

May 21 – 23, 2013 | Phoenix, AZ | [gartner.com/us/supplychain](http://gartner.com/us/supplychain)

Gartner Supply Chain Executive Conference 2013 provides the strategies, techniques and best practices that **supply chain leaders need to know right now.**

**Senior executives and their entire leadership team** need to have a common understanding of — and need to be operating from the same playbook when it comes to — **answers to the following questions.**

With each question, we suggest the specific sessions and programs at the event that will help answer those questions and capitalize on your most critical opportunities and challenges.

## 1 What are the top-level strategies that best-in-class supply chains are using to reimagine themselves?

**K1.** Gartner Keynote: Reimagine Supply Chain — Fast, Forward, Focus *Mike Burkett, Mike Griswold, Eric O'Daffer*

**A1.** Key Findings From the Gartner Chief Supply Chain Officer Study *Mike Burkett*

**A2.** The Future of Supply Chain and the Five Imperatives for Getting There *Matthew Davis, Stephen Stokes*

**A3.** Value Chain Transformation Revisited *Steven Steutermann*

**W2.** Workshop: How Supply Chains Can Capitalize on Emerging Markets *Mike Burkett*

**A6.** Case Study: Moving Your Demand-Driven Journey Forward — Lessons From Gartner's Retail Demand-Driven Study *Mike Griswold, Kevin Sternecker*

**A7.** Case Study: Designing and Executing a Supply Chain Improvement Road Map *Paul Lord; Kevin Pruitt, Eastman Chemical Company*

**B1.** Is There Life After Demand-Driven Value Networks? *Noha Tohamy*

**B3.** The “Yes, But ...” Value Chain: The Path to Profitable Trade-Offs *Matthew Davis*

**D6.** Case Study: Using BPM to Achieve Transformation Through Functional Process Excellence *Paul Lord; Ginny Youngblood, DuPont*

**AUR9.** Roundtable: Best Practices in Collaborating Across the Supply Chain *Mike Griswold*

**AUR10.** Roundtable: Preparing for the Future Supply Chain *Stephen Stokes*

## 2 How are leading supply chains approaching performance management, assessing supply chain excellence and benchmarking themselves?

The Gartner Supply Chain Top 25 Celebration Dinner *Debra J. Hofman*

**C1.** Supply Chain Performance Management *Debra J. Hofman*

**W3.** Workshop: Aligning Retail and Supply Chain Performance — The Retail Supply Chain Hierarchy of Metrics *Mike Griswold*

**AUR4.** Roundtable: Identifying and Using Supply Chain Metrics *Debra J. Hofman*

**AUR12.** Roundtable: Going From S&OP Maturity Stage 2 to Stage 3 *Michael Uskert*

## 3 What are some of the leading innovations in supply chain right now?

**W1.** Workshop: Imagine an Outcome-Focused Supply Chain — The New Frontier in Healthcare *Eric O'Daffer*

**B3.** The “Yes, But ...” Value Chain: The Path to Profitable Trade-Offs *Matthew Davis*

**B4.** Maximize Profitability: How to Integrate Cost to Serve and Supply Chain Segmentation *Stan Aronow, Matthew Davis*

**B5.** A Five-Year Plan to Avoid the Obsolescence of Today's Manufacturing Network *Michael Dominy, Simon F. Jacobson*

**C3.** Linking New Product Introduction and S&OP for Improved Product Launches *Jane Barrett, Jan Kohler*

**D6.** Case Study: Using BPM to Achieve Transformation Through Functional Process Excellence *Paul Lord; Ginny Youngblood, DuPont*



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## 3 (continued)

**E5.** Leveraging Pull Replenishment for Flexible Supply Response *Jan Kohler, Steven Steutermann*

**E7.** Five Steps to Quickly Linking and Aligning Supply Chain Segmentation and Supply Management *Richard Adams, Ray Barger Jr.*

**AUR9.** Roundtable: Best Practices in Collaborating Across the Supply Chain *Mike Griswold*

## 4 How are the best supply chains addressing complexity and risk in their supply chains?

**B2.** Optimizing Product and Portfolio Complexity *Stan Aronow, Jan Kohler*

**B7.** Jump-Start Your Supply Chain Risk Management Initiatives, Even on a Budget *Stan Aronow*

**C6.** Managing Product Complexity: Path to Success *Mike Burkett*

**D3.** How to Build a Logistics Control Tower for Supply Chain Visibility *William McNeill, Christian Titze*

**E4.** Managing Operational Risk and Compliance *Leif Eriksen, Simon F. Jacobson*

**E6.** Multitier Visibility Is Now Table Stakes: Making Smart Bets on Upstream Supplier Visibility *Greg Aimí, Ray Barger Jr.*

