



AMERICAN SUPPLY CHAIN SUMMIT 2017



April 24th & 25th, 2017



Omni Orlando Resort at ChampionsGate, Orlando, FL



supplychainus.com

Tomorrow's Connection Today

Driving business performance through process and technological innovation



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PROGRAM

PROGRAM

DAY ONE: April 24th, 2017



7:00 am - 8:00 am

BREAKFAST

8:00 am - 8:10 am

CHAIR'S OPENING REMARKS

SUPPLY CHAIN MANAGEMENT CHAIR

DAVE MALENFANT
Director, Center for Supply Chain Innovation



STRATEGY CHAIR

MIKE BUTKUS
Former VP of Strategic Supply



8:10 am - 8:50 am

KEYNOTE

UNLOCKING THE FUTURE OF SUPPLY CHAIN THROUGH AUTHENTIC EMPLOYEE ENGAGEMENT

- The Nic Vu story: How to resuscitate a declining model & build a great brand
- Unveiling the "secret sauce" that helps momentum for alignment of employee goals
- How to build a culture of open communication and move your organization's thinking forward
- Entering a world of interactivity: Why developing technology will help your company chase the consumer

NIC VU
GM & SVP, Direct-to-Consumer North America



8:55 am - 9:35 am

PLENARY

ATTRACTING THE MILLENNIAL GENERATION: FUTURE OF SUPPLY CHAIN DEPENDS ON TALENT

- Why companies need to attract the millennial generation and best practices for doing so
- What 3M has been doing to attract millennial supply chain talent and the success it has seen so far
- What millennials are looking for: formal development programs, experiential development opportunities, flexible career paths
- Why a culture of innovation and continuous improvement is so important

DAVID KADRIE
VP, Lean Six Sigma



9:40 am - 11:15 am

PRE-ARRANGED ONE-TO-ONE NETWORKING & REFRESHMENTS

COST OPTIMIZATION

EXAMINING THE IMPACT OF FACTORY DIGITIZATION IN AEROSPACE

- The Aerospace supply base is characterized by geographically dispersed discrete (i.e. not continuous) manufacturing operations
- Historically, the industry has placed a premium on product functionality, at the expense of producibility and cost
- Lower technical hurdles and expansion of economies in high growth regions have meant more competition in the industry and a need for lower cost
- Digitization of our factories and broader use of statistical process controls is necessary for improved product yield, cost and quality

MIKE EILOLA
VP ISC Americas

Honeywell

PEOPLE

TALENT MANAGEMENT FOR THE GLOBAL SUPPLY CHAIN INDUSTRY: THE VALUE OF WORKFORCE PLANNING

- Talent management as a driver of operating results and an opportunity to decrease labour costs
- Managing your talent in rapid growth markets: developing a pipeline of supply chain leadership
- Investment decisions that translate into well-designed programs and approaches that produce desired attraction, development, productivity and retention outcomes
- Best practices in responding to talent drivers and trends: focus on critical workforce segments rather than attempting to forecast for the entire organization

DAN KEY
SVP, Operations and Supply Chain



COST OPTIMIZATION

CREATING ORGANIZATIONAL READINESS FOR THE GROWING SENTIMENT OF NATIONALISM, PENDING TAX REFORM AND TRADE AGREEMENTS

- First chance to learn about the findings of a newly released research study of 125 supply chain and operations professionals
- Learn about the potential impact of global government policy changes on manufacturers
- Understand manufacturers' preparedness and readiness for those changes
- Key take-aways, talent implications and suggested actions for success

JEFF LEAKE
Managing Director



STRATEGY

BENEFITS OF VISUAL SUPPLY CHAIN METRICS — IMPROVE PRODUCTIVITY, CREATE BEHAVIOR MODIFICATION AND MORE

- Integrating Data From disparate sources into an aggregated synthesized view
- Providing stakeholders with a real-time "Whole Chain" view versus a static "Siloed View"
- Productivity, exceptions, non-productive time, OTD, product flow, safety, quality - All metrics that can be improved
- Together we will look at these tools in action via real world case studies and the associated ROI

