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During **SCOPE Supply Chain & Procurement Summit 2017** attendees will have the unique opportunity to network with senior peers, share knowledge and hear presentations from carefully selected group of expert speakers, as well as participate in targeted one-on-one research meetings with leading solution providers that meet their individual needs.

The educational program is 100% peer-driven and developed with the help of 52 steering committee members from distinguished companies.

Steering Committee

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Target Audience

C-Level Executives/ Senior Vice President / Vice President / Director / Manager of:

- Supply Chain • Logistics • Operations • Distribution • Warehousing • Transportation • Procurement • Sourcing • Purchasing IT •

5 Key Themes

Supply Chain Strategies & Leadership

WORKFORCE AND TALENT MANAGEMENT

Presentation: **Workforce and Talent Management**

Today Supply Chain leaders and employees are facing more demanding challenges and opportunities such as customers expecting perfect service, instant feedback in social media about product quality, big data that allows constant benchmarking and pressure to deliver financial targets. More than ever, teams have to be engaged, motivated, have clarity on stretch business targets and confidence to build a career. Leaders have to inspire their teams to excel on these new times. This presentation will share some practical examples on how to lead this change, deliver results and increase team engagement.

Key Take-Aways

- Evaluating and aligning your leadership style with the shifting needs of up-and-coming demographics within Supply Chain
- Establishing group- and function-specific development resources to promote professional growth and maintain employee engagement even during times of business transformation
- Identifying and accommodating your personnel's changing aspirations for their career in Supply Chain
- Best strategies for feeling fulfilled in your profession and getting the most out of your team by helping them to do the same

Speaker: **Jose Varela Garza**, *Vice President and General Manager*, 3M GLOBAL SOURCING

Presentation: **People Centric Leadership**

Growing and acquiring talent is one of the biggest strategic issues that businesses are facing today in Supply Chains. Developing the right team and coaching them to execute the strategies is the key to make this work. During this presentation, participants will learn how to create a strategic framework tied to Performance metrics to help talent growth.

Key Take-Aways

- Shift of coaching vs managing
- How to create Supply Chain Strategies tied to the corporate objectives
- Getting everyone on the same page and creating metrics to track progress

Speaker: **Enrique Perez**, *Director, Global Supply Chain*, CHEF WORKS

INCREASED USE OF GLOBAL SUPPLY CHAIN

Presentation: **Global Supply Chain in a Project Environment**

A project environment is unique in that it is a short-term event (3 months to 2 years). With multiple projects going on all over the world, the supply chain is focused on supporting these short-term events, while also having to maintain the ability to operate globally. There is little time to implement a continuous improvement process methodology because of the short duration of a project won't yield the results. As a result, at the individual project level you have to plan ahead and rehearse scenarios to optimize value versus cost. At the same time, you have to be able to support multiple projects all over the world.

Key Take-Aways

- Unique issues that occur in this environment.
- What are the risks and opportunities?
- How to operate in this environment successfully.
- What this means for the future of supply chain in general.

Speaker: **Blake Mathies**, *Vice President, Supply Chain and Procurement*, VANDERLAND

SUPPLY CHAIN MODELING TO IMPROVE OPERATIONS

Presentation: **Redesigning the Supply chain for Growth**

The purpose of Supply Chain Design is to determine the most cost effective configuration of manufacturing and distribution that can best support the go-to market strategy of the business and its future growth objectives. Design output will provide a long-term roadmap of evolutionary improvements and structural changes that must be made in order to achieve the necessary differentiation of manufacturing footprint and technology, business process, organization competency, distribution network, customer service and inventory policy.

Key Take-Aways

- Profiling product and system to identify critical gaps in the current overall business model.
- Characterizing the current end-to-end supply chain from suppliers to customers
- Evaluation of long-term alternative network strategies that will enable planned organic growth, M&A targets and potential outsourcing options.

Speaker: **Louis Cheung**, *Executive Director Supply Chain Management*, BOSTIK, INC.

SUPPLY CHAIN TRANSFORMATION

Presentation: **Transitioning the end to end Supply Chain into a competitive advantage**

This presentation will focus on how to approach Supply Chain transformation regardless of the industry. Understanding the concepts of how to align the supply chain mission with the Business Strategy and then define the vision and corresponding roadmap to achieve the vision will enable an organization to increase revenue, decrease costs and turn the Supply Chain into a competitive advantage.

