

The World's Most Important Gathering of Supply Chain Leaders

NEW!

Gartner **Supply Chain** Executive Conference **2012**

23 – 24 July 2012 • Sydney, Australia • gartner.com/ap/supplychain

Demand Management Talent Management Sustainability Sales & Operations Planning Inventory Optimization Risk & Resiliency Demand Management Talent Management



Survive or Thrive in an Age of Uncertainty

See inside for:

- Agenda with session descriptions
- Gartner supply chain analyst team
- **NEW!** Gartner APAC Supply Chain Top 25
- Exclusive Team Send benefits

Early-bird discount!
Register by 25 May 2012
to save \$400!

 **Gartner**
Supply Chain
Executive Conference

Hot topics

- Demand management
- Talent management
- Sustainability
- Sales and operations planning
- Inventory optimization
- Risk and resiliency
- Supply chain visibility
- Global logistics strategies

Survive or Thrive in an Age of Uncertainty

Amid market uncertainty, supply chain executives are being asked to lead their teams with new authority and purpose — proactively retooling strategies, rethinking responsibilities and delivering greater impacts on the business.



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The role of the supply chain leader is evolving. Help your team succeed with the Gartner Supply Chain Executive Conference — the world’s most important gathering of supply chain leaders.

As the global economy inches toward expansion and growth, supply chain executives face an unprecedented challenge: to successfully balance the need for cost efficiencies with a growing demand for agility, innovation and growth. For most, this means a fundamental shift in strategy, planning and implementation — and a new ability to provide guidance and leadership to every member of your global supply chain team. Where do you begin? With the actionable advice you’ll find at the **Gartner Supply Chain Executive Conference 2012**, an unrivaled resource for today’s most relevant global supply network strategies, tactics and technology solutions.



Steven Steutermann
Vice President
Conference Chair

Learn what it takes to deliver and hone a world-class supply chain for your organization

Top 5 reasons why every supply chain executive should attend

1. Powerful networking opportunities

Build relationships, collaborate and problem-solve with Gartner analysts, solution providers and hundreds of your supply chain executive peers in structured and informal social settings. [See page 5](#) for a full list of networking opportunities available on-site.

2. Inspiring leaders and proven best practices

Experience supply chain achievement at its best with our full roster of high-profile speakers, peer panels and end-user case studies — a rare opportunity to learn how industry leaders are realizing success.

3. A world-renowned Gartner analyst team

Leverage the real-world insights of the latest Gartner supply chain research, and take advantage of the objective guidance and tactical expertise of our on-site team of 13 analysts — recognized around the world for their depth and breadth of supply chain experience.

4. Gartner APAC Supply Chain Top 25

The Gartner APAC Supply Chain Top 25 will be revealed during a keynote on the morning of Tuesday, 24 July at the Sydney Convention Centre. [See page 4](#) for more details.

5. The latest technologies and solutions

Test-drive leading supply chain technologies and solutions before you buy, and develop a shortlist of the vendors and solutions that meet your needs best — all in one place, all at the same time.

Who should attend

Our 2012 agenda provides insights for each executive on the supply chain leadership team across a variety of roles and a range of responsibilities, including:

- Chief supply chain officers and senior supply chain executives
- Supply chain and demand planning leaders
- Sourcing and procurement leaders
- Customer service and fulfillment executives
- Global manufacturing executives
- Distribution and logistics leaders
- Supply chain IT executives

See which companies are already registered at gartner.com/ap/supplychain



25 Gartner Supply Chain Top 25

Scan to view the 2011
Gartner Supply Chain
Top 25 report



Announcing and revealing the Gartner APAC Supply Chain Top 25

Tuesday 24 July, 9:00 – 9:45

Join us at the Gartner Supply Chain Executive Conference Tuesday keynote for the unveiling of the 2012 APAC Supply Chain Top 25.

We'll reveal, live at the conference, the results of this year's top-ranking APAC organizations. At its highest level, the goal of this research has always been to raise awareness of the supply chain discipline and how it impacts business.

