



SCOPE Supply Chain Conference

March 18-20th, 2018 | Chicago | Renaissance Schaumburg

During SCOPE Supply Chain & Procurement Summit 2018 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 26 steering committee members from distinguished companies.

Distinguished Steering Committee Members

Ardent Mills
Barilla
Bel Brands USA
Blue Bird Corporation
Dynege
Essity
Fairmount Santrol
Gap
GNC

Intel Corporation
JLG Industries Inc.
LSI Industries Inc.
Lululemon Athletica
McDonald's
Miniature Precision Components Inc
Mitsubishi Tanabe Pharma Corporation
ON Semiconductor Corporation
SanMar Corporation

SanMar Corporation
SpencerGifts
SunOpta
The Dun & Bradstreet Corporation
The Nature's Bounty Co.
Unilever
Unum Provident Corporation
Videojet Technologies, Inc
Wyandot, Inc

Target Audience

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

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

Industries that Attend SCOPE

3PL / 4PL • Aerospace • Retail • Apparel • Automotive
• Consumer Packaged Goods • Food / Beverages •
High Tech • Life Sciences • Manufacturing • Oil / Gas •
Pharmaceuticals / Healthcare • Telecommunications
/ IT • Transport / Distribution • Utilities





Program Key Themes & Discussion Topics

Supply Chain Leadership Strategies & Innovation

Panel: Managing Supply Chain in Today's Rapidly Changing Consumer Markets & Age of Disruption

- What are some of the major disruptors that are changing the game for supply chains?
- What are some consumer trends that companies need pay attention to?
- How can companies prepare their supply chains to respond quickly to sudden and unexpected changes in markets?
- What is the impact of emerging technologies on the supply chain?

Panelists: Rickett Collins, Strategic Supply Chain Director, MCDONALD'S CORPORATION

Presentation: Achieving Supply Chain Transformation to Gain a Competitive Advantage

A 150-year-old manufacturing company has been experiencing increasing competitive pressures resulting in declining volumes and profitability. The presentation will concentrate on creating a three-pronged supply chain strategy, focused on maximizing the competitive advantages of the company while addressing changing customer needs, was necessary to regain a competitive edge in the marketplace.

Key Take-Aways

- Defining a supply chain strategy brings clarity of purpose to the organization
- A successful supply chain strategy should create or support a sustainable competitive advantage
- Strategy without execution is a word exercise; move the needle

Speaker: Douglas Hall, Senior Vice President Integrated Supply Chain, HARBISONWALKER INTERNATIONAL

Presentation: Engagement, Alignment, Transformation and Value Creation: Supplier Management & Supply Chain Innovation as Competitive Advantage

How can Supply Chain, Sourcing & Procurement, Supplier Development and External Operations become a value creator, enabler and competitive advantage for the enterprise? Through excellence in alignment, partnership enablement, talent management and digitization extraordinary value can be enabled through external innovation and operational excellence.

Key Take-Aways

- External Impacts to the Business
- Business Objective and Strategy Alignment
- Talent Management Excellence as an Absolute
- Value Creation through Partnership and Technology Excellence

Speaker: Quentin Roach, Chief Procurement Officer and Senior Vice President Business Development, Supplier Management and Global Workplace & Enterprise Services, MERCK & CO.

Presentation: Advantages & Disadvantages of Supply Base Consolidation

Abstract Coming Soon

Speaker: Rickett Collins, Strategic Supply Chain Director, MCDONALD'S CORPORATION

Presentation: High Performance Leadership that Drives Results

High Performance Leadership is a process that defines and drives success at all levels of the organization. It teaches everyone how to create a culture to take action that drives success on the critical few items that are the most important for the organization. By defining the playing field, keeping score and aggressively coaching all individuals we can create a team that not only achieves their objectives but will blow them away. High Performance Leadership has demonstrated lowered turn over, improved moral and transformed organizations performance.

Key Take-Aways

- Defining your high-performance process
- Develop your high-performance culture
- Keeping score that develops winning teams
- Coaching for high performance results

Speaker: Sean Bressler, Vice President of Logistics, DEAN FOODS

Co-Presentation: Mitigating Risk in a Global Market

Managing a top tier supply chain in a complex environment with global markets of suppliers, customers, and internationally located factories requires highly skilled people, processes, contracts, and tools, to orchestrate a-fast moving supply chain, without interruption. Join two top supply chain leaders from Intel's business and legal teams as they share their insight and collaborative learnings to keeping a complex, global supply chain operating smoothly, while remaining agile to maximize competitiveness and future opportunities.