Key Take-Aways:

- Aligning the Supply Chain mission to the business strategy
- Supply Chain vision key concepts
- Key elements in the roadmap that achieves the supply chain vision
- Results

Speaker: **Robert Dietz**, *Vice President, Supply Chain*, CHARTER STEEL

RISK MANAGEMENT & VALUE CREATION

TECHNOLOGY SELECTION & IMPLEMENTATION

Distribution Centers Management & Warehouse Optimization

IMPROVING EFFICIENCY AND CUTTING COSTS

Presentation: **Driving Continuous Improvement in Distribution Center Operations**

Toyota Lean Production philosophies indicate that we only have 2 jobs... do the work... improve the work. These principles apply to any operation and drive the need to measure the work and the improvement. We must blend both anecdotal subjective knowledge and data to get a true overall picture. Distribution Centers are an important link in the supply chain, necessitated by varying customer demands, unpredictable production mechanisms and a global economy. These conditions dictate that Distribution Centers continuously improve performance and focus on the KPI's that are important to a wide array of stakeholders.

Key Take-Aways

- 4 critical measures should be focused upon in order to remain competitive, as they ALL impact either revenue or expense. - **Safety, Quality, Delivery, Productivity.**
- Select KPI's that:
 - Are within the control of the function
 - Are Leading & Lagging indicators to DRIVE performance
 - Have integrity, consistency, availability
- LEAN Practices such as 5S Workplace Organization, Diagnostic Mapping & Elimination of the 7 Wastes should be deployed to begin the continuous improvement journey

Speaker: **Brian de Lyon**, *Director Warehouse Logistics North America*, ECOLAB

SERVICING OMNI-CHANNEL DEMANDS

Presentation: **Distribution Network and the Use of Multi-Functional DC's to Secure On-Line Fulfillment and Services**

How to approach a global network design covering all sales channels using networking tools, consumer trends and customer service expectations working through a regional and national carrier network.

Key takeaways:

- Benefits of network planning tools
- How to apply consumer wants and wishes
- Getting the buy-in, who are the main stakeholders
- Setting up a regional and national carrier network
- Working with store, on-line, wholesale and returns distribution
- Continuous improvements

Speaker: **Craig Jones**, *Vice President, Supply Chain*, ALDO GROUP

INVENTORY PLANNING, FORECASTING AND MANAGEMENT

Presentation: **Inventory Planning, Forecasting and Management**

Speaker: **Guido Alberti**, *Vice-President, Operations Planning & Distribution*, SALVATORE FERRAGAMO

Presentation: **Leveraging Value-Added Distribution to Overcome Industry Change**

Companies are challenged to fulfill increasingly complex end-customer requirements while maintaining or reducing costs. In addition to meeting these demands and mitigating supply chain disruptions, distributors are also tasked with a wide array of services outside of traditional distribution ranging from part identification to clarification and testing. This presentation will focus on how to adapt new distribution models that allow your organization to dynamically adapt to changing business and customer requirements.

Key Take-Aways

- The impact that customer demand and industry change are having on distribution and supply chain processes
- Best practices for accommodating rapid change in distribution
- The factors to consider when selecting a distribution partner

Speaker: **Bob Brenner**, *Senior Vice President of Logistics and Operations*, AVNET

WAREHOUSE MANAGEMENT SYSTEM SELECTION & IMPLEMENTATION

EFFICIENT SPACE UTILIZATION AND WAREHOUSE LAYOUT

Transportation & 3PL

IMPROVING TRANSPORTATION EFFICIENCY AND CUTTING COSTS

Presentation: Transportation and The Search for Savings

Transportation continues to be an area where senior managers look for cost reductions. Carriers have continually complied, leaving shippers addicted to savings. Yet, this is not sustainable. Instead of looking at costs, shippers need to reconsider their relationship with carriers to find mutually beneficial means of reducing the cost of doing business. The presentation will share results of the 26th Annual Study on Trends in Logistics and Transportation, and provide 5 rules to start the dialogue.

