

23 – 24 September 2013 | London, UK | [gartner.com/eu/supplychain](http://gartner.com/eu/supplychain)

## AGENDA AT A GLANCE

**TRACK A:**  
Strategy and  
Planning

**TRACK B:**  
Leadership and  
Innovation

**TRACK C:**  
Supply Chain  
Management

Roundtables

Roundtables

Workshops

### Sunday 22 September 2013

18:00 Registration

### Monday 23 September 2013

07:30 Registration

08:30 **P1. Gartner Keynote: Reimagine Supply Chain — Fast, Forward, Focus**

09:15 **VP1. Premier Sponsor Plenary**

09:45 Networking Break and Showcase Opening

10:15 **P2. Guest Keynote: TBD**

11:15 <b>G1.</b> The Future of Supply Chain, and the Five Imperatives for Getting There <i>Matt Davis</i>	<b>G2.</b> Moving Your Demand-Driven Journey Forward — Lessons from Gartner's Retail Demand-Driven Study <i>Mike Griswold</i>	<b>G3.</b> A Five-Year Plan to Avoid the Obsolescence of Today's Manufacturing Network <i>Simon Jacobson</i>	<b>AUR1.</b> Roundtable: Winning With Supplier Collaboration <i>Ray Barger</i>	<b>AUR2.</b> Roundtable: Supply Chain Planning Technology <i>Tim Payne</i>	
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12:30 **V1.** Solution Provider Session

**V2.** Solution Provider Session

**V3.** Solution Provider Session

13:00 Attendee Lunch and Solution Showcase Dessert Reception

**13:15 – 13:35**

**MQ1.** Magic Quadrant for Supply Chain Planning *Christian Titze*

14:15 <b>G4.</b> Key Findings from the Gartner Chief Supply Chain Officer Study <i>Mike Burkett</i>	<b>G5.</b> Driving Change With Supply Chain Centers of Excellence <i>Ken Ruggles</i>	<b>G6.</b> Five Steps to Quickly Linking and Aligning Supply Chain Segmentation and Supply Management <i>Ray Barger</i>	<b>AUR3.</b> Roundtable: Winning With Supply Chain Customer Collaboration <i>Steve Steutermann</i>	<b>AUR4.</b> Roundtable: Going From S&OP Maturity Stage 2 to Stage 3 <i>Mike Uskert</i>	<b>14:00 – 15:30</b> <b>W1.</b> Workshop: Imagine an Outcome-Focused Supply Chain — The New Frontier in Healthcare <i>Eric O'Daffer</i>
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15:15 Refreshment Break in Solution Showcase

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

**V5.** Solution Provider Session

**V6.** Solution Provider Session

16:30 <b>G7.</b> Assessing Your Supply Chain Planning Process Maturity <i>Tim Payne</i>	<b>G8.</b> Maximize Profitability: How to Integrate Cost-to-Serve and Supply Chain Segmentation <i>Stan Aronow, Matt Davis</i>	<b>G9.</b> How to Build a Logistics Control Tower for Supply Chain Visibility <i>Christian Titze</i>	<b>AUR5.</b> Roundtable: Strategic Partnerships in the Healthcare Supply Chain <i>Eric O'Daffer</i>	<b>AUR6.</b> Roundtable: Best Practices in Supply Chain Talent Management <i>Dana Stiffler</i>	
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17:30 Networking Reception in Solution Showcase

**17:45 – 18:05**

**MQ2.** Magic Quadrant for 3PLs *James Lisica*

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

### Tuesday 24 September 2013

07:00 Registration and Refreshments

08:00 **P3: Guest Keynote: Transforming the Global Supply Chain to Unlock Business Growth** *David Gosnell, President, Global Supply and Procurement, Diageo PLC*

09:00 **P4: Guest Keynote: TBD**

09:45 **P5: Guest Keynote: TBD**

10:30 Refreshment Break in Solution Showcase

11:00 <b>V7.</b> Solution Provider Session	<b>V8.</b> Solution Provider Session	<b>V9.</b> Solution Provider Session			
11:45 <b>G10.</b> Deconstructing Integrated Business Planning <i>Noha Tohamy</i>	<b>G11.</b> Supply Chain Performance Management <i>Debra Hofman</i>	<b>G12.</b> A Surge in Outsourcing Requires Transformation in Logistics Management <i>James Lisica</i>	<b>AUR7.</b> Roundtable: How to Build a Customer Profit and Loss <i>Matt Davis</i>	<b>AUR8.</b> Roundtable: Supply Chain Visibility <i>Mike Burkett</i>	<b>11:45 – 13:15</b> <b>W2.</b> Workshop: Aligning Retail and Supply Chain Performance — The Retail Supply Chain Hierarchy of Metrics <i>Mike Griswold</i>