KERWIN EVERSON
VP, Supply Chain Solutions



12:40 pm - 1:40 pm

LUNCH & LEARN ROUND-TABLE DISCUSSIONS

ROLE OF CROSS-FUNCTIONAL TEAMS AND SKILL-BASED TRAINING IN SOURCING TRANSFORMATION

WIL HENDERSON
Partner



TAKING SOURCING OPERATIONS TO A MORE MATURE STATE

GRANT DEARBORN
Procurement Leader & Advisor



LEVERAGING THE MODERN WEB FOR COMPLETE SUPPLY CHAIN VISIBILITY

TOBY MILLER
CEO



AUTOMATING MOBILE ASSET MANAGEMENT TO INCREASE PRODUCTIVITY AND DECREASE COSTS

JASON LUM
Strategic Account Manager



1:45 pm - 2:25 pm

COST OPTIMIZATION

HOW TO REDUCE COSTS THROUGH SUPPLY CHAIN NETWORK OPTIMIZATION

- Running supply chain network scenarios, evaluating and implementing sustainable changes
- Adapting to scenarios like new product introduction, changes in demand pattern, addition of new supply sources, and changes in tax laws
- Driving ownership on end-to-end supply chain cost, including purchase, production, warehousing and transportation
- Understanding when and which stakeholders to involve in managing emerging complexities in your supply chain

LARRY MONAGHAN
VP Guest Services and Distribution



PEOPLE

AVOID THE BLOW TO THE BOTTOM LINE: STAY AHEAD OF THE SKILLS SHORTAGE

- Innovate learning and HR strategies to strengthen the talent supply chain
- Acquiring the perfect candidate with a diverse talent pool — selecting employees outside the industry that can be developed into top talent
- Reinforce employee collaboration to enable better communication- bridging the gap for the emerging needs across the factory

RACHMANI DOMERSANT
Vice President of International Operations



2:30 pm - 3:50 pm

PRE-ARRANGED ONE TO ONE NETWORKING & REFRESHMENTS

3:55 pm - 4:30 pm

COST OPTIMIZATION

HOW TO SELL YOUR ORGANIZATION ON A SUSTAINABLE COST TRANSFORMATION

- Developing the culture necessary to ensure your transformation is sustainable over time
- Building the team and capabilities for continuous improvement, not just one time gains
- Creating a strategic approach to sourcing with a focus on people, processes and technology
- Identifying and addressing opportunities effectively and efficiently
- Fostering interdependent relationships with your suppliers

JONATHAN ROSEMBERG
Vice-President, Profit Improvement & Strategic Sourcing

Indigo

STRATEGY

SEEING THE BIG PICTURE: GAINING VISIBILITY ACROSS YOUR SUPPLY CHAIN NETWORK

- Improve internal cross-departmental visibility and integration into supply chain transactions and cost
- Best Practices to identify shortages and quality problems along the supply chain
- Streamline processes to make monitoring easier and to enhance the usability and efficiency for your employees
- Managing Risk: build in the ability to analyze and respond to disruptions

MARK PIERSON
Corporate Sourcing Executive, Logistics

NBCUniversal

4:35 pm - 5:15 pm

PLENARY

BECOME THE MODEL: DRIVING THE PEOPLE, PROCESS AND TECHNOLOGY CONSTRUCT WITHIN YOUR SUPPLY CHAIN

- Achieve greater efficiency in your company's supply chain by breaking down the four pillars: Plan, source, make and deliver
- Guide your company into a structure that drives greater communication, connectivity, coordination and continuity between decision makers at all levels of the company's supply chain
- Create a central hub for supply chain data to achieve inventory optimization modeling and integrated business planning for measurable success

TONY STALLINGS
VP, Global Supply Chain

Boston Scientific

5:20 pm - 6:00 pm

CLOSING PRESENTATION

HOW SUPPLY CHAIN MANAGEMENT CAN ENABLE PROFITABLE GROWTH

- Taking a more strategic approach to supply chain management
- Aligning functions across the business to drive supply chain excellence
- Going beyond cost reduction and control to enable profitable growth
- Improving supply chain excellence by driving revenue growth, capturing market share and enhancing customer satisfaction
- Using market intelligence, value drivers and supply economics to help you make the right choices about new products and other portfolio strategies