Key Take-Aways

- Risks change over time and therefore there is no one antidote to optimize the outcome
- Managing risk requires state of the art people and tool-kits; many but not all can be automated
- Managing risk requires a close collaboration between business and legal teams
- Risk takes many forms and a company needs more than one solution in the toolkit to manage business/ financial, technical, and legal risks

Speakers: Renee Scatena, Legal Director of Supply Chain, INTEL CORPORATION

Cari Shim, Director of Business Operations, Global Supply Management Group, INTEL CORPORATION

Presentation: Supply Chain Management in a Hyper Growth Environment

During this presentation we will explore the tremendous growth that European Wax Center has experienced over the past 3 years and discuss the foundation cornerstones there were essential in establishing a supply chain that could survive and thrive in a hyper growth environment.

Key Take-Aways

- The importance of selecting the right people
- Collaborative forecasting resulting in a more efficient supply chain
- Transparency is key in an outsourced environment
- Cross-functional workflow leads to better decisions

Speakers: Jonathan Biggert, Vice President of Supply Chain, EUROPEAN WAX CENTERS

Presentation: Building Real TRUST, a Force Multiplier for YOUR Supply Chain Team

In these times of rapid change in the business world, many people have lost TRUST, lost trust in “the company”, lost trust in partnerships, lost trust in their own teams. The presentation will be centered around building trust in your Global Supply Chain, including:

Key Take-Aways

- Trust with your functional and commercial partners
- Trust with your NEW team
- Building More Trust with a long standing existing team

Speaker: Tyler Vassar, Vice President, Global Supply Chain & Logistics, BAXTER INTERNATIONAL

Presentation: Who Moved My Cheese? What Can Supply Chains do NOW to Prepare for the Impending Digitization Wave?

What can you do NOW to prepare for the new technologies and yet drive optimization into your business and see increased service levels by 15%+ and reduced working capital and operational costs by 20%+. Learn what to do when your Supply Chain's world is turned upside down, when the digitization and ERP digital platforms become a reality in your organization. Building competitive edge in a world class supply chain requires collaboration, decision making and most importantly discipline.

Key Take-Aways

- Optimization of your ERP and alignment between Demand, MRP and Supply operations will significantly improve product delivery
- What key aspects need to be put in place to ensure the organization is ready for the promises of digitization, i.e. agility, speed to market, lot size of one and real-time decisions
- Operations and Supply Chain alignment with capacity managed and leveled production schedules, and see improvement with cost reductions across the end-to-end chain
- Collaborative long-term relationships built on respect and trust in ERP data and ensuring a single source of truth throughout the organization

Speaker: Martin Rowan, Senior Partner, REVEAL

Presentation: Mmm Mmm Good - Campbell Soup's Path to Inventory Optimization and Reduction

Get an inside look at how Campbell Soup leadership leverages standard SAP to drive worldwide change in its core planning and supply chain processes to achieve stability, increase inventory turns, optimize inventory levels, improve service levels and increase organizational capability.

Key Take-Aways

- Maximizing standard SAP as a catalyst to drive operational KPIs and new behaviors into the supply chain organization
- Development of a governance structure that drove discipline, data integrity and exception management into the supply chain
- Standardization across its global supply chain utilizing one system of record, eliminating silos, reducing volatility and increasing stability
- Education and change management to transform the supply chain organization

Speaker: Michael Bertolozzi, Procurement Operations and Materials Management, CAMPBELL SOUP

Logistics & Distribution Optimization

Presentation: Creating a Balanced, Nimble and Cost-Effective Distribution Model

The session will focus on building your distribution model that is unique to your needs: 1) service, cost, customer experience, market trends 2) Balancing your network to free up resources, manage productivity and meet expectations as a team. 3) Nimble: using the right technology and equipment to facilitate growth and right sizing with minimal cost impact. Ability to hit service or other lead-times. 4) supply chain cost model- inbound cost per unit as a measure. Outbound cost per unit to customer. Carrying and cost per sku to be included for some models. 5) staying connected - methods to communicate, reduce barriers between partners or departments, drive efficiency through pay for performance and common goal tracking methods.

- Core distribution model has: sales by customer, customer longevity or turnover, cost to acquire new customers, along with the usual routing metrics
- Create a distribution model that measures productivity balance with the ability to shift work based on cost to serve
- Technology- what big data can provide and what small focused data can drive. TMS, WMS, CRM, demand planning - all key when used consciously
- Measuring costs to serve is important. Here is a cost method: cost per unit in/out, all-inclusive cost measurement

Speaker: Wade Wickus, Vice President Supply Chain, HUNT BROTHERS PIZZA LLC

Presentation: Optimizing Logistics Operations: A New Paradigm in DC Performance and Productivity

What do you do when you have manual warehouses and automated warehouses from multiple vendors and you need pull these together and manage your warehouse and DC assets and resources efficiently and effectively? Learn how one company achieved this result in 6 months, with an exceptional ROI!

