Furthermore, she serves as the WEConnect International certification assessor for Switzerland. Kathrin holds a master’s degree in history and an MBA in business engineering from St. Gallen University, Switzerland.

Giselle Rufer  
CEO, DELANCE Swiss Watches - a certified women’s business enterprise  
@Delance_Watches

A successful businesswoman, Giselle feels that she has a mission to inspire and motivate others to be all that they can be. She draws on her own experience to tell others that they too can have a goal and the determination to achieve it. Her creation of the Delance watch brand serves as a model of creativity, courage and excellence for all entrepreneurs, women and men alike. She is a creative, receptive and open person who loves to use her energy and enthusiasm to impart her working philosophy to others.

Sabine Van Egeraat  
Co-Founder, Global Business Academy - a certified women’s business enterprise

Sabine is the co-founder of Global Business Academy, a video-based e-learning platform that combines consultancy to increase the performance between western and Indian teams. They deliver their services to the Fortune 500 companies in the US, Canada, Europe, India and South East Asia. Sabine is responsible for the global sales and marketing activities, overseeing a team of seven people worldwide. She is strong in analysing the needs of their clients and she believes that the success of a company lies in building sustainable relationships.

Peter Zerp  
Supplier Inclusion & Diversity Manager, Accenture  
@PeterZerp

Peter is part of the team that leads Accenture’s global supplier inclusion and sustainability programme. Accenture empowers entrepreneurship by opening up marketplace opportunities for diverse businesses; driving and contributing to entrepreneurial skills development, supporting sustainable business growth for small and diverse businesses and connecting entrepreneurs to corporate supply chains. Peter serves on both the WEConnect International global and WEConnect Europe board. Peter’s focus also includes LGBT owned businesses as well as persons with disabilities. He is one of the drivers of an initiative to increase accessibility of all vendor managed IT services for Accenture.
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Innovation is one of those words that you hear everywhere with lots written about how to do it most effectively. But when faced with the task of innovating, it can be a bit daunting to know where to start.

Often the first place to start is to get data on your customer or market. Data feels safe and reliable in the uncertain world of innovation - often the bigger the data, the better.

There is no doubt that big data is incredibly useful and increasingly sophisticated analytics allow automated connectivity of big data to guide smart, fast decision making at a strategic level. But too often we see clients who are awash with data and still don’t know where to go next when designing their products or services.

The problem is that while it can help you understand what is going on with your customer or user, it doesn’t always give you an insight into why. It rarely unlocks the motivations, tensions and desires behind people’s behaviours. So, it can’t help you understand the meaning of your product or service in their lives.

It’s a bit like looking at a city through Google Maps – you can see the roads, layout and buildings, but you still don’t really know what it feels like to be there.

We believe that the best innovation comes from getting to the human stories behind the big data, and that means doing in-depth research with real human contact. It also means understanding and applying cultural trends.

If you unlock these stories, you get to the heart of what your innovation must do – it must change the story for your customer/user and must have meaning for them. In the end, it’s the human stories that get you to brilliant innovation ideas, faster.

"People don’t buy goods and services. They buy relations, stories and magic."

Seth Godin

Suzanne Allers, Partner, Untapped Innovation
suzanne.ellers@untappedinnovation.com | untappedinnovation.com
Bristol-Myers Squibb is a global BioPharma company firmly focused on its mission to discover, develop and deliver innovative medicines that help patients prevail over serious diseases.

Supplier Diversity at Bristol-Myers Squibb generates new ideas and diversity of thought while promoting innovation that guides our work and fuels our growth.

For more information on Bristol-Myers Squibb’s Supplier Diversity, please email us at SupplierDiversity@BMS.com or visit our website at BMSSupplierDiversity.com

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As an industry leader, Intel pushes the boundaries of smart and connected technology to make amazing experiences possible for every person on earth. Technology has the power to connect people to new information and data as well as create greater opportunities for communities’ around the world.

Our diversity and inclusion efforts span the entire value chain, from our workforce to our global supply chain. Intel believes that working with a diverse supply chain brings innovation and greater value to our business. Our goal is to spend $1 billion with diverse-owned businesses by 2020 globally. Related to this goal, Intel announced its commitment to spend $100M on certified women-owned businesses globally by 2020, delivered through our partners at WEConnect International. Our vision is to drive a fully inclusive world class supply chain that values the spirit of innovation and competitive advantage through diverse communities.

