

Gartner Manufacturing & Distribution Technology Summit 2007

A NEW
Gartner
Summit

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September 10-12, 2007 JW Marriott Las Vegas Las Vegas, NV
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Global innovation for tomorrow:
from design to distribution



KEYNOTE GUEST

Don Tapscott
Business and IT
Strategist,
Best-selling Author of
*Wikinomics: How Mass
Collaboration Changes
Everything*

Gartner
Manufacturing &
Distribution Technology
Summit 2007

Gartner[®]

Manufacturing & Distribution Technology Summit 2007

SEPTEMBER 10-12, 2007
JW MARRIOTT LAS VEGAS
LAS VEGAS, NEVADA



Dear Colleague,

More than ever, flexibility and responsiveness are urgent priorities for manufacturers competing in a global environment. Companies are not only looking to IT to be more agile, but also to foster agility across the entire manufacturing process.

Gartner has designed an entirely new conference that will prepare you to respond proactively to the new pressures you are facing in this accelerating environment and lead your organization into the future. **Join us for the NEW Manufacturing & Distribution Technology Summit 2007, September 10-12 in Las Vegas.**



Over 3 intense days, we'll work through the issues you are – or should be – concerned with to deliver best practices and solutions you can act on. We'll be answering these critical questions and many, many more:

- How can you accelerate and improve product development?
- What steps should you take to reduce the risk and cost of R&D?
- What can you do to streamline product development? Other critical business processes?
- What exactly do customers want and how can you meet their demands?
- What is your role – and responsibility – in minimizing the failure of projects?
- How can you reduce security threats in your plant?
- Is the dream of a single vendor who can provide all of the IT needed just that – a dream?

More manufacturing content is packed into this Summit than any other in the Gartner portfolio – three tracks and more than 27 sessions including revealing case studies of real-life practitioners, keynote insights from leading thinkers, one-on-ones with the analysts and solution provider sessions.

Experience the full power of Gartner's 20 years of focused research and direct access to our team of dedicated analysts. Since manufacturing became a focus area of Gartner research in 1987, our analysts have been tracking, interpreting and predicting manufacturing trends and developments. Discover how our research can help you streamline processes, craft partnerships and gain competitive advantage as you drive toward productivity and efficiency.

We hope to see you in Las Vegas September 10-12!



Dan Miklovic
Conference Co-chair and Managing VP
Gartner



Stephen Smith
Conference Co-chair and Managing VP
Gartner

Three Tracks Focus on Fostering Agility Across the Manufacturing Enterprise



WHO SHOULD ATTEND

CIOs, VPs, Directors, Managers and Specialists in:

- Supply Chain
- IT Infrastructure
- Strategy and Planning
- Distribution
- Procurement
- Product Development

BENEFITS OF ATTENDING

- Learn how leaders design and manage innovation programs
- Understand the changing manufacturing model and how to capitalize on it
- Gain business advantage with Product Lifecycle Management software
- Drive superior supply chain performance
- Leverage IT to address distribution challenges
- Leverage customer insight to deliver products faster
- Tap into collective intelligence to reduce R&D risk and cost
- Realize the benefits of manufacturing integration
- Build a business case for RFID

A Product Innovation, Design and Development

More than 75% of new products introduced each year fail. Find out how innovators are using technology to make this seemingly impossible task possible. These sessions cover IT tools that improve R & D productivity, master data management, digital assets and the product lifecycle management (PLM) vendor landscape.

B Manufacturing Operations

Renew your focus on operations and start running your organization at peak efficiency. This track will show you how IT is the tool that will enable you to minimize waste and compete on a global scale. The presentations focus on making IT a strategic part of manufacturing operations by leveraging the impact of service-oriented architecture (SOA), linking the plant floor to the corporate office, using IT to ease the burden of compliance and supporting the virtual manufacturing enterprise.

C Delivery and Distribution

How can you be sure to get the right product to the right customer at the right time? By fostering agility across the entire manufacturing process. The sessions in this track highlight the need to promote collaboration among manufacturers, distributors and retailers. Examine how emerging retail and distribution models and effective customer relationship management (CRM) strategies, along with business intelligence, analytics and Enterprise Information Management will help you achieve the elusive synchronization of demand and supply.