By identifying the leaders — that is, companies that are pushing the envelope of supply chain innovation — we hope to consistently highlight the best practices from which others can learn, thereby raising the bar for the supply chain profession as a whole.



Visionary keynotes

Gartner Opening Keynote: Survive or Thrive in an Age of Uncertainty

Monday 23 July 9:00 – 9:45

CEOs are laying down a call to action: Supply chain executives must help their organizations to not merely survive, but to thrive in this age of uncertainty. An ensemble of leading Gartner analysts will look at the strategies and actions successful supply chain leaders have taken, and will continue to take in order to rise to this challenge and create world-class supply chains that contain costs, drive efficiency, mitigate risk and inspire through innovation.

Guest keynotes

Hear from senior supply chain executives of leading organizations to help generate new insight you can leverage both professionally and personally.

Check back soon for two upcoming keynote speaker announcements at gartner.com/ap/supplychain.

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#gartnerscc



Gartner
Supply Chain Top 25

Experience two full days of powerful structured and informal networking opportunities with more than a hundred senior supply chain executive peers, Gartner analysts, visionary industry leaders and solution providers, including:

Peer-to-Peer

Gartner APAC Supply Chain Top 25 Revealed

Gartner analysts will reveal the companies included in the APAC Supply Chain Top 25. Gartner Research annually ranks supply chain organizations based on various operational and financial metrics, Gartner analyst voting, and supply chain executive peer voting. For the first time this year, we'll unveil the Top 25 supply chains from companies headquartered within APAC.

Networking Meals and Receptions

All of our meals and drinks receptions at the event are designed to optimize networking among attendees, between attendees and Gartner analysts and between attendees and leading solution providers. Lunch on both days of the event, as well as our drinks reception on the showcase floor during the first evening, are all great opportunities to mingle and share experiences with an unparalleled peer group.

Analyst Facilitated

Gartner analyst one-on-one meetings

Meet face-to-face with your choice of Gartner analysts to consult about your opportunities and/or challenges. These private 30-minute sessions fill up quickly – reserve in advance using Agenda Builder at gartner.com/ap/supplychain or visit the one-on-one desk on-site at the conference.

Analyst-user roundtable discussions

Moderated by Gartner analysts, roundtables serve as ideal forums for exchanging ideas and best practices with your peers around a particular issue. Roundtables are reserved for end users only. Seating is limited and preregistration is required.

See page 13 for a list of roundtable topics and descriptions.

End-user case studies and panels

Case studies bring practitioners' valuable experiences to the audience and highlight best practices and lessons learned, as well as provide a description of strategy and approach, mistakes to avoid and how to measure success.

Solution Provider

Solution Showcase

Interact with leading solution providers to get answers to your questions and validate a shortlist of top vendors that best suit your organization's needs across a variety of formats, including private face-to-face solution provider meetings that you can book in advance, evening drink receptions on the show floor and solution provider sessions with case studies.



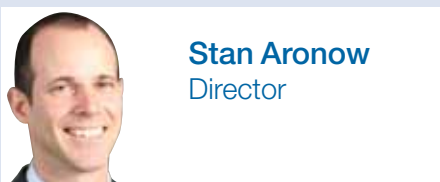
Analysts specializing in all supply chain disciplines will be ready for your questions

As the Gartner supply chain research group, our role is to provide you with advice and expertise, and a platform for the informed, provocative debate that is essential to raising the bar on supply chain leadership.

We remain committed to pushing the boundaries of supply chain excellence in all our research and look forward to continuing the dialogue with supply chain executive like you, on-site in a variety of stimulating settings, including:

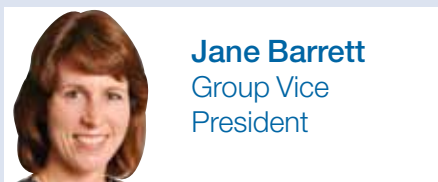
- Open and interactive presentations and conference sessions
- Analyst-user roundtables — **See page 13 for roundtable descriptions**
- Analyst one-on-ones — Many attendees tell us that a one-on-one session is worth the price of admission, all by itself. Roll up your sleeves with a Gartner supply chain analyst and explore the best ways to move your strategy forward. You decide the topic or issue for discussion.