## 5 In the supply chain planning arena, what are today's key innovations and best-in-class operations strategies?

**B6.** Big Data = Big Supply Chain Analytics *Matthew Davis, Noha Tohamy*

**C2.** Case Study: Deconstructing Integrated Business Planning *Noha Tohamy*

**C4.** How to Do Integrated Business Planning *Tim Payne, Amber Salley*

**C5.** Top Strategies for Reducing Inventory *Paul Lord*

**C7.** Assessing Your Supply Chain Planning Process Maturity *Tim Payne*

**E5.** Leveraging Pull Replenishment for Flexible Supply Response *Jan Kohler, Steven Steutermann*

**MQ3.** Magic Quadrant Theater: Supply Chain Planning *Tim Payne*

**AUR12.** Roundtable: Going From S&OP Maturity Stage 2 to Stage 3 *Michael Uskert*

## 6 In the manufacturing arena, what are today's key supply chain innovations and best-in-class operations strategies?

**B5.** A Five-Year Plan to Avoid the Obsolescence of Today's Manufacturing Network *Michael Dominy, Simon F. Jacobson*

**D5.** A Surge in Outsourcing Requires Transformation in Logistics Management *Greg Aimí*

**E1.** Case Study: Balancing Global Orchestration and Local Execution for Manufacturing Excellence *Simon F. Jacobson*

**E2.** Case Study: Managing the Outsourced Supply Chain *Todd Applebaum, Mike Dominy*

**AUR14.** Roundtable: Best Practices in EAM and MRO Supply Chains *Leif Eriksen*

## 7 In the logistics and customer service arenas, what are today's key supply chain innovations and best-in-class operations strategies?

**D1.** A New Framework for Global Logistics Strategies *James Lisica*

**D4.** Case Study: The Nexus of Forces in Service Life Cycle Management *Will McNeill*

**D5.** A Surge in Outsourcing Requires Transformation in Logistics Management *Greg Aimí*

**D7.** Case Study: Global Logistics Talent Management — A Crisis in the Making *C. Dwight Klappich*

**AUR5.** Roundtable: Best Practices in Multichannel Customer Fulfillment *Kevin Sternecker*

**MQ1.** Magic Quadrant Theater: Third-Party Logistics (3PLs) Providers *Greg Aimí*

**MQ2.** Magic Quadrant Theater: Field Service Management *William McNeill*

**E2.** Case Study: Managing the Outsourced Supply Chain *Todd Applebaum, Mike Dominy*

**MQ4.** Magic Quadrant Theater: Transportation Management Systems *C. Dwight Klappich*

**MQ5.** Magic Quadrant Theater: Warehouse Management Systems *C. Dwight Klappich*



# Delivering on your top priorities

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## 8 In the supplier management and procurement arenas, what are today's key supply chain innovations and best-in-class operations strategies?

**E2.** Case Study: Managing the Outsourced Supply Chain  
*Todd Applebaum, Mike Dominy*

**E3.** The Five-Step Path to Supply Management Maturity: Transforming Sourcing and Procurement  
*Richard Adams, Ray Barger Jr.*

**E6.** Multitier Visibility Is Now Table Stakes: Making Smart Bets on Upstream Supplier Visibility  
*Greg Aimi, Ray Barger Jr.*

**E7.** Five Steps to Quickly Linking and Aligning Supply Chain Segmentation and Supply Management  
*Richard Adams, Ray Barger Jr.*

**AUR13.** Roundtable: Supplier Collaboration Models  
*Todd Applebaum*

## 9 What should we be doing to ensure we have the right talent in place and the right organizational structure to foster the growth and reimagination of our supply chain?

**A4.** Establishing an Attractive and Effective Supply Chain Career Path Architecture  
*Dana E. Stiffler*

**A5.** Driving Change With Supply Chain Centers of Excellence  
*Ken Chadwick, Ken Ruggles*

**D7.** Case Study: Global Logistics Talent Management — A Crisis in the Making  
*C. Dwight Klappich*

**AUR3.** Roundtable: Best Practices in Supply Chain Talent Management  
*Ken Chadwick*

## 10 What are the key information technology (IT) trends that will benefit supply chains the most over the next 12 to 18 months? Which providers should I be evaluating, and how should I be evaluating them?

**B6.** Big Data = Big Supply Chain Analytics  
*Matthew Davis, Noha Tohamy*

**D2.** The State of Supply Chain Management Technology  
*C. Dwight Klappich*

**D4.** Case Study: The Nexus of Forces in Service Life Cycle Management  
*Will McNeill*

**AUR1.** Roundtable: Supply Chain Planning Technology  
*Amber Salley*

**AUR6.** Roundtable: Leveraging the Cloud to Transform Supply Chains  
*Mike Dominy*

**MQ2.** Magic Quadrant Theater: Field Service Management  
*William McNeill*

**MQ3.** Magic Quadrant Theater: Supply Chain Planning  
*Tim Payne*

**MQ4.** Magic Quadrant Theater: Transportation Management Systems  
*C. Dwight Klappich*

**MQ5.** Magic Quadrant Theater: Warehouse Management Systems  
*C. Dwight Klappich*

Additionally, we built this year's agenda to align with each supply chain executive role. Click below on the button that best suits your role and key initiatives.

Strategy and Leadership

Track A

Supply Chain Innovation

Track B

Supply Chain Planning

Track C

Customer Service and Logistics

Track D

Supply Management and Manufacturing

Track E

Plus: Virtual Tracks in

Supply Chain IT

Core