Keynote Guest

Don Tapscott
Business and IT Strategist
Best-selling Author



Don Tapscott is the author of *Wikinomics: How Mass Collaboration Changes Everything* – named one of the best books on innovation in 2006 by BusinessWeek. As an internationally renowned authority on the strategic value and impact of information technology, he consistently predicts the next business imperatives and defines the

business models and strategies that the new imperatives require. In his keynote presentation, he'll explore how businesses can tap the full potential of the emerging networked economy and its self-organized, mass-participatory communities. He recently completed the largest investigation of strategic IT in business ever conducted. Come hear the results of his important research and his views on the implications to your business and your future.

JUST ANNOUNCED!

Your Gartner Summit Experience Includes:

- **Manufacturing and Distribution Leadership Series** – special sessions led by movers and shakers in the industry. Hear their best practices, strategies and tactics for breaking through the challenges of today's client-driven world.

Dr. Robin W. Spencer

Senior Research Fellow
Pfizer Global Research & Development

Camille Venezia

Director of Workforce Research
Knoll

Dennis L. Thompson

Executive Director/COO, Doyle Center for Manufacturing Technology
Senior Vice President, Catalyst Connection

- **Gartner Town Hall Sessions** – unique opportunities for you to interact with the analysts and other attendees. Gartner's predictions about manufacturing and the future will be laid out on the table for you to debate and discuss. Get practical advice and shape Gartner's research agenda on:

- Product design and innovation
- Manufacturing operations
- Supply and demand chain

KEY TOPICS

- Product Lifecycle Management
- Enterprise Information Management
- Manufacturing Execution System
- Managing Digital Assets
- The Burden of Compliance
- Enterprise Resource Planning
- Lean Manufacturing
- Outsourcing
- Impact of SOA on Business Applications

The Gartner Manufacturing & Distribution Summit delves into the key issues in the manufacturing industry

RESPOND. Manufacturers delivering value through channel partners to consumers will battle a constant push and pull of forces in a scenario called "low-trust globalization." At this summit, get a framework you can use to confidently face this dynamic and increasingly unpredictable future.

INNOVATE. Success in an increasingly competitive and disruptive global manufacturing marketplace will depend on one thing: Innovation. Let Gartner show you the way.

DECIDE. As markets and vendors converge in 2007, manufacturers will have to make technology decisions in a new and unfamiliar context. Who better than Gartner to provide the new criteria and tools you need to make wise investments?

ADAPT. In coming months, global opportunities and the value of asset reallocation may be offset by events IT must be ready to handle. Get Gartner's assessment of what they are and how to respond.

(Research notes above are from Key Issues and Research Agenda for the Manufacturing Industry 2007 document, 6/8/07)

Gartner Analysts Presenting

For over 25 years, Gartner analysts (now 700 worldwide) have been the trusted advisors of many of the world's largest and most demanding enterprises. No one sees the implications of technology so clearly. Gartner analysts draw constantly from the real-life problems and solutions experienced by more than 45,000 Gartner clients worldwide. The value of this resource, combined with our deep analysis of technology vendors, is unrivaled. Gartner's Manufacturing & Distribution Technology Summit brings this experience and expertise directly to you. You simply can't get the same quality of observation and advice anywhere else.



Kenneth Brant
Research Director

Focus Area: Industry Market Strategies



Dale Hagemeyer
Research VP

Focus Area: Supply Chain Management



Marc Halpern
Research Director

Focus Area: Product Lifecycle Management



Andrew Hughes
Research Director

Focus Area: Manufacturing Operations



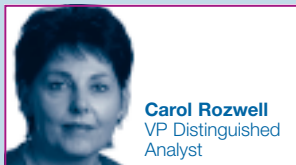
Hung LeHong
Research VP

Focus Areas: Retail, Business Intelligence



Dan Miklovic
Managing VP

Focus Areas: Product Lifecycle Management, Manufacturing Operations



Carol Rozwell
VP Distinguished Analyst

Focus Area: Product Lifecycle Management



Michael Smith
Research VP

Focus Area: IT Management Strategies



Stephen Smith
Managing VP

Focus Area: Retail



Andrew White
Research VP

Focus Areas: Product Lifecycle Management, Supply Chain Management



Be Heard! Join Our Special Analyst-User Roundtables.