To schedule a private meeting with an analyst of your choice, go to gartner.com/ap/supplychain and visit **Agenda Builder**.



Stan Aronow
Director

FOCUS AREAS: High-tech and semiconductor; supply chain business and IT strategy; cost management



Jane Barrett
Group Vice President

FOCUS AREAS: Industrial and automotive; supply chain strategy and organization design; sales and operations planning



Matthew Davis
Director

FOCUS AREAS: Consumer electronics; digital supply chain; supply chain segmentation; demand sensing and shaping

For your convenience, we've identified the analyst team by focus area to help you plan in advance who to meet with at the conference this July.



Debra J. Hofman
Managing Vice President

FOCUS AREAS: Gartner APAC Supply Chain Top 25; supply chain excellence; supply chain metrics and benchmarking



Simon F. Jacobson
Vice President

FOCUS AREAS: Manufacturing strategy and architecture; aligning manufacturing and supply chain performance; quality management; environmental, health and safety



C. Dwight Klappich
Vice President

FOCUS AREAS: Agile and adaptive logistics processes; productivity and cost efficiencies in transportation and warehousing



Vikas Sarangdhar
Director

FOCUS AREAS: Emerging markets; strategic and tactical cost optimization; sourcing, procurement and manufacturing strategies; organizational design



Kevin Sternecker
Vice President

FOCUS AREAS: Retail; consumer-centric merchandising, Pattern-Based Strategy™; emerging technologies



Steven Steutermann
Vice President and Conference Chair

FOCUS AREAS: Consumer products; supply chain strategy; demand and trade promotion management; downstream data



Dana E. Stiffler
Managing Vice President

FOCUS AREAS: Supply chain talent and organizational issues; supply chain outsourcing; the impact of cloud, SaaS and BPO in value chain solutions



Debashis Tarafdar
Director

FOCUS AREAS: Demand-driven value network orchestration; supply chain functional excellence; supply chain transformation and enablement; supply chain management; sustainability



Michael Uskert
Managing Vice President

FOCUS AREAS: Consumer products; supply chain strategy, sales and operations planning; supply planning and VMI

Agenda at a Glance

TRACK A: Strategy and Planning

TRACK B: Customer Service and Logistics

TRACK C: Sourcing and Manufacturing Operations

Monday 23 July 2012

7:30	Registration and Information		
9:00	P1. Gartner Opening Keynote: Survive or Thrive in an Age of Uncertainty		
9:45	V1. Premier Sponsor Panel		
10:15	Networking Break		
10:45	P2. Guest Keynote		
12:00	G1. Customer-Driven Supply Chain: Customer Segmentation, Supply Chain Segmentation and Cost-to-Serve <i>Stan Aronow, Matthew Davis</i>	G2. Global Logistics 2020: An Avant-Garde Exploration of the Future of Global Logistics <i>C. Dwight Klappich</i>	G3. Reducing Risk and Complexity With Multitier Supply Chain Visibility <i>TBA</i>
13:00	Lunch and Networking		
14:15	G4. Inventory Management: Stop the Love/Hate Relationship <i>Jane Barrett, Vikas Sarangdhar</i>	G5. Transforming Logistics Outsourcing: From Transactions to Business Outcomes <i>Dana E. Stiffler, Debashis Tarafdar</i>	G6. Factory of the Future: Next-Generation Manufacturing Strategy <i>Simon F. Jacobson</i>
15:15	Networking Break		
15:45	V2. Solution Provider Session	V3. Solution Provider Session	V4. Sponsor Provider Session
16:30	G7. Building Future-Focused Supply Chain Talent <i>Dana E. Stiffler</i>	G8. Multichannel Order Fulfillment: Applying Lessons From Retailers <i>Kevin Sternecker</i>	G9. Managing Rapid Growth in an Uncertain Environment <i>Stan Aronow, Vikas Sarangdhar</i>
17:30	Networking Reception		

