

The World's Most Important Gathering of Supply Chain Leaders

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

17 – 18 September 2012 • London, U.K. • gartner.com/eu/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 EMEA Top 25
- Exclusive Team Send benefits

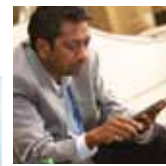
Early-bird discount!
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to save €400!

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.

Supply chain executives face an unprecedented challenge: to successfully balance the need for cost efficiencies with a growing demand for agility. 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

What does it take to deliver a world-class supply chain?

Top 5 reasons 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 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 19 analysts — recognized around the world for their depth and breadth of supply chain experience. [Meet them on page 6.](#)

4. Gartner EMEA Supply Chain Top 25

The Gartner EMEA Supply Chain Top 25 will be revealed at a celebration dinner on the evening of Monday, 17 September, at the Park Plaza Westminster Bridge. [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 strategy and planning leaders
- Sourcing and procurement leaders
- Customer service and fulfillment executives
- Manufacturing executives
- Distribution and logistics leaders
- Supply chain IT executives

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



25 Gartner Supply Chain Top 25

Scan to view the 2012 Gartner Supply Chain Top 25 report



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Announcing and Revealing:

Gartner EMEA Supply Chain Top 25

Monday, 17 September, 19:15 – 21:15

Join us at the Gartner Supply Chain Executive Conference celebration dinner for the unveiling of the 2012 EMEA Supply Chain Top 25.

We'll reveal the results, live at the conference, with a Monday evening dinner that celebrates this year's top-ranking EMEA supply chains. 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 push 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, 17 September, 9:00 – 9:45

We are in an age of uncertainty, and unpredictable events are a growing occurrence. Supply chain leaders must arm their teams with the knowledge and capabilities needed to thrive in these turbulent times. In this opening keynote, we address critical opportunities and challenges, and examine what the future may bring as well as the capabilities required to sustain leadership amid this age of uncertainty.

Guest keynotes

Hear new insights from senior supply chain executives of leading organizations, which you can leverage both professionally and personally.



Gopal Jinnuri
Director of Supply Chain
Groupe Casino



John Kern
Senior Vice President
Supply Chain Operations
Cisco

Check back soon for more upcoming keynote speaker announcements at gartner.com/eu/supplychain.

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

Peer-to-Peer

Gartner EMEA Supply Chain Top 25 Dinner

We'll reveal the EMEA Supply Chain Top 25, live at the conference, with a Monday evening dinner celebrating this year's top-ranking EMEA organizations.

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 your meeting in advance using **Agenda Builder** at gartner.com/eu/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.

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 Gartner’s 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**
- Complimentary, private one-on-one sessions with the analysts of your choice to consult about your opportunities and/or challenges



Greg Aimi
Director

FOCUS AREAS: Transportation management systems; warehouse management systems; supply chain visibility; logistics outsourcing



Todd Applebaum
Vice President

FOCUS AREAS: Healthcare and life sciences value chain; manufacturing, operations, commercialization planning and interenterprise supply chain collaboration



Stan Aronow
Director

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



Ray Barger Jr.
Director

FOCUS AREAS: Industrial and aerospace and defense, supplier management; lean supply chain



Jane Barrett
Group Vice President

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



Mike Burkett
Vice President

FOCUS AREAS: New product introduction; product life cycle management; new product innovation



Matthew Davis
Principal Analyst

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 September.



Michael Dominy
Director

FOCUS AREAS: Evaluating, selecting and managing supply chain service providers



Leif Eriksen
Director

FOCUS AREAS: Manufacturing 2.0; IT/OT convergence; mobility in manufacturing; industrial asset tracking; enterprise asset management



Mike Griswold
Vice President

FOCUS AREAS: Retail supply chain strategy; sales and operations planning; demand sensing and shaping; emerging technologies



Simon F. Jacobson
Director

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



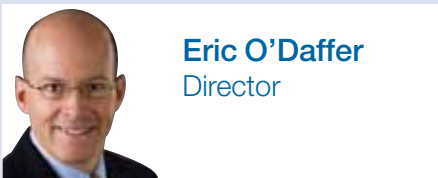
Vladimir Krasojevic
Director

FOCUS AREAS: Supply chain emerging markets; knowledge brokering; supply chain leadership; change management; business process strategy



