



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
Jonathan Biggert, Vice President of Supply Chain, EUROPEAN WAX CENTER

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: 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: 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: 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

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: 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: Creating a Returns Solution that Delights Customers and your CFO

Consumers are going to return products — that won't change. In fact, many consumers will make multiple purchases with the intent to return what doesn't fit their need. In online commerce, returns aren't after the purchase, they're part of the purchase now and are a key factor in forging a continuing relationship with shoppers. Winners in the new economy will get away from treating returns only as a cost and will see it as a competitive opportunity to engage with customers and earn loyalty! Where data show that 92% of shoppers will buy from you again if returns are easy, exceeding their expectations on both purchases and returns will pay off.

Key Take-Aways

- Learn how to setup a value-added omni-channel return solution. You've spent money and time creating a seamless omni-channel purchase experience. See how you can do the same with returns
- Profit-driving insight into important customer loyalty and purchase behavior can be extracted from a return solution that captures the proper data. See what that looks like
- Acting on that data is business-critical for sourcing, pricing, policy setting, and promotion
- Leveraging the right reverse supply chain partners can provide faster speed to credit for consumers, maximize value of inventory, reduce your freight/transportation spend and minimize your carbon footprint. Find out how.

Speaker: Robert Zomok, President, Global Operations, INMAR

Presentation: Planning for Speed at Hostess Brands

In a few short years, Hostess Brands, LLC. has transformed from a twice bankrupt organization to a hyper-efficient operation and supply chain. One key component to this success is rethinking how the organization plans and manages forecasts and inventory. In this session, attendees will see how to segment the Demand plan for setting appropriate models and parameters and how this flows through to an effective Inventory plan built for speed. In addition, what KPIs keep the plan moving and minimizing inventory risk downstream. This presentation is for organizations seeking opportunities to increase turns, better manage risk, and build the tools necessary for agility and visibility.

Key Take-Aways

- Separating the demand plan into specific responsibility areas to simplify planning
- KPIs that help drive a high turn inventory plan
- Devote your time and energy to Leading KPIs rather than lagging measurements

Speaker: David M. Hovey, Director Supply Chain, HOSTESS BRANDS, LLC

Presentation: Integrated Business Planning

Integrated Business Planning (IBP) is a formal process led by senior management that evaluates and revises aggregate time-phased projections for product, demand, supply, strategic projects, and the resulting financial plans. This is done on a monthly basis on a planned 24-month rolling horizon.

Key Take-Aways

- What Integrated Business Planning is and isn't, how it works, and where yours compares
- How successful companies benefit from Integrated Business Planning and areas
- The proven methodology for successfully implementing of Integrated

Speaker: Susan Byrne, Global Director of Supply Chain, SHERWIN WILLIAMS

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

Presentation: Winning the Last Mile Logistics Battle

Don't bring a knife to a gunfight! In today's competitive B2C environment, what do consumers want – they want what they want, when they want it, fast and cheap, and they want communication. So how do you win? You win by providing the best service, at the lowest cost, and you communicate with your customers. You can own the last mile with assets, or you can own the last mile with partners – and the answer may be different based on your business and customer demographics.

Key Take-Aways

- Understanding how to decide whether to own or outsource the last mile
- Outsourcing – “who” are the players that can help you be successful
- Learn what to do pre-checkout to set the stage for success
- Learn what to do after checkout, and during the transit time “black hole”, to keep your customers informed and engaged

Speaker: Joseph Bobko, VP of Transportation, BOXED

- **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 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: How Digital is Revamping what you Thought was Supply Chain

Traditional supply chains are quickly being disrupted by new digital technologies that are and will have a profound impact on the combination of people, process, and technology priorities in the business. With devices and systems broadcasting data in real time to predictive analytics in the cloud together with demand based social media insights, business operating models will have to capabilities to support faster and more effective decision making than ever before. But, are you ready for the journey?

Speaker: Roddy Martin, Vice President, Global SCM Thought Leadership and SCM Product Marketing, ORACLE

Presentation: Digital Transformation on a Global Scale: Changing the way we Think, Act & Profit in Supply Chain Management & Logistics

This presentation will discuss how Digital Transformation is changing/ not changing the Global Supply Chain Management and what disruptive technology and risks it is introducing.