12:45 Attendee Lunch and Solution Showcase Dessert Reception

**13:00 – 13:20**

**MQ3.** MarketScope for Stage 3 S&OP *Tim Payne*

14:00 <b>G13.</b> Linking New Product Introduction and S&OP for Improved Product Launches <i>Jan Kohler, Mike Uskert</i>	<b>G14.</b> The "Yes, But ..." Value Chain: The Path to Profitable Trade Offs <i>Matt Davis</i>	<b>G15.</b> Balancing Global Orchestration and Local Execution for Manufacturing Excellence <i>Simon Jacobson</i>	<b>AUR9.</b> Roundtable: Identifying and Using Supply Chain Metrics <i>Debra Hofman</i>	<b>AUR10.</b> Roundtable: Best Practices in Multichannel Customer Fulfillment <i>Mike Griswold</i>	<b>13:45 – 15:15</b> <b>W3.</b> Workshop: How Supply Chains Can Capitalize on Emerging Markets <i>Mike Burkett</i>
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15:00 Refreshment Break in Solution Showcase

15:30 <b>G16.</b> Jumpstart Your Supply Chain Risk Management Initiatives, Even on a Budget <i>Stan Aronow</i>	<b>G17.</b> Establishing an Attractive and Effective Supply Chain Career Path Architecture <i>Dana Stiffler</i>	<b>G18.</b> The Five-Step Path to Supply Management Maturity: Transforming Sourcing and Procurement <i>Ray Barger</i>	<b>AUR11.</b> Roundtable: Supply Chain Risk Management <i>Noha Tohamy</i>	<b>AUR12.</b> Roundtable: Track and Trace in Europe <i>Andrew Stevens</i>	
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16:30 Conference Close



Conference Chair  
**Steven Steutermann**  
Research Vice President

## Key Facts

- Duration: 2 days
- More than 300 attendees
- Gartner Supply Chain Top 25: Top EMEA Supply Chains Revealed
- 19 Gartner analysts on-site
- Exclusive team send benefits

## Who should attend

Our 2013 agenda provides insights for each executive on the supply chain leadership team, 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

## Hot Topics

- Supply Chain Strategy and Transformation
  - Performance Measurements
  - Supply Chain Collaboration
    - Supply Chain Planning
    - Risk Management

## EARLY-BIRD SAVINGS

Register by 26 July and **save €400** on the standard conference price

## Agenda Highlights

- **Just Announced!** Guest Keynote  
David Gosnell, *President, Global Supply and Procurement, Diageo plc*
- **Announcing and Revealing:**  
Gartner Supply Chain Top 25 Dinner: Top EMEA Supply Chains Revealed  
Monday 23 September, 19:15 – 21:15
- **Gartner Opening Keynote:**  
Reimagine Supply Chain — *Fast, Forward, Focus*



## Tracks

- **Track A:** Strategy & Planning
- **Track B:** Leadership and Innovation
- **Track C:** Supply Chain Management

## Analysts at the Conference



**Stan Aronow**  
Research Director



**Ray Barger**  
Research Director



**Jane Barrett**  
GVP



**Mike Burkett**  
Research VP



**Matt Davis**  
Research Director



**Mike Griswold**  
Research VP



**Debra Hofman**  
Managing VP



**Simon Jacobson**  
Research VP



**Jan Kohler**  
Research Director



**James Lisica**  
Research Director



**Eric O'Daffer**  
Research Director



**Tim Payne**  
Research Director



**Ken Ruggles**  
Managing VP



**Andy Stevens**  
Research Director



**Dana Stiffler**  
Managing VP



**Christian Titze**  
Research Director



**Noha Tohamy**  
Research VP



**Mike Uskert**  
Managing VP

## 3 easy ways to register

**Web:** [gartner.com/eu/supplychain](http://gartner.com/eu/supplychain)

**Email:** [emea.registration@gartner.com](mailto:emea.registration@gartner.com)

**Phone:** +44 20 8879 2430