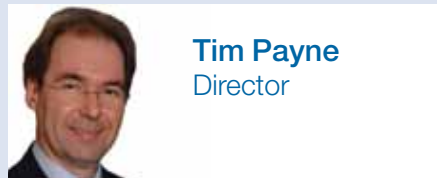
Paul Lord
Director

FOCUS AREAS: Chemical and process industries; supply chain strategy; logistics and inventory management



Eric O'Daffer
Director

FOCUS AREAS: Healthcare supply chain best practices; value analysis; logistics strategies; vendor management and contracting



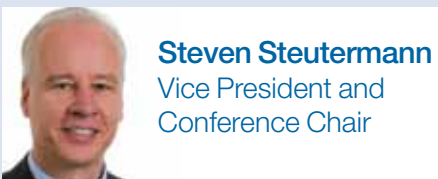
Tim Payne
Director

FOCUS AREAS: Supply chain management strategy; supply chain performance management; sales and operations planning best practices



Ken Ruggles
Managing Vice President

FOCUS AREAS: Supply chain strategy; sales and operations planning; inventory optimization



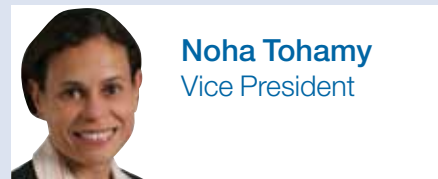
Steven Steutermann
Vice President and Conference Chair

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



Christian Titze
Director

FOCUS AREAS: Supply chain management; enterprise applications suites and ERP; IT cost optimization; supply chain transformation and enablement; demand-driven value network orchestration



Noha Tohamy
Vice President

FOCUS AREAS: Demand management; inventory optimization and network design; supply chain risk management; sales and operations planning

Agenda at a Glance

TRACK A:
Strategy and Planning

TRACK B:
Customer Service and
Logistics

TRACK C:
Sourcing and Manufacturing
Operations

Sunday 16 September 2012

18:00 Registration

Monday 17 September 2012

7:30 Registration

8:30 **P1. Gartner Opening Keynote: Survive or Thrive in an Age of Uncertainty**

9:15 Premier Sponsor Panel

10:15 **P2. Guest Keynote: Gopal Jinnuri, Director, Supply Chain, Groupe Casino**

10:45 Networking Break and Showcase Opening

11:15 **G1. Customer-Driven Supply Chain: Customer Segmentation, Supply Chain Segmentation and Cost-to-Serve** Stan Aronow, Matthew Davis

G2. Case Study: Global Logistics 2020 — An Avant-Garde Exploration of the Future of Global Logistics Greg Aimi, Vladimir Krasojevic **IT**

G3. Expecting and Delivering Better Performance From Your Manufacturing Assets Leif Eriksen

12:30 **V1. Solution Provider Session**

V2. Solution Provider Session

V3. Solution Provider Session

13:00 Attendee Lunch and Solution Showcase Dessert Reception

14:15 **G4. Inventory Management: Stop the Love/Hate Relationship** Paul Lord, Ken Ruggles

G5. Case Study: Transforming Logistics Outsourcing — From Transactions to Business Outcomes Greg Aimi, Michael Dominy

G6. Manufacturing 2.0: Next-Generation Manufacturing Strategy Simon F. Jacobson **IT**

15:15 Refreshment Break in Solution Showcase

15:45 **V4. Solution Provider Session**

V5. Solution Provider Session

V6. Solution Provider Session

16:30 **G7. Case Study: Building Future-Focused Supply Chain Talent** Mike Burkett, Vladimir Krasojevic

G8. Multichannel Order Fulfillment: Applying Lessons From Retailers Mike Griswold **IT**

G9. Case Study: Managing Sourcing Risks in Emerging Economies — China and India Stan Aronow, Ray Barger, Jr.

17:30 Solution Showcase Networking Reception

19:15 The Gartner Supply Chain Top 25 Dinner: Top EMEA Supply Chains Revealed!