Tuesday 24 July 2012

7:30	Registration and Information		
9:00	P3. Gartner Keynote: The Gartner APAC Supply Chain Top 25 Reveal		
9:45	P4. Guest Keynote		
10:30	Networking Break		
11:00	V5. Solution Provider Session	V6. Solution Provider Session	V7. Solution Provider Session
11:45	G10. Sales and Operations Planning: Achieving and Sustaining a Stage 3 Process <i>Debashis Tarafdar, Mike Uskert</i>	G11. Supporting the 2012 Consumer: The Five Most Important Consumer-Centric Supply Chain Initiatives <i>Kevin Sternecker</i>	G12. Crossing the Great Divide: Aligning Manufacturing and Supply Chain Performance <i>Simon F. Jacobson</i>
12:45	Lunch and Networking		
14:00	G13. The Six Essentials of Strategic Planning <i>Matthew Davis</i>	G14. Beyond the Perfect Order: Measuring the Customer Experience of Your Supply Chain <i>Debra J. Hofman</i>	G15. Supplier Relationship Management: Survival of the Fittest Requires the Right Relationship <i>TBA</i>
15:00	Networking Break		
15:30	G16. The Quest for Demand Management Excellence: Progress So Far <i>Steven Steutermann</i>	G17. Lessons Learned From Gartner's Fifth Annual SCM User Wants and Needs Study <i>C. Dwight Klappich</i>	G18. Agility and Segmentation for the Manufacturing Network <i>Stan Aronow, Jane Barrett</i>
16:30	Conference Close		

Supply Chain IT Sessions = IT

Agenda as of 11 May 2012, and subject to change.

All the supply chain insight you need

Our role-based agenda delivers new research, new speakers, new insights and the actionable advice you and your team need to succeed — from strategy and planning to distribution and logistics, the Gartner Supply Chain Executive Conference has you covered with more than 20 presentations!

A Track A: Strategy and Planning

Supply chain strategists and planners today face unprecedented levels of demand volatility, coupled with ever-increasing risks and vulnerabilities from their suppliers and in their value networks. As if this weren't enough, they've also got a talent management crisis on their hands. To thrive despite these challenges, successful supply chain executives will turn to customer and supply chain segmentation, cost-to-serve strategies, advanced levels of sales and operations (S&OP) planning maturity, and efficiencies and innovations in demand and inventory management.

B Track B: Customer Service and Logistics

The efficiency, agility and speed of your global logistics network, coupled with the "last mile" of your supply chain — customer service — can make or break your organization's success in terms of product innovation, growth, retention and satisfaction. To ensure that success, we'll look at the coming transformation in global logistics networks and strategies for optimizing relationships with third-party logistics (3PL) providers. We'll also look at multichannel order management best practices, ways to measure the "customer experience" of your overall supply chain, and the five most important consumer-centric supply chain initiatives you can implement now.

C Track C: Sourcing and Manufacturing Operations

The right global sourcing strategies will deliver competitive advantage, on-time product launches, and a pathway to sustainability. To hone those strategies, we'll look at best practices in supplier relationship management, managing risk and exploiting opportunities in emerging economies (e.g., China and India) and organizing and staffing your sourcing organization for success. Recognizing that the "one size fits all" manufacturing approach is obsolete, we'll also take a fascinating look at the factory of the future, and give you the tools to design and manage the optimal global manufacturing network, including ways to manage contract manufacturers that provide world-class results without risk to reputation.