SERGIO FRIAS
VP, Contracts

BOMBARDIER
the evolution of mobility

6:05 pm - 6:10 pm

CHAIR'S CLOSING REMARKS

SUPPLY CHAIN MANAGEMENT CHAIR

DAVE MALENFANT
Director, Center for Supply Chain Innovation



STRATEGY CHAIR

MIKE BUTKUS
Former VP of Strategic Supply



6:10 pm - 7:10 pm

NETWORKING & DRINKS RECEPTION

PROGRAM

DAY TWO: April 25th, 2017



7:30 am - 8:30 am

NETWORKING & BREAKFAST

8:30 am - 8:40 am

CHAIR'S OPENING REMARKS & REVIEW OF DAY ONE

SUPPLY CHAIN MANAGEMENT CHAIR

DAVE MALENFANT
Director, Center for Supply Chain Innovation



STRATEGY CHAIR

MIKE BUTKUS
Former VP of Strategic Supply



8:40 am - 9:20 am

KEYNOTE

LEVERAGING TECHNOLOGY TO ENABLE PEOPLE

- Work smarter, not harder: developing a key set of capabilities behind successful technology deployment
- Adopting a sense and respond model for your supply chain, supported by the appropriate technology
- Technology deployment that can foster company wide input and consensus to better manage risk and improve speed through the value chain
- Driving a end-to-end global strategy with complete visibility upstream and down

RICHARD DAVIS
VP, Global Lead, Office of Data Acquisition & Governance



9:25 am - 10:05 am

PLENARY

WELCOME TO THE AGE OF ADVANCED PLANNING SYSTEMS AND TECHNOLOGY

- The absence of Advanced Planning technology and processes creates challenges of getting the right product, at the right time, at the right place
- The lack of End-to-End Supply Chain visibility can have impacts on upside revenue growth as well as the ability to execute to a company's Sales and Operations Plan
- Advanced Planning Systems and Technology is now a necessity to compete effectively in global competitive markets
- The internal transformation of adopting Sales and Operations Planning and Execution technology/processes creates opportunity for lowering operating cost in both inventory capital investment and headcount

JASON RUPPERT
EVP Operations



10:10 am - 10:45 am

PLENARY

WORKING BACKWARDS: APPLYING A CUSTOMER CENTRIC VIEWPOINT TO YOUR SUPPLY CHAIN

- Focusing on service as a driver for revenues
- Assessing the impact of customer dissatisfaction: strategies to mitigate the risk of supply chain errors and inefficiencies
- Mapping the supply chain from the customer back to the factory
- Managing your talent to achieve excellence: developing a pipeline of supply chain leadership

BONNIE LAWRENCE
Manager, Demand Planning & Support



STRATEGY

EXPANDING PROCUREMENT'S STRATEGIC VALUE PROPOSITION THROUGH SUPPLIER ENABLED INNOVATION (SEI)

- Savings are only one element of the total procurement value proposition
- Business partnering – foundation of effective business and supplier relationships
- Leveraging supplier insight to drive innovation:
 - What is innovation?
 - Success factors to SEI
 - SEI framework
 - Executive and change management

SEAN CUMBIE
Head of Global Procurement



10:50 am - 11:40 am

NETWORKING & REFRESHMENTS

11:45 am - 12:20 pm

OPTIMIZATION

GETTING THE CHECKLIST RIGHT: SELECTING STRATEGIC SUPPLIERS THAT PROVIDE CONSISTENT QUALITY & RELIABLE SERVICE

- Realizing optimal value from vendors throughout the relationship cycle by ensuring quality, controlling costs and driving excellence
- Examining a well defined strategy and process for supplier selection to ensure you get the right arrangement
- Taking a risk based approach to working with suppliers who can quickly meet financial, legal, safety, quality and environmental expectations/regulations
- Innovative strategies to ensure that vendors deliver optimal value