Key Take-Aways:

- What are some of the trends impacts transportation?
- How is procurement getting involved?
- Vested's Five Rules

Speaker: **Karl B. Manrodt Ph.D.**, *Logistics and Transportation Professor*, GEORGIA SOUTHERN UNIVERSITY

HOW TECHNOLOGY IS TRANSFORMING TRANSPORTATION

Presentation: Improving Supply Chain Efficiency with Logistic Performance Management

Learn how low-cost tracking devices provide logistics insight, visibility, and improved supply chain performance and efficiency. Implementing a proactive solution to track, manage, and induce action – in real-time – can mitigate the risks caused by unexpected disruptions during the transportation leg of your supply chain.

Key Take-Aways:

- Recognize the value electronic tracking technology can provide without significant investments in hardware or IT integration.

- Understand how real-time alerts can proactively prompt action to address supply chain disruptions before they negatively impact customer service.
- Discover post-shipment compliance reporting and how to use data to improve supply chain operations and carrier performance.

Speaker: **Grant Woolf**, *Vice President, Strategy and Business Development*, SENSITECH INC.

TRANSPORTATION MANAGEMENT SYSTEMS

Case Study: **Getting the Most Out of your TMS**

Hear a story of how Ardent Mills, largest gain-based company, drove significant savings while improving customer service through developing a transportation strategy, designing key processes and metrics, aligning talent, and enabling technology.

Key Take-Aways

- Aligning your transportation strategy to the business strategy
- Ensuring your processes are effective and efficient
- Attracting the right Talent to deliver your strategy
- Enabling process with Technology
- Metrics and Continuous Improvement

Speaker: **Dave Venberg**, *Sr. Director Transportation and Logistics*, ARDENT MILLS

Presentation: **AGCO's Transformation to A Digitized Supply Chain Integrating Inbound Product Flows, Risk Management, Supplier Performance Management, And Supplier Collaboration**

Introduction to the AGCO Smart Logistics global initiative that integrates a global 4PL concept, supplier performance management, and global risk management. The concept integrates 37 assembly plants and 26 distribution centers onto one integrated platform. The initiative received the BVL 2016 German Supply Chain Innovation Award.

Key Take-Aways

- Inbound supply chain complexity reduction
- Globally integrated approach to supplier (material suppliers and transportation carriers) management performance improvement
- Significant cost reduction (25%+) attained within inbound logistics.
- Standardized Global approach that has digitized content onto one global platform.

Speaker: **Greg Toornman**, *Director, Global Logistics and Materials*, AGCO CORPORATION

CONTRACT NEGOTIATION – MORE BANG FOR YOUR BUCK BEST PRACTICES FOR SELECTING AND MANAGING A 3PL

Supply Chain Agility

SALES AND OPERATIONS PLANNING

Presentation: **Sales and Operations Planning in a Lean Environment**

Discussion on the integrated use of Statistical Forecasting, Master Scheduling, and MRP for demand and production planning in a high mix lean manufacturing environment.

Key Take-Aways:

- Benefits and applications for statistical forecasting
- When to use safety stock vs. safety time
- How to automate the master scheduling process
- Review of production planning for self-directed work teams

Speaker: **Dean M. Panettieri**, *VP & COO*, AUTO METER PRODUCTS, INC.

SUPPLY CHAIN VISIBILITY & TRACEABILITY

Presentation: **The Supply Chain Agility**

The presentation will discuss the selection of critical or complex suppliers in supporting operational challenges, streamlining inefficiencies, strategic alignment, and operating in a safe and social responsible matter.

Key Take-aways:

- Alignment with business goals and deliverables
- Established evaluation criteria and weightings
- Cross functional team model
- Long term viability.

Speaker: **Chris Gall**, *Vice President, Global Supply Chain and Manufacturing*, CALFRAC WELL SERVICES LTD.

