

HROA

HELPING HR TRANSFORM



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THE 2007 FIRST ANNUAL RPO SUMMIT

Brought to you by

RPO ALLIANCE

RECRUITMENT PROCESS OUTSOURCING ALLIANCE

sponsors





Conference: November 6, 2007 Hyatt Regency O'Hare, Chicago, IL

Dear Colleagues,

The RPO Practitioners Summit is a unique event exclusively for true RPO practitioners – the people and firms actively engaged in the practice of RPO. This is not a trade show or sales conference. This forum is designed for practitioners to share insights and expertise with each other.

Why Attend this Event? The Summit is dedicated to improving the practice of RPO for people actively engaged in providing and/or managing RPO relationships and operations. During the Summit participants will explore the specific challenges and opportunities that come with planning, structuring, and operating recruitment processes on an outsourced basis. This year's summit will examine:

- The overall direction of the market, including its future trends.
- Practical ideas and approaches for planning and structuring RPO relationships.
- Checklists of necessary components and capabilities in an effective RPO service offering with a specific focus on technology.

Who Will Attend? Senior executives from firms actively engaged in managing and providing recruitment services. These will include heads of recruitment currently managing an RPO contract, VP-level and above from firms providing recruitment-related services, heads of operations, technology, and service delivery from these same firms.

I look forward to seeing you in Chicago!

Sincerely,



Richard Crespin

Global Executive Director, HROA

8:00- 8:30 am

Registration & Continental Breakfast

Hosted by:



8:30 - 10:00 am

Welcome & Opening Dialogue:

Jason Berkowitz, Conference Co-Chairman, Chairman of the RPO Alliance and Co-Founder, Vice President, Business Development, Hyrian

Richard Crespin

Global Executive Director, Conference Co-Chairman, HROA

The RPO Alliance, a specialty membership group within the HROA, is committed to improving recruitment processes for all companies – whether that improvement is gained through outsourcing, or initial process improvement programs. Jason and Richard will kick-off our agenda and welcome everyone.

Morning Keynote: The Myth of Recruitment Outsourcing: What RPO really is...

Speaker: Adam Robinson, Co-Founder and Chief Executive Officer, Illuma

*Adam is the author of the upcoming book, *Redefining Recruitment: Assessing the Value of Recruitment Process Outsourcing for Your Organization*, available September 2007.

Today, outsourcing functions like payroll, benefits, administration and employee relations have considerable momentum but outsourcing the recruiting function is proceeding slowly learn how others view RPO.

Networking Break:

Sponsored by:



10:30 - 11:45 am

Panel Discussion: To RFP or Not to RFP – How to Best Structure and Respond to RFPs

This session will answer the following:

Q: What makes up a good RFP?

Q: What about a RFP can set up success vs. failure?

Q: What should you look for in due diligence?

Q: Is the client ready? Is the provider ready?

Q: How do you determine ROI to build the business case?

Q: What best practices should you follow in structuring and responding to RFPs?

Q: Do you have a god partnership? Have stakeholders signed off and are they taking part in the implementation?

Panelists: Hary Bottka, Talent Acquisition, Advisory Leader, TPI

Nancy Walsh, Vice President, Business Development and Marketing Momentum, A Volt Information Sciences

Elizabeth Petro, Global Shared Services Director, Talent Acquisition & Strategy Development, Kodak

Tara Noonan Amaral, Domain Practice Leader, Hewitt

Moderator: Frank J Casale, Founder, CEO The Outsourcing Institute

12:00 - 1:00 PM

Keynote Lunch: Deal or No Deal: Building RPO Partnerships

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Welcome: Jim Tanchon, VP of Sales, PeopleScout

Speaker: Sheila Gray, SPHR, Director of Global Talent Acquisition, International Paper



1:00 - 1:30 pm

RPO Tools Presentation

The RPO Alliance has developed a set of tools to help HR practitioners navigate the tricky recruitment process waters and determine the best source of recruitment process improvement tools for them. Learn about these tools and how they apply to your business processes.

Speakers: Anne Nimke, Chief Marketing and Business Development Officer, Pinstripe
David Barbato, President & CEO, Talent Retriever

1:30 - 2:30 pm

Futurist Panel: Future RPO Trends and Direction

Industry analysts discuss where they see RPO in the future and what it means to the relationship between buyer and provider. Where should RPO providers look for growth?

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Manpower

Panelists:

Kim Davis, Senior Vice President, Adecco
Terry Terhark, President and CEO, RightThing, Inc.
Sue Marks, CEO, Pinstripe
Robin Rasmussen, EquaTerra, Inc.
Steve Shangold, CEO, RPOworldwide
Karen Browne, COO, PeopleScout

Moderator: Sheldon Schur, Vice President General Manager, Manpower Business Systems

2:30 - 3:30 pm

Panel: The Role of Technology in RPO – Buy or Build?

Hear case studies from technology providers on the economics, features, functions, and benefits of different technology approaches. Listen to comparative perspectives from end-users of the technology on what works and what doesn't as they discuss how they framed their thinking on technology, what selection criteria they used, and what lessons they've learned in actual use.

Sponsored by:



Panelists: Ladd Richland, CRI
Jack Coapman, VP Corporate Development, VirtualEdge Corporation
Jon Holden, RPO Practice Lead, Mr. Ted
Barry Mills, Director HRO/RPO, Taleo

Moderator: Elliot Clark, Chief Executive Officer, HRO Today

Networking Break

Sponsored by:



3:45 - 4:45 pm

Contract Negotiation HOW TO START and go into NEGOTIATION PROCESS

Hear one of the leading sourcing attorneys and crack negotiators on the "dos" and "don'ts" of effective negotiation. He'll review a toolkit of immediately applicable tips and long term skills you should keep in mind and have on your team when conducting complex negotiations.

Speakers: Ross Docksey, Partner, Sonnenschein Nath & Rosenthal LLP
Patrick Beharelle, Senior Vice President of RPO, Spherion

4:50 - 5:15 pm

Wrap-Up Session

A review of the forum's outcomes.

Speaker: Jason Berkowitz, Conference Chairman, Chairman of the RPO Alliance and Co-Founder, Vice President, Business Development, Hyrian

5:30 - 6:30 pm

Cocktail Reception

Program and speakers subject to change



The 2007 First Annual RPO Summit
November 6, 2007 • Hyatt Regency O'Hare • Chicago, IL

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How to Register

Fees do not include hotel accommodations.

For reservations, contact the hotel directly.

HROA/RPO Alliance Members = FREE Non-Members = \$395

INFO

Name: _____
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Address: _____
Phone: _____ Fax: _____
Email: _____

PAYMENT INFO

Number of people: _____
Price per person: _____
Total Payment: _____
Credit Card Type: VISA _____ MASTERCARD _____ AMEX _____
DINERS _____ Other _____
Credit card number: _____ Exp. Date _____

Signature: _____

Fax Registration to 203-966-8631



For more information or to become a sponsor please Contact Marilyn Harrington :

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