THOMAS HERSHEY
SVP Operations Planning



STRATEGY

INNOVATIVE SUPPLY CHAIN STRATEGIES TO SUPPORT AN EVER CHANGING CONSUMER LANDSCAPE

- Driving distribution flexibility into processes to ensure your operations can adapt to changes in demand
- Transforming data into real time, predictive insights to support more informed decisions
- Improve efficiencies in the production process by determining where the waste and how to eliminate it
- Responding to the new expectations and patterns of customer demand

JOSH CREASMAN
VP Global Supply Chain



OPTIMIZATION

RISK MANAGEMENT: STRATEGIES TO SAFEGUARD YOUR GLOBAL SUPPLY CHAIN

- How to build an anticipatory supply chain
- Labour strikes, political unrest, regulatory risks and natural disasters: tools in managing risk impact and solution recourse
- Containing the scope of the supply chain to for higher performance and lower risk
- Why risk management, performance maintenance and performance improvement must be balanced

STRATEGY

SUPPLY CHAIN AS A STRATEGIC ADVANTAGE – WHY YOUR SUPPLY CHAIN SHOULD BE A STRATEGIC ADVANTAGE AND WHY COMPANIES FAIL TO MAKE THAT HAPPEN

- Why strategic sourcing should be your foundation
- Most common mistakes that companies make which prevent them from realizing full strategic potential for their Supply Chain
- Critical success factors that demonstrate strategic advantage through Supply Chain
- Most recurrent errors Supply Chain Professionals make that limit their effectiveness and their company's results

WIL HENDERSON
Partner



LUNCH & LEARN ROUND-TABLE DISCUSSIONS

THE SMART FACTORY — FACILITATING BETTER VISIBILITY AND REDUCING BLIND SPOTS

MIKE BUTKUS
Former VP of Strategic Supply



A NEW TALENT MODEL: USING DATA ANALYTICS TO BUILD A HIGH PERFORMING CULTURE

RICHARD DAVIS
VP, Global Lead, Office of Data Acquisition & Governance



THE SMART FACTORY — FACILITATING BETTER VISIBILITY AND REDUCING BLIND SPOTS

SERGIO FRIAS
VP, Contracts



UNVEILING THE KEY RISKS AND REWARDS OF STRATEGIC SUPPLIERS

THOMAS HERSHEY
SVP Operations Planning



CULTURE: THE DEFINITIVE PIECE IN YOUR CI JOURNEY TOWARDS SUPPLY CHAIN EXCELLENCE

MERCEDES ROMERO
VP, Supply Chain & Global Procurement



2:20 pm - 3:00 pm

CLOSING PRESENTATION

PROCUREMENT OPTIMIZATION OPPORTUNITIES

- Reduce lead time to successfully enable timely completion and more efficient practices
- Establish metric for existing strategic sourcing initiatives
- Streamline volume decisions intended to reduce volume activities, including the number of contracts, tasks, and activities, and the corresponding work being performed with these activities
- How to drive leadership decisions intended to strengthen knowledge management, ensure effective project management systems and enable strong leadership accountability

WILLIAM MCNALLY
Administrative Assistant for Procurement and Chief Deputy Acquisition Officer



3:05 pm - 3:40 pm

LIVE PANEL

SUPPLY CHAIN: NOT AN EASY TASK. DO YOU HAVE THE RIGHT PEOPLE?

- What is your supply chain strategy for effective leadership
- How to identify the key leaders who influence employee behaviour
- How to help talented people evolve from students into champions
- Proven methods to recruit top talent
- Trends that will drive supply chain management
- Why investing in people will be the foundation for the future

MIKE BUTKUS
Former VP of Strategic Supply



SERGIO FRIAS
VP, Contracts



JASON RUPPERT
EVP Operations



DAVE MALENFANT
Director, Center for Supply Chain Innovation



3:45 pm - 3:55 pm

CHAIR'S CONCLUDING REMARKS & CLOSE OF SUMMIT

SUPPLY CHAIN MANAGEMENT CHAIR

DAVE MALENFANT
Director, Center for Supply Chain Innovation



STRATEGY CHAIR

MIKE BUTKUS
Former VP of Strategic Supply