DIGITAL SUPPLY NETWORK FOR THE MODERN SUPPLY CHAIN DEMAND DRIVEN SUPPLY CHAIN FROM A COST CENTER TO A PROFIT CENTER

Procurement Management | Strategic Sourcing | Supplier Partnerships

SUPPLIER RISK MANAGEMENT

Presentation: **Supplier Risk and Relationship Management**

Supplier Risk is predominant in a global sourcing context. Understanding supplier definitions for compliance and congruence with US terminology is foundational for risk management. Important to segment the supply chain to understand the different levels of risk. Supplier score carding at a regular cadence with Key Risk Indicators will determine the movement in risk factors. A hierarchy of supply chain risks and relationship management to mitigate the known and unknown risks can be a subjective science but “presence” makes a difference. Protectionism versus punitive measures lends to a paradigm shift in the risk and relationship equation.

Key Takeaways:

- Measuring risk
- Managing risk
- Educating and building supplier relationships

- Sustaining a risk and reward based culture

Speaker: **Pracash Thiyagarajaa**, *Head of Supply Chain Strategy & Vice President of Mass Channel Operations and Global Sourcing*, CARTERS

SUPPLIER EVALUATION AND QUALITY CONTROL

Presentation: **When less is best**

Presentation will be centered on reducing things that are complex and unmanageable to a simpler and manageable, effective state. Will use real life examples of success and failure and how too much of a good thing is often counterproductive.

Key Take-Aways

- Defining expectations up front
- Formal supplier selection process that provides least risk and best chance of success
- Developing a supplier evaluation process that measures results and drives continuous improvement & increased value

Speaker: **Dave Berg**, *VP Global Sourcing & Logistics*, SCHRADER – ALTAVISTA

SUPPLIER PARTNERSHIPS/ RELATIONSHIP MANAGEMENT

Presentation: **Being a Good Customer to Our Suppliers**

All of us have suppliers. Some are key, some are just vendors. Some of us manage our suppliers, others just purchase from them. Today more than ever, suppliers can give us a competitive advantage. How we manage our suppliers will decide if we are a customer of choice or not.

Key Take-Aways

- Creating the right supplier management process
- Supplier segmentation for better management
- Identifying the information, we need
- Benefits of good relationship management
- What's in it for our suppliers?

Speaker: **Ramon E Gonzalez**, *VP Corporate Quality & Supplier Development*, DAIKIN APPLIED

BEST PRACTICES FOR STRATEGIC SOURCING

Presentation: **Strategies for Negotiating Effective Contracts and SOWs**

In this fast-paced, interactive presentation, discover effective strategies to source, evaluate, and contract professional services. Recognize and avoid common pitfalls that keep the billing meter running. A brief exercise on architecting fees and metrics highlights unintended consequences with terms typically used in services agreements, based on actual contract disputes.

Key Take-Aways

- Identify the key characteristics and legal ramifications for how professional services suppliers are engaged, based on the work product they produce
- List common services contract metrics and the unintended consequences by not negotiating them properly

- Describe at least two methods that can be used to evaluate and compare services suppliers, even if you're not an expert
- Articulate how to negotiate various pricing frameworks

Speaker: **Mary Lewis**, *Manager, Sourcing*, SPRINT

SPEND MANAGEMENT/ COST CONTAINMENT

Presentation: **Supply Chain Cost Management in the Information Age: Projected Cost Modeling to Increase and Maintain Savings Achieved**

Cost management requires a strategy that assures cost savings initiatives negotiated with suppliers garner all the potential benefits, while also ensuring those achieved benefits do not erode over the course of time. The development and utilization of cost models greatly enhances an organization's ability to proactively sustain competitive cost.

Key Take-Aways

- Cost management strategy techniques to sustain competitiveness
- Introduction to the "Why" projected cost models are valuable
- A brief example on the construction of projected cost models
- Applying projected cost models as a part of the strategic sourcing and negotiations process (examples results shared)
- Institutionalize portfolio cost management

Speaker: **Christopher H. Sower**, *Vice President, Supply Chain Operations*, NALCO CHAMPION; Author of *Better Business Decisions Using Cost Modeling: For Procurement, Operations, and Supply Chain Professionals*, Co-Author *Victor E. Sower*, Partner-Emeritus, Sower & Associates, LLC

EFFECTIVE INVENTORY MANAGEMENT CENTRALIZED VERSUS DECENTRALIZED PROCUREMENT REACHING SUSTAINABLE PROCUREMENT