Tuesday 18 September 2012

7:30 Registration and Information

8:30 **P3. Guest Keynote: John Kern, SVP, Supply Chain Operations, Cisco**

9:30 **P4. Guest Keynote**

10:15 **P5. Guest Keynote**

11:00 Refreshment Break in Solution Showcase

11:30 **G10. Sales and Operations Planning: Achieving and Sustaining a Stage 3 Process** Tim Payne, Noha Tohamy

G11. Leading Trends for Logistics in Life Sciences Todd Applebaum

G12. Case Study: The Manufacturing Execution Systems Scenario Simon F. Jacobson **IT**

12:30 Attendee Lunch and Solution Showcase Dessert Reception

13:45 **G13. The Six Essentials of Strategic Planning** Todd Applebaum, Matthew Davis

G14. Mirror, Mirror, on the Wall, How Do I Become the Most Demand-Driven Retailer of Them All? Mike Griswold

G15. Sourcing and Procurement Organizational Design and Talent Strategies Ray Barger Jr., Christian Titze

14:45 Refreshment Break in Solution Showcase

15:15 **V7. Solution Provider Session**

V8. Solution Provider Session

V9. Solution Provider Session

16:00 **G16. Case Study: The Quest for Demand Management Excellence: Progress So Far** Steven Steutermann, Noha Tohamy

G17. Lessons Learned From Gartner's Fifth Annual SCM User Wants and Needs Study Michael Dominy, Christian Titze **IT**

G18. Identifying and Building Sustainable Strategic Partnerships in the Healthcare Supply Chain Eric O'Daffer

17:00 Conference Close

Supply Chain IT Sessions = IT

Agenda as of 31 July 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, Gartner Supply Chain Executive Conference has you covered with more than 30 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 and how to measure the "customer experience" of your overall supply chain.

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 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 how to manage contract manufacturers to provide world-class results without risk to reputation.

Virtual Track: Supply Chain IT

These sessions are well-suited both for supply chain IT executives as well as supply chain executives who want a stronger understanding of the IT that underpins their supply chain initiatives and processes — **see page 8** for relevant IT sessions. **IT**

Supply chain is a critical priority in every industry

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

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- Scheduling analyst one-on-ones
- Session descriptions
- Date and time
- Scheduling a roundtable
- Activities by day

Visit gartner.com/eu/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, 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 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 value chain, while striking a balance between the balance sheet, market growth objectives and pleasing customers.

Paul Lord, Ken Ruggles

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. 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



Mike Burkett, Vice President

talent programs to show how your competency models, career path architectures, recruiting strategies and learning and development models will need to change.

Mike Burkett, Vladimir Krasojevic

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.

Tim Payne, Noha Tohamy

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.

Todd Applebaum, 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, Noha Tohamy

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.

Greg Aimi, Vladimir Krasojevic

IT

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.

Greg Aimi, Michael Dominy

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.

Mike Griswold

IT

G11. Leading Trends for Logistics in Life Sciences

Life sciences companies are pursuing new logistics strategies based on the local environments in which they are operating. In mature markets, many are exploring direct distribution and other routes to market to improve control and manage costs. The story is different in emerging markets, where reliable infrastructure is a major consideration in deciding whether

to pursue partnerships or invest in internal capabilities.

Todd Applebaum

G14. Case Study: Mirror, Mirror, on the Wall, How Do I Become the Most Demand-Driven Retailer of Them All?

Becoming demand-driven seems like a fairy tale to some, but many retailers are well on their way. We'll review research from "The 2012 Retail Handbook for Becoming Demand-Driven," identify the seven key attributes of demand-driven organizations, and compare regional demand-driven maturities. Attendees will hear about the critical organizational, process and technology decisions required to improve a retailer's demand-driven maturity.

Mike Griswold

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

We highlight findings from the fifth annual "Gartner Supply Chain Management (SCM) User Wants and Needs Study," which strives to better understand how supply chain organizations are responding



C. Dwight Klappich, Vice President

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.

Michael Dominy, Christian Titze **IT**

Track C: Sourcing and Manufacturing Operations

G3. Expecting and Delivering Better Performance From Your Manufacturing Assets

Market leaders are overcoming entrenched but suboptimal asset management practices by driving standard processes, systems and data across their organizations, by adopting cutting-edge practices (e.g., predictive maintenance) and by using new tools to manage ever-expanding stores of asset management data. This session reveals the findings of a Gartner study that lists management best practices among 500 enterprises across two continents.

Leif Eriksen

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.