Virtual Track: Supply Chain IT

These sessions are well-suited both for supply chain IT executives and for supply chain executives who want a stronger understanding of the IT that underpins their supply chain initiatives and processes. **IT**

Supply chain is a critical priority in every industry

- Aerospace and defense
- Chemical and process industries
- Consumer products
- Food and beverage, agriculture
- Energy and utilities
- Government and departments of defense
- Healthcare and life sciences
- High-tech
- Retail
- Textiles
- Vehicles and heavy equipment

Agenda Builder

Build your custom agenda online

Use Agenda Builder, our powerful tool designed to help you organize, view and custom-create an agenda based on the following criteria:

- Analyst profile
- Schedule analyst one-on-ones
- Session descriptions
- Date and time
- Schedule a roundtable
- Activities by day

Visit gartner.com/ap/supplychain and click on Agenda

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Track A: Supply Chain Strategy

G1. Customer-Driven Supply Chain: Customer Segmentation, Supply Chain Segmentation and Cost-to-Serve

To be demand-driven, you need first to understand customer value and,

intense negotiations. Manufacturing finance executives view inventory as working capital to be minimized, while operations leaders value it as a lever of flexibility. Meanwhile, manufacturers, retailers and distributors each try to minimize their inventories and push it on each other. We share insights, frameworks and best practices for developing optimal inventory strategies along the

As a result, supply chain leaders and fast followers are actively investing in the orchestration skill set. In this session, we use “before and after” profiles of successful supply chain talent programs to show how your competency models, career path architectures, recruiting strategies and learning and development models will need to change.

Dana E. Stiffler



Michael Uskert, Managing Vice President

second, to be able to deliver on it. The next generation of leaders will manage portfolios of supply chains that provide differentiated outputs aligned to unique customer value characteristics. Here, we provide tools to create this vision for your supply chain, and best practices to enable the change.

Stan Aronow, Matthew Davis

G4. Inventory Management: Stop the Love/Hate Relationship

Inventory is the focal point for supply chain trade-offs, and the topic of

value chain, while striking a balance between the balance sheet, market growth objectives and pleasing customers.

Jane Barrett, Vikas Sarangdhar

G7. Building Future-Focused Supply Chain Talent

While many supply chain organizations assess their core functional skill sets as being at high levels, the opposite is often true regarding cross-functional management and facilitation skills.

G10. Sales and Operations Planning: Achieving and Sustaining a Stage 3 Process

Gartner research shows that nearly 70% of companies are stuck at Stage 2 in the Gartner S&OP maturity model. They struggle to get to Stage 3 because they lack the focus and a road map for doing so. We show you how to get there, using lessons from leaders in achieving and sustaining a Stage 3 process.

Debashis Tarafdar, Michael Uskert

G13. The Six Essentials of Strategic Planning

As corporate strategy establishes “what” must be achieved, the supply chain must respond with “how.” Successful supply chain leaders use metrics to clearly connect top-level corporate objectives and supply chain initiatives. We provide the six essentials to make that connection clear, to manage strategic planning on an ongoing basis, and to share the vision across the entire supply chain organization.

Matthew Davis

G16. The Quest for Demand Management Excellence: Progress So Far

With unprecedented demand volatility, increasing customer requirements and longer lead times,

companies have never struggled so much to make sense of demand signals and respond accordingly. This session presents the findings of a quantitative global survey that examines the state of demand management across industries, and discusses best practices for organization structure, technology deployment and process design.

Steven Steutermann

Track B: Customer Service and Logistics

G2. Global Logistics 2020: An Avant-Garde Exploration of the Future of Global Logistics

By 2020, the business models and practices of today's global logistics will be archaic. Incremental change and improvement will no longer sustain competitive parity, let alone advantage. Here, we discuss the business forces propelling this fundamental reform, the radical innovations emerging in some industries to address the need, and how technology will enable this revolution. **IT**

C. Dwight Klappich

G5. Transforming Logistics Outsourcing: From Transactions to Business Outcomes

Studies show most companies outsource at least some supply chain activities, and logistics is often among them. Supply chain leaders must understand the relationship between supply chain strategy and logistics outsourcing. As you revise strategies and become more advanced in your supply chain practices, you'll have to change the ways you work with third-

party logistics (3PL), and may even have to change your 3PL. We identify best practices in logistics outsourcing strategy, and also best practices for evaluating 3PLs.