- Discussion of actual business case and results
- Manage multiple WMS, automation platforms and resources with one application
- Learn how to leverage the latest technology in software, technology & IoT
- Perform under continuously changing operating conditions, reacting and optimizing logistics resources quickly – as you go – and in real time
- Achieve flexible and responsive performance

Speaker: Kevin Reader, Director Business Development & Marketing, KNAPP

- **Winning the Last Mile Logistics Battle**
- **TMS Selection Criteria and Best Practices**
- **Achieving an Effective Omni Channel Strategy**

Emerging Technology and the Supply Chain

Presentation: Managing Innovation and Change During Disruptive Times

The Supply Chain is changing faster than ever before with the introduction of all new technologies and digital business. This session will focus on how we build and use innovation centers within our own company, as well as how we can we accelerate the adoption of new technologies.

Key Take-Aways

- How companies can structure innovation teams to facilitate change within the organization
- Best practices for adoption by the larger organization
- The factors to consider in communication and capturing metrics to effectively measure success

Speaker: Wade McDaniel, Vice President, Solutions Development & Delivery, AVNET

Presentation: Creating a Supply Chain Ecosystem

The presentation will address how to develop many new ecosystems centered on the consumer: Inventory ecosystem, Supply ecosystem, Delivery ecosystem, Development Ecosystem, Culture Ecosystem Pilot each to try and learn, learn and fail.

Key Take-Aways

- Supply chain needs to change asap
- Use a separate way to launch pilots
- Change culture as a prerequisite

Speaker: Laurent Mialhe, Executive Vice President Supply Chain, SHISEIDO

- **Technology Enablers for Agility and Visibility, Uber Freight, Etc.**
- **The Rise in Automation & Robotics Impact on the Supply Chain**

Workforce & Talent Management

- **Talent Shortage & Retention: How to Attract Millennials**
- **Staff Training and Development: Creating Leaders at all Levels of Supply Chain**
- **Improving Current Employee Engagement and Productivity Levels**
- **Global Job Rotations Trends and the Impact on Motivation**
- **Developing a Culture of Continuous Improvement**

Procurement Strategies & Sustainability

Panel: Global Trends: What Does the Future of Procurement Look Like?

Key Take-Aways

- What are some of the major procurement disruptors that are changing the game?
- How has technology changed procurement processes?
- How is supplier relationship management changing?
- How are sourcing trends evolving in a “Made in America” environment?

Panelists:

Neil Aronson, Head of Global Strategic Sourcing, UBER

Michael van Keulen, Global Procurement Director, LULULEMON ATHLETICA INC.

Robert Littles, Director of Procurement Projects, ROLLS ROYCE

Presentation: A Journey of Procurement Transformation

Ever wondered how to transform a procurement function from tactical/operational to a competitive advantage? How to elevate the performance of procurement to world class? Join this session where you hear the journey of a procurement professional, key learnings and challenges.

Key Take-Aways

- How to elevate the role of procurement
- Drive tangible benefits
- Clear roadmap
- Procurement innovation

Speaker: Michael van Keulen, Global Procurement Director, LULULEMON ATHLETICA INC.

- **Developing a Non-Cost Reduction Focused Procurement Strategy that will Create Company Value**
- **Advantages of Centralized vs Decentralized Procurement**
- **The Digitalization of Procurement and Strategies for Adaptation**

Strategic Sourcing & Supplier Partnerships

Presentation: Enhancing Supplier Partnerships and Collaboration through Segmentation, Category Management and Scorecards

Milbank is a 90-year-old family business focusing on electrical enclosures and metering products. They have developed close relationships with the supply base through the years and have many long-term partnerships. These supply collaborations have been enhanced in the past 2 years by first developing an internal supplier segmentation then establishing category management through centralization. Further, a supplier scorecard system was developed and aligned with the department metrics. The strategic suppliers have reviews and updates with trends analyzed and improvements being driven from the scorecard system.

Key Take-Aways

- Development of Supplier Segmentation
- Category Management is a key factor
- Scorecards are important and need to be driven with key metrics
- Strategic supplier reviews can enhance collaboration and drive improvements

Speaker: Douglas Ubel, Vice President – Purchasing, MILBANK MANUFACTURING COMPANY

Presentation: Implementing an E-Sourcing System to Optimize Cost Savings

Abstract Coming Soon

Key Take-Aways

- E-Sourcing is not push button implementation
- E-Sourcing is not just reverse auctions, it doesn't have to become a tool that destroys supplier relationships
- E-Sourcing implementation needs a PM and comprehensive training
- E-Sourcing has to be from encouraged and supported from the top down
- Multiple suppliers offer options, your evaluation process should be customized to your needs, maturity and budget

Speaker: Steven Alsbro, GSCO Strategic Sourcing Director. ON SEMICONDUCTOR

Presentation: Successful Supplier Risk Management & Mitigation Tactics

Abstract Coming Soon

Speaker: William Bagley, Vice President, Global Procurement, UNUM GROUP

- **Sourcing Innovation Strategies to Increase Speed to Market and Agility**
- **Managing Diversity Programs: Ensuring Supplier Diversity**