ProcureAbility
a Jabil company

CPO Innovation Summit 2026



From Tactical to Transformational: Reimagining Procurement as a Strategic Growth Engine





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Elevate Procurement to the Executive Level

- Sustainable EBITDA improvement
- Enhanced supply chain resilience
- Speed to market and margin protection
- Strategic partnerships



Innovate the Operating Model

- Orchestrating process – data – technology
- Digital acceleration / transformation
- AI to amplify decision quality, execution velocity, and impact



Enable Business Innovation at Speed

- Scalable sourcing models for new markets
- Access to supplier-led innovation
- Analyzing data to achieve better financial outcomes
- Insight earns a seat at the table



Shift from Cost Center to Profit Center

- Market intelligence
- Risk mitigation
- Sourcing strategy
- Supply Chain Synergy
- M&A

From Operational Optimization to Innovation Enablement to Competitive Advantage:

The Jabil Procurement Transformation



Facilitator
Conrad Snover
CEO



Presenter
Frank McKay
SVP, Chief Supply Chain Officer



Presenter
April Butterfield
SVP, Technology and Engineering

Jabil Supply Chain Scale and Complexity

38,000+
Global Suppliers

40,000+
SKUs

700,000+
Parts

$26B
(+$12B Managed)
Global Spend

150
Categories & Commodities

3,000
Procurement & Supply Chain Experts

3,000
Operational Buyers

1,500
Planners

Sustained through strategic investment in talent and technology

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Strategic Approach

Mega-trends

Market Trends

Product Trends

Tech Trends

Voice of Customer

NPS/ Customer Satisfaction Score

E&T Strategy

Employee Engagement

Competitor Landscape

Business Units
Account Management
Legal and Finance

Sales
Targets
Account Plans

Capabilities
Operations
Engineering

People
Generational Model
Regional Planning

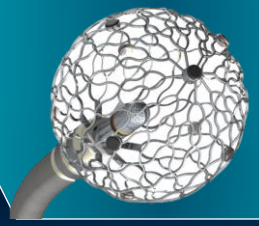
3rd Party
Partners
Ecosystem
Approach

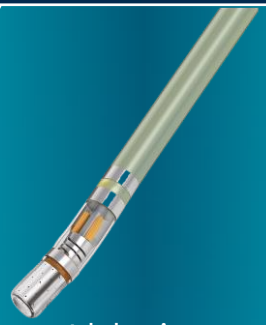
Supply Chain
Supplier Strategy
Roadmaps
Opportunity

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Catheter Innovations

Pulsed Field Ablation (PFA) Catheter

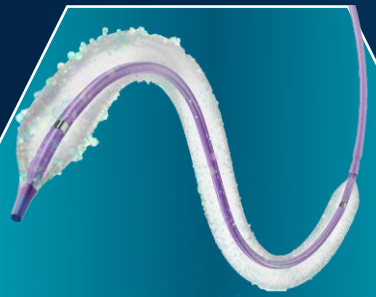




Ablation Catheter

Renal Denervation Catheter





Drug Eluting Balloon Catheter

Mapping Catheter



Catheter-deployed Neurovascular Coils

*Due to confidentiality agreements, the products depicted are considered representative and may not be of actual products manufactured by Jabil

PHARMACEUTICS INTERNATIONAL INC.
A JABIL COMPANY


The challenges of today are shaping the innovations of tomorrow, powered by cutting-edge tools and advanced data capabilities.
Sustainable supply chain leadership requires board-level buy-in, meaningful investment, and long-term enterprise commitment.

Data accelerates procurement's evolution into a trusted business partner



Evolving the Supply Chain to Become an Enterprise Profit Center



Open Discussion



What does “executive-level procurement” look like in practice?

How do procurement leaders justify and govern innovation investments?

What are the key lessons learned from elevating procurement into profit-center territory?

What other practices can procurement organizations adopt—starting today?

CPO Insight Lightning Round



Facilitator

Kristen Rellihan

Managing Director

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The evolution of the CPO role—from functional operator to enterprise-level strategic leader

Innovating business operations to drive performance (AI)

Redefining performance-based KPIs

Transforming procurement from a cost center to a profit center

Earning the Seat at the Table:

Positioning the CPO as a CEO-Level Strategic Leader



The Evolution of the CPO Role:
From Functional Leader to Strategic Business Partner

CPO Voices:
What It Takes to Lead at the Executive Level

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The Procurement AI Blueprint of the Future



Designing the AI Blueprint:

Turning Procurement Intelligence into Enterprise Advantage

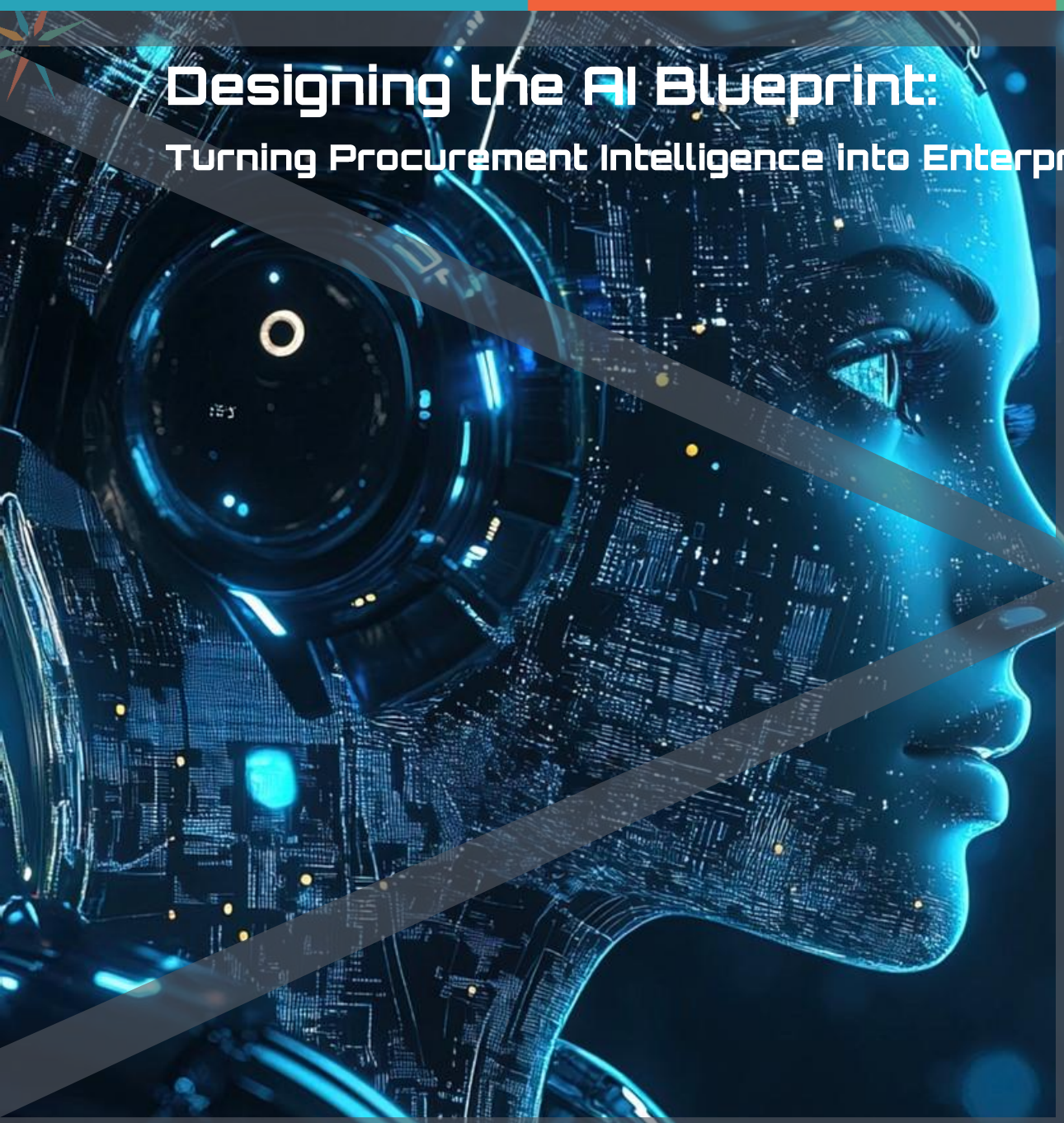
Facilitator
Darshan Deshmukh
President



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Designing the AI Blueprint:

Turning Procurement Intelligence into Enterprise Advantage



Set the Intent

Enterprise Integration

Outcome Discipline

Measured Impact

Lead Forward

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Designing the AI Blueprint:

Turning Procurement Intelligence into Enterprise Advantage

Set the Intent

- AI without intent creates noise
- Undefined decisions stall pilots
- AI amplifies what it's given
- Direction beats technical sophistication

No decision clarity, no advantage

Enterprise Integration

Outcome Discipline

Measured Impact

Lead Forward

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Designing the AI Blueprint:

Turning Procurement Intelligence into Enterprise Advantage

Enterprise Integration

- Extend the enterprise tech stack
- Sequence insight before automation
- Embed governance from day one
- Treat AI as enterprise capability

Integration strengthens enterprise control

Outcome Discipline

Measured Impact

Lead Forward

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Designing the AI Blueprint:

Turning Procurement Intelligence into Enterprise Advantage

Outcome Discipline

- Start with decisions, not tools
- Protect margin, cash, and risk
- Avoid automating broken processes
- Design adoption into workflows

Execution discipline protects value

Measured Impact

Lead Forward

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Designing the AI Blueprint:

Turning Procurement Intelligence into Enterprise Advantage

Measured Impact

- Savings opportunities surfaced and acted on faster
- Supplier risk anticipated before disruption hits
- Contract value and compliance protected proactively
- Forecasts improved with scenario-driven decision clarity

Impact earns enterprise credibility

Lead Forward

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Designing the AI Blueprint:

Turning Procurement Intelligence into Enterprise Advantage

Lead Forward

- Define the decision first
- Integrate before expanding tools
- Make human accountability explicit
- Scale deliberately, not reactively

Intent. Alignment. Discipline. Scale.

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CPO AI Roundtable:

From Blueprint to Business Impact

Where AI Is Gaining Traction Today







Theme 1

Inside the Procurement Organization

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Lessons Learned While Building the Procurement AI Blueprint







Theme 2

What Worked—and What Didn't

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Scaling AI with Confidence and Credibility







Theme 3

From Experimentation to Enterprise Capability

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AI in Practice—Challenges, Questions, and What's Next

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From Insight to Action:

Next Steps and Reflections



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