Simon F. Jacobson **IT**

G9. Managing Sourcing Risks in Emerging Economies: China and India

As businesses become globalized, companies look to access emerging markets for sourcing, primarily to mitigate risk and reduce costs. China and India present good opportunities to do this. During the economic downturn, a number of companies from the developed world have embraced “Chindia” supply chains, but these strategies introduce risk, too. We look at these new risks and how successful companies are dealing with them.

Stan Aronow, Ray Barger Jr.

G12. The Manufacturing Execution Systems Scenario

Companies are investing in and standardizing on the manufacturing execution system (MES) in order to: improve the efficiency and predictability of local manufacturing operations; align production execution and production planning; increase manufacturing flexibility; and recapture excess capacity in the network. Whether you’re a first-time MES user or buying one to replace homegrown systems, we provide an overview of what’s driving MES purchases, the leading providers, ROI models and pitfalls to avoid during deployment.

Simon F. Jacobson **IT**

G15. Sourcing and Procurement Organizational Design and Talent Strategies

Gartner research shows that procurement and sourcing leaders are in a quandary, searching for extraordinary talent across their critical function. They’ll seek a new breed of talent during the next five years to make the function more strategic and top-line-oriented. This session focuses



Matthew Davis, Director

on a recent global procurement and sourcing study of 452 organizations to identify best-practice approaches to recruitment and how to build the right capability for today and for the next three to five years.

Ray Barger Jr., Christian Titze

G18. Identifying and Building Sustainable Strategic Partnerships in the Healthcare Supply Chain

Many healthcare providers and manufacturers are defining the characteristics they value in strategic partners. In this session we help supply chain leaders define the most important criteria for strategic partner relationships, and we share best practices for how to make such partnerships work.

Eric O’Daffer

Analyst-User Roundtables

Analyst-moderated, participatory sessions. Come prepared to share at least one best-practice or success story with your supply chain peers. Available to end users only and capped at 12 participants. Preregistration is required.

AUR1. Roundtable: Coping With Increasing Regulatory and Compliance Pressure

Participants discuss best practices in keeping up with and satisfying the increasingly challenging and complicated regulatory and compliance environments they must contend with, both locally and globally.

Todd Applebaum

AUR2. Roundtable: Production Scheduling in Process Industries

Participants discuss strategies, tactics and best practices for optimal production scheduling, specifically within process industries.

Paul Lord

AUR3. Roundtable: Customer and Supply Chain Segmentation

Participants share methods for segmenting supply chain operations to align with specific customer and product sets, and the benefits they've seen from segmentation activities.

Matthew Davis

AUR4. Roundtable: Designing the Supply Chain for Emerging Markets

Participants discuss how they've approached the design and execution of their supply chains in the face of the

unique challenges and opportunities that emerging markets represent.

Mike Burkett

AUR5. Roundtable: Managing Demand-Driven Manufacturing Excellence

Participants share how they've achieved manufacturing excellence specifically as it relates to applying the strategies and discipline of demand-driven value networks.

Simon F. Jacobson

AUR6. Roundtable: Downstream Data for the Consumer Value Chain

Participants discuss best practices in the use of downstream data to optimize visibility and performance throughout their consumer value chains.

Steven Steutermann

AUR7. Roundtable: Using Control Towers to Achieve End-to-End Visibility

Participants discuss what they've done within their supply networks to ensure end-to-end visibility, including applying a "control tower" approach, and the benefits and outcomes they've experienced.

Greg Aimi

AUR8. Roundtable: Working With HR, Academia and Professional Organizations to Build Better Supply Chain Talent

Participants discuss ways they have enlisted the help of their HR department as well as academic institutions to address the ever-increasing challenges of talent management in the supply chain arena.

Vladimir Krasojevic

AUR9. Roundtable: Demand Analytics to Support Multiple Time Horizons

Participants discuss how they've used demand analytics to overcome the unique challenges that multiple time horizons present for planning programs.

Noha Tohamy

AUR10. Roundtable: 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've seen from doing so.

Tim Payne

AUR11. Roundtable: Using Supply Chain Metrics Effectively

Participants discuss how they identified the right supply chain metrics to focus on, and how they have used those metrics to improve supply chain performance.

Matthew Davis

AUR12. Roundtable: The Patient-Driven Healthcare Value Chain

Participants discuss how they've transformed their life sciences and healthcare supply chains to become more patient-driven in an age of heightened regulatory scrutiny, tightening reimbursement practices, and consumer-driven demand dynamics.

Todd Applebaum



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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