We believe that in order to drive a truly successful program it has to be built on a solid foundation. Intel’s success in diversity can be attributed to its core pillars of Inclusion, Opportunity, Investment and Transparency.

INCLUSION is the key to expanding our diverse supply base. By fully integrating diversity into our sourcing processes we have driven accountability and ensured that diverse suppliers have the opportunity to participate in our sourcing activities. More broadly, Intel encourages direct suppliers to establish their own supplier diversity program and provides guidance to enable their success in five easy steps. This ensures our efforts extend across the supply chain.

Diverse Suppliers are given equal OPPORTUNITY to become part of our supply chain. These opportunities are created by meeting and engaging with diverse-owned businesses at industry events and Intel organised country workshops. We collaborate with NGOs such as WEConnect International and MSDUK who provide a platform for our procurement teams to meet new diverse-owned businesses and learn about their service offering.

Many diverse-owned suppliers are small businesses and may be faced with a demand for fast growth in order to supply a large corporation. Intel has committed to make an INVESTMENT in their future growth and development by leveraging programs developed by various institutions such as Tuck School of Business and INSEAD. Over the last year, Intel has sponsored 10 suppliers globally in this education sponsorship program.

Intel is upholding its commitment to TRANSPARENCY by reporting our progress and publicly disclosing our spending with diverse-owned suppliers via the Intel Diversity Report, as well as our Corporate Social Responsibility Report.

Megan Stowe, Procurement Director EMEA and International Supplier Diversity & Inclusion Program Manager, Intel | megan.stowe@intel.com | intel.com
IBM recognizes the unique value and skills every individual brings to the workplace. We believe that innovation comes from seeking out and inspiring diversity in all its dimensions.

Consciously building diverse teams and encouraging diversity of ideas helps us make the greatest impact for our clients, our colleagues and the world.

Find out what the world is making with IBM.

ibm.biz/GlobalSupplierDiversity
Women’s Business Enterprise Showcase Stands

We have the following certified women’s business enterprises in the showcase and you will find their stands in the networking area – please connect with them!

**Amodex Products - amodexink.com**
Amodex Ink & Stain Remover is the leading US, soap-formula, non-toxic, eco-friendly stain remover manufactured by Amodex Products Inc. Amodex safely and effectively removes ALL inks including Sharpie, grease, grass, tar, crayon, paint, oil, berries, wine, chocolate, sauces and dressings, turmeric, tomato, blood and other difficult stains from ALL fabrics, surfaces, upholstery, furniture, and even skin.

**Artizian / Nutrition Bites - nutrition-bites.co.uk**
Stress, anxiety, productivity and performance concern us all. Nutrition Bites create and deliver highly-impactful, award winning nutrition and wellbeing solutions to support workplace wellbeing, providing employees with the foundations they need to perform at their best. Small Changes = Big Impact.

**DELANCE Watches - delancewatches.com**
Giselle Rufer, President and creator of DELANCE Watches, is an experienced motivational speaker. Her creation, the Delance watch for women serves as a model of creativity, courage and excellence for all entrepreneurs, women and men alike. Giselle shares her knowledge with all those who dream of creating their own businesses.

**Gibbs Hybrid - gibbshybrid.com**
Gibbs Hybrid offers a single source integrated solution with programme consultancy, talent, technology and outsourcing initiatives that drive customer success. Their multi-disciplined services are designed to offer clients a single-source solution, providing real commercial benefits and successful outcomes. Gibbs Hybrid is a privately held, minority-and woman-owned business and their clients enjoy a greater level of flexibility whilst demonstrating a commitment to diversity spend.

**Global Blue Tech - globalbluetechn.com**
Global leaders in providing integrated solutions to bridge the technology gap between legacy systems and managing massive demands required to compete in artificial intelligence and machine learning. Innovative data storage and backup technology reducing power consumption and valuable floor space by 80% that improves overall operations by saving time and money.

**Leaders by Nature - judejennison.com**
80% of change programmes fail due to poor communication. Leaders by Nature help leaders and organisations thrive by identifying and changing the unconscious behaviours that sabotage teamwork and productivity. Founder Jude Jennison is an author, speaker and pioneer of leadership with horses, a way of working with horses to uncover non-verbal behaviour.