Dana E. Stiffler, Debashis Tarafdar

G8. Multichannel Order Fulfillment: Applying Lessons From Retailers

Consumer expectations are pushing retailers to be more dynamic and agile in how they structure their supply chains and leverage inventory across channels. But infrastructure challenges and cultural hurdles stand between retailers and a more consumer-centric model for order management and fulfillment. This session presents findings from a survey about consumer-centric order management, and shows how leading companies are benefiting from investments that leverage more dynamic fulfillment. **IT**

Kevin Sternecker

G11. Supporting the 2012 Consumer: The Five Most Important Consumer-Centric Supply Chain Initiatives

Today's ever-changing shopper

places a premium on responsive supply chains. We've identified five key initiatives that will make your supply chain more responsive to fluid consumer requirements. We also help retailers understand the business benefits of responsiveness, and the change management hurdles you need to overcome.

Kevin Sternecker

G14. Beyond the Perfect Order: Measuring the Customer Experience of Your Supply Chain

Companies use fulfillment metrics (e.g., case fill rates and perfect order) to measure customer satisfaction, but these don't tell the whole story. A company may have near-perfect delivery performance but unhappy customers. Leading companies are moving beyond the perfect order; they are combining qualitative and quantitative metrics to understand and measure what customers value, so that they can drive appropriate supply chain responses that increase customer satisfaction and grow collaborative relationships with those customers.

Debra J. Hofman



C. Dwight Klappich, Vice President

G17. Lessons Learned From Gartner's Fifth Annual SCM User Wants and Needs Study

We highlight findings from the fifth annual Gartner Supply Chain User Wants and Needs study, which strives to better understand how supply chain organizations are responding to everyday business challenges. We analyze the responses of several hundred SCM users, looking at what they identify as their opportunities, challenges and priorities for investing in SCM processes and technologies. **IT**

C. Dwight Klappich

Track C: Sourcing and Manufacturing Operations

G3. Reducing Risk and Complexity With Multitier Supply Chain Visibility

Supply chain risk continues to be a strategic focus area to ensure reliable supply. A Gartner study found that consumer electronics and high-tech companies are leading the effort to gain this upstream supply visibility. We'll reveal our findings and share best practices companies are utilizing for multitier supply chain visibility.

TBA

G6. Factory of the Future: Next-Generation Manufacturing Strategy

The goal of manufacturing operations is shifting from efficiency to increasing capacity without eroding margin. Resiliency and competitive advantage lie in transitioning from a site-centric ethos to regionalized and competitive cost models while "de-risking" supply chains to the point that they can shift capacity. This will be a tectonic

transformation for many companies. In this session, we discuss the new manufacturing strategy and identify the key projects and capabilities to succeed. **IT**

Simon F. Jacobson

G9. Managing Rapid Growth in an Uncertain Environment

Managing demand in rapid-growth markets like India is tough, and the changing business environment makes it even more complex. Companies need to have the right balance among the trinity of demand, supply and product in their supply chains. We'll present how one multinational giant from India has cracked this code.

Stan Aronow, Vikas Sarangdhar

G12. Crossing the Great Divide: Aligning Manufacturing and Supply Chain Performance

If you can't connect and contextualize the performance of your manufacturing with that of your supply chain, you'll be relegated to managing disconnected, isolated priorities that support functional or local metrics, instead of rewarding the right behaviors in an end-to-end value network. We focus on research-based conclusions for identifying the right metrics, aligning manufacturing and product supply, determining who in the organization should own the metrics, and identifying how to build measurement aptitude. **IT**

Simon F. Jacobson

G15. Supplier Relationship Management: Survival of the Fittest Requires the Right Relationship

Not every supplier is created equal. Supplier segmentation is a critical enabler to focus procurement and



Matthew Davis, Director

sourcing resources to manage the right resources. We provide real-world examples of best practices in supplier relationship management.