Don't just come – be a part of the event! Sign up to participate in any of the seven analyst-user roundtable discussions. Limited to 12 end-user attendees per session, these Gartner Analyst led hour long sessions focus on the specific conference topics, and provide an opportunity to share your experiences, advice, and concerns with peers and other industry experts. Planned topics include:

- The Channel and The Consumer
- Innovation and IT
- What Manufacturers Need to Know About Retailers
- The Changing Role of the Manufacturing CIO
- Product Data Management Best Practices
- Benchmarking Best Practices
- Plant Floor Systems

At a Glance

SEPTEMBER 10-12, 2007 JW MARRIOTT LAS VEGAS, NV

Sunday, September 9

1:00pm Pre-Registration

1:00-5:00pm **ISCEA Workshop: Going Physical Free: Maximizing ROI with High Performance Processes** (separate registration fee required)

Monday, September 10

7:00am Registration

7:00am Continental Breakfast

8:00am **Welcome and Introductions**

8:15am **K1. Gartner Keynote Address: Building an Agile Manufacturing Enterprise that Enables Transformation** Daniel Miklovic, Managing VP, Gartner

Track A

Design & Innovation

Track B

Manufacturing Operations

Track C

Distribution

9:30am **A1. Masters of Innovation: How the Leaders Stay Ahead of the Game**

B1. Safely Navigating the Manufacturing Iceberg

C1. Goog-Azon – Are Manufacturers Ready?

10:45am Solution Provider and Case Study Sessions

11:45am Attendee Lunch & Solution Showcase Dessert Reception

A2. Leveraging Customer Insight to Deliver Product Development Speed & Precision

B2. Manufacturing Integration – Strategies & Solutions that Reap Benefits

C2. The Evolution of Business Intelligence in Retail: From Insight to Action

3:00pm **A3. Adopt New IT Opportunities to Streamline the Productivity & Agility of Product Lifecycle Activities**

B3. The Art & Science of Effective Metrics

C3. Driving Superior Supply Chain Performance

4:15pm **K2. Keynote Address: Understanding & Managing the Impact of SOA in Manufacturing IT** Daniel Miklovic, Managing VP, Gartner

5:15pm Solution Showcase Reception

Tuesday, September 11

7:00am Registration

7:00am Vertical Networking Breakfast

8:00am **A4. Gaining Business Advantage with PLM Software**

B4. Plant Security: Risk & Resolution that Delivers Maximum Business Performance

C4. Customer-Centric Capabilities: Catastrophe, Competency or Competitive Advantage

9:10am **A5. Tap Collective Intelligence to Reduce R&D Risk and Cost**

B5. Manufacturing Drivers & Their Impact on Software & Services Markets

C5. Town Hall: Supply and Demand Chain

10:20am Solution Provider and Case Study Sessions

11:30am **A6. Leadership Series: The Voice of Mobile Workers: Translating the Practices, Relationships and Components for Effective Workplaces**

B6. Leadership Series: The Changing Manufacturing Model

C6. Creating Agile Processes and Products in a Century Old Industry

12:30pm Attendee Lunch & Solution Showcase Dessert Reception

2:30pm **A7. Master Data Management (MDM) and Creating a Single View of the Customer and Product**

B7. Town Hall: Manufacturing Operations

C7. Town Hall: Product Design and Innovation

3:40pm Solution Provider Sessions

5:00pm **A8. Product Performance Management: The Convergence of SCM and BI**

B8. Building A Successful Business Case with Quantifiable Benefits

C8. Field Service Management and Workforce Optimization for Manufacturers

5:45pm Hospitality Suites

Wednesday, September 12

7:00am Registration

7:00am Breakfast with the Analysts

8:00am **K3. Keynote Address: Don Tapscott, IT Strategist and Author of Wikinomics: How Mass Collaboration Changes Everything**

9:10am Solution Provider Sessions

10:30am **A9. Leadership Series: "Near-Shore Innovation: The Imperatives of Moving from Push to Pull," and Case Studies from Pfizer of "Outside Innovation Without the