Key Take-Aways

- What are the Key considerations for successfully Implementing a Digital Transformation?
- What Disruptive Technologies are now having an Impact on SCM due to Digital Transformation?
- What are the Risks associated with Digital Transformation?
- What current SCM Issues are and are not addressed through Digital Transformation?

Speaker: Robert L. Littles, Director of Obsolescence & Procurement Engineering, ROLLS ROYCE

- **Technology Enablers for Agility and Visibility, Uber Freight, Etc.**

Workforce & Talent Management

Presentation: How to Solve the 5 Pervasive Team Challenges and Transform Your Business

People represent the greatest investment opportunity in any company. They're also the greatest challenge. And the challenges multiply when people work together on teams. Despite the dysfunction of the majority of business teams, teamwork has never been more important for fast-growth companies.

Key Take-Aways

- How to accelerate the effectiveness of new teams and new leaders
- How to deal effectively with contentious teams and teammates
- How to optimize high-functioning teams and navigate change initiatives
- How to develop and retain your high potentials

Speaker: Lyle Wells, National Director of Leadership Processes, THE FLIPPEN GROUP

Presentation: Developing Supply Chain Talent for the New Economy

Talent acquisition, development, and retention continues to be a major challenge for supply chain professionals. What are the critical knowledge and skills required for supply chain executives and professionals in the new economy? How can these capabilities be developed in a manner that helps support organizational objectives, including speed, agility, innovation and competitive advantage? Based on research being conducted at Michigan State University, this discussion will provide ideas and examples concerning how individuals can leverage the potential of supply chain management talent in their own organizations.

Key Take-Aways

- Understand the characteristics of up and coming supply chain talent and what they look for in their new job opportunities
- What are the initiatives that firms can use to fill their funnel for supply chain management professionals?
- How do you create relationships with sources of supply chain talent?

Speaker: David Closs, John H. McConnell Chaired Professor of Business Administration in the Department of Supply Chain Management, BISK/MICHIGAN STATE UNIVERSITY

- **Staff Training and Development: Creating Leaders at all Levels of Supply Chain**
- **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.

Presentation: The Hidden Revenue in Your Indirect Spend

Did you know that every dollar in indirect spend that is brought under management represents savings of 10-20 percent? It's money you can keep from escaping when you strategically manage all of your purchases. Our presentation, “The Hidden Opportunity in Your Indirect Spend,” will provide a comprehensive look at the inefficiencies that exist in many procurement processes and how you can get maverick spend under control. The key is to leverage group buying power and industry expertise so that you have visibility to every dollar you spend and ensure it is working for you. Learn how an indirect spend solution that combines cutting-edge technology with personal industry expertise enables your business to control spend.

Key Take-Aways

- Spend analysis and buying behavior optimization
- Industry and price bench-marking
- Best practice supplier management and consolidation
- Contract negotiation and management

Speaker: Sean Bliss, Vice President of Sales for Indirect Spend, CORCENTRIC

- **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: Successful Supplier Risk Management & Mitigation Tactics

Developing and executing a successful supplier risk management program requires focus, commitment and collaboration across the Enterprise. Risks posed by Third parties continue to raise concerns by Customers, Regulators and Board of Directors. Unum, a Fortune 500 insurance company has adopted and adapted the 5 phase lifecycle created by the OCC, providing a solid foundation to develop their program. Join the Chief Supply Officer of Unum as he shares their journey and discusses the approach and lessons learned developing and implementing their program.

Key Take-Aways

- Adopting and adapting the OCC Third Party Risk Framework to fit your company \ regulatory requirements
- Defining risk characteristics & initial supplier segmentation
- Setting achievable goals through focus

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

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

E-sourcing tools have been available now for well over a decade and have continued to improve in usability and flexibility, yet they still remain commonly misunderstood and misrepresented by many in the industry. In this session we will explore the advantages of having an E-sourcing process as part of your overall Procurement toolkit as well as the challenges of implementing a system on a global scale. In addition we will give an overview of some of the better known systems out there and where some companies seem to excel in this space but overall recognizing that no system is one size fits all and you will need to develop a process to evaluate which tool best suits your company culture, your Supplier Relationship Management approach and ultimately your budget.

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: 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.

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