TBA

G18. Agility and Segmentation for the Manufacturing Network

Demand volatility, varying customer requirements, global complexity and increased risk exposure challenge the "one size fits all" approach to manufacturing operations. Successful supply chain leaders are using customer value as a guide for end-to-end segmentation of the supply chain. Here, we discuss how segmenting processes will lead to differentiated output as part of a global manufacturing strategy.

Stan Aronow, Jane Barrett

Analyst-User Roundtables

Each analyst-user roundtable is an analyst-moderated, participatory session. Attendees should come prepared to share at least one best practice or success story, as these roundtables serve as ideal forums for exchanging ideas with supply chain peers. Roundtables are available to end users only, and capped at 12 participants. Preregistration is required.

AUR1. Working With HR, Academia and Professional Organizations to Build Better Supply Chain Talent

Participants share best practices they've applied in working with academia, professional associations and their own personnel departments to address their most pressing talent management challenges.

Dana E. Stiffler

AUR2. Achieving S&OP Maturity

Participants discuss strategies, tactics and best practices for moving along the sales and operations planning (S&OP) maturity curve, and the benefits they have seen from doing so.

Michael Uskert

AUR3. Customer and Supply Chain Segmentation

Participants discuss how they've gone about segmenting their supply chain operations to align with specific customer and product sets, and the benefits they've seen from segmentation activities.

Matthew Davis

AUR4. Using Supply Chain Metrics Effectively

Participants discuss the metrics they've come to rely on for ensuring supply chain success, how they identified those metrics, who is responsible for measuring them

consistently, and how they ensure that actions are taken based on those metrics.

Debra J. Hofman

AUR5. Best Practices in Demand Management Excellence

Participants discuss strategies and tactics they've employed to further their demand management prowess, and the results they've seen from those advances of the discipline.

Steven Steutermann

AUR6. Best Practices in Manufacturing Excellence

Participants discuss the ways in which they've been able to drive innovation and efficiencies in their manufacturing processes in order to align manufacturing better with the overall supply chain, and to generally improve their manufacturing capabilities

Simon F. Jacobson



Meet the Solution Providers at the Forefront of Supply Chain

Today's leading solution providers and top innovators in the supply chain space will be on-site with their most informed representatives, ready to answer your questions. Get the research, streamline the vetting process, and leave with a shortlist you can act on immediately.

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Website

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Justify your attendance

Our Justification Toolkit makes it easy to demonstrate the value of your conference experience. It includes a customizable letter, cost-benefit analysis, cost optimization highlights, top reasons to attend and more. Find it at gartner.com/ap/supplychain.

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**EARLY-BIRD
DISCOUNT**



Early-bird price
(offer ends 25 May 2012):
\$2,450 excl GST

Standard price:
\$2,850 excl. GST

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Gartner clients

A Gartner supply chain ticket covers both days of the event. Symposium/ITxpo nor summit tickets are accepted. Contact your account manager or email apac.events@gartner.com to register using a supply chain ticket.

Supply Chain Team Send Program

Our role-based supply chain agenda is the perfect opportunity for you to bring a cross-functional team. When attending as a team of three or more you'll receive additional benefits, including complimentary registrations and a team meeting with a Gartner analyst.

COMPLIMENTARY REGISTRATIONS

- 1 complimentary registration with 3 paid registrations
- 2 complimentary registrations with 5 paid registrations
- 3 complimentary registrations with 7 paid registrations

For more information email apac.teamsend@gartner.com or contact your Gartner account manager.



Sydney Convention & Exhibition Centre

Darling Drive
Darling Harbour
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Join us for the unveiling
of the APAC

 **Gartner**
Supply Chain Top 25

See page 4 for details.

Early-bird discount!



Register by 25 May 2012
to save \$400!

(see page 15 for details)

Don't miss out.

This year, we've expanded the Gartner Supply Chain Executive Conference series into Sydney!

Gartner Supply Chain 2012 worldwide — Refer your colleagues!



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