**Noxie - noxielimited.com**
Noxie Limited is a wholly owned Nigeria service provider company founded in 2001. They specialise in office manufacture, personnel protective equipment (PPE), branding, trucking and haulages. Their goal is to enhance the operations of their clients with a high sense of responsibility in meeting the set goals.
At MSD, our mission is to help the world be well. We develop and deliver innovative medicines, vaccines, biologic therapies, and animal health products to improve the lives of millions across the globe. We believe our diverse suppliers provide a source of innovation to help us better serve our customers. MSD is committed to delivering on its commitment to provide diverse suppliers with the opportunities to innovate, grow, and succeed in its mission. Together we can help the world be well.

For more information on MSD’s Supplier Diversity Program, please visit merck.com/supplierdiversity
SustainIt - sustainitsolutions.com
SustainIt are the leading, global sustainability, EHS and risk data consultancy. They support businesses by performance managing their non-financial data. They use their unique combination of industry leading knowledge, technical expertise and outstanding service to bring a more holistic approach to sustainability.

Sysdoc - sysdoc.com
Sysdoc enables people to work in a simpler, smarter way. Their people are the driving force behind an innovative, entrepreneurial mindset across their core areas of business transformation, learning innovation and digital experience. Together, they’re building capability across their client base to deliver the future of work.

The Sourcing Team - sourcing.co.uk
The Sourcing Team are a fantastically creative promotional merchandise company, leading the way in award winning ethical, sustainable and compliant buying practices throughout their supply chain. Passionate about working with liked minded companies who care about the planet, its people and its brand reputation. Blending creativity, innovation and technology to create standout merchandise bringing your brand to life.

Vox Pops International - voxpops.com
Vox Pops International is an innovative agency that fuses market research and video production in-house. Specialising in capturing and illustrating qualitative consumer insights: the creative team recruit and interview your target consumers then compile the footage to present your customers’ voices via the captivating medium of video and animation.

Eight certified women’s business enterprises from WEConnect International in South Africa are in attendance to network and provide a gateway into Africa for European WBEs and corporate members. The South African companies represent varying fields including quantity surveying, electrical engineering, HR solutions as well as training and consulting. The WBEs represented are: Barika Consulting, Liyema Consulting, Nonku Ntshona & Associates Quantity Surveyors, Phoki Consulting, Southern African Institute of Learning (SAIL), Step Ahead Staffing, Petanque International and Zenzele Recruitment.

Woman Who - womanwho.co.uk
Founded by Sandra Garlick, Woman Who inspires women in business to recognise their achievements, celebrate them and become role models. Through a network, annual awards and mentoring, Woman Who encourages women business owners and those in senior management teams to be the best they can be, sharpen up their speaking skills and grow their personal brand.

World Wide Pictures - worldwidepictures.tv
Live event production and broadcast specialists. World Wide Pictures is an award-winning production company with a rich heritage in film and live event delivery. Your trusted partner for; live event streaming; video production; content delivery; social strategy and streaming. Proud to be a WEConnect International Certified Women’s Business Enterprise (WBE) since 2013.
Suppliers as diverse as our solutions

Powering the Possible is Dell’s commitment to put technology and expertise to work, where it can do the most good for people and the planet. Our supplier diversity team is a prime example of this commitment — it’s good for our business, our supply chain, our customers and our communities.

Learn More at dell.com/supplierdiversity
Long-term success in business has always been about more than just who you know and what you do. It is dependent on what you do with your customers, prospects, suppliers and partners to help them succeed.

Relationships are the longest-standing, most proprietary differentiator for any company. They were central to the very beginnings of commerce and even civilization at large, as financial contracts are as old as written language. Technology can be replaced, people can change jobs and products can become obsolete. In the end, the most successful companies are those that value relationships above all else.

Join Dun & Bradstreet to grow relationships through data.

To learn more, visit www.dnb.co.uk
Our doors are open

We reach out to people of all backgrounds – in serving existing customers and winning new ones, in developing current employees and attracting new talent, and in identifying and employing a diverse range of suppliers and service providers. Our commitment to be an inclusive company extends to every employee, customer and business partner. We value the many differences that make each of us unique and know that these differences help to advance our success. Simply put, we want to nurture a business environment that is responsive to all. This is an integral part of who we are as a company and as individuals.
Along with the UK and Ireland, WEConnect International offers certification for women-owned businesses based in Switzerland, Germany and the Netherlands. We’re delighted to be working with the following partners to help us deliver certification assessments and locally based events in those countries.

**Kathrin Puhan** | switzerland@weconnectinternational.org
weconnectinternational.org/en/network/europe/switzerland

**Evelyne de Gruyter** | germany@weconnectinternational.org
weconnectinternational.org/en/network/europe/germany

**Arine Huijboom** | netherlands@weconnectinternational.org
weconnectinternational.org/en/network/europe/the-netherlands

If you are a corporate member and you have existing women-owned suppliers located in any of these three countries – as well as the UK and Ireland – which you’d like to get certified or if you are a women-owned business and would like to find out more about certification or our activities in these countries, in the first instance, please contact Maggie Berry on mberry@weconnectinternational.org
Finding the right deal. Negotiating the right price. Delivering on time. At EY, we know how choosing the right suppliers can help to achieve strategic goals.

Our diversity and inclusiveness procurement initiative is one way we help create opportunities for women-owned businesses to reach their potential and make a difference.

Visit ey.com/supplierdiversity
In 2016, WEConnect International and Global Citizen launched a campaign that led to 20,000 global citizens committing to join the global movement to buy more from women-owned businesses and called on companies to commit as well.

Global Citizen is the world’s largest movement to social action. They utilise content, global festivals, grassroots organising and digital channels to end extreme poverty by 2030.

Last year, WEConnect International continued its partnership with Global Citizen and our corporate members Accenture, Citi, EY, IBM, Intel, Johnson & Johnson, P&G, Pfizer, UPS and Walmart took action to leverage their purchasing power and support more women entrepreneurs around the world. These commitments, together with 2016 corporate commitments made on the Global Citizen stage, represent a total of $1 billion spend with women.

You can find out more on their website globalcitizen.org

Elizabeth Vazquez, WEConnect International CEO and Co-Founder, at last year's Global Citizen festival in New York announcing that $1 billion in spend has been reached.
We strive to provide a full spectrum of businesses with the opportunity to compete on a fair and equal basis for our business and, ideally, to expand and grow while working with us. Having a diverse and inclusive supply chain is a social and economic imperative and we look for vendors that share this commitment.

Visit our website to learn more about the Goldman Sachs supplier diversity program, to review our selection criteria, and to complete the prospective vendor form.

www.goldmansachs.com/who-we-are/diversity-and-inclusion/vendor-diversity
Women Owned is an initiative from the Women’s Business Enterprise National Council (WBENC) and WEConnect International to create a movement of support for women-owned businesses. We support female entrepreneurs and those who do business with them by raising awareness of why, where and how to buy women-owned.

Our mission is to fuel economic growth by building a broad consumer movement of support for women-owned businesses.

Across the globe women-owned businesses supply an incredible range of products and services. The Women Owned logo enables consumers to identify those products and services supplied by women-owned businesses during their shopping experience.

Any shopfronts, websites and product labels bearing the Women Owned logo have been certified as being at least 51 percent owned, managed and controlled by one or more women by WBENC in the United States and WEConnect International globally.

Your support for women-owned businesses is an investment into a future of economic success, innovation and equality.

Why buy from women?
Research from the World Bank, the United Nations, the Global Entrepreneurship Monitor, Deloitte, EY and others demonstrate that the real drivers of the economy are women - as business leaders, employees, consumers and entrepreneurs. Investing in women can yield a significant boost in economic growth, otherwise known as “the gender dividend.” When women are made the focus in business decisions, communities will thrive around them.

The business benefits of inclusive sourcing include:

• Access to new suppliers, innovative solutions and cost savings through increased competition
• Anticipating diverse customer needs, increased market share and shareholder value
• Brand enhancement in growing markets
• Recruitment and retention of talent seeking work that has impact

Bringing consumer recognition to women-owned businesses. Invest in women. Buy women-owned.
The Government of Canada congratulates WEConnect International Europe for its support of Canadian women-owned enterprises by linking them to supplier diversity opportunities.

Reach out to us at bwit@international.gc.ca canada.ca/bwit linkd.in/bwit-faci @TCS_SDC #womenexporters

www.tradecommissioner.gc.ca

Le gouvernement du Canada félicite WEConnect International Europe pour son soutien aux entreprises détenues par des femmes et la création d’opportunités en termes de diversification des fournisseurs.

Contactez-nous au faci@international.gc.ca canada.ca/faci linkd.in/bwit-faci @SDC_TCS #exportatrices

www.deleguescommerciaux.gc.ca
DIVERSITY CELEBRATED
Sustainable Supplier Relationships

We are committed to promoting inclusive, ethical and sustainable procurement practices that create long-term value for our clients, our suppliers and our communities.

For more information about our Supplier Inclusion and Sustainability programme please visit: www.accenture.com/gb-en/company-supplier-inclusion-diversity
For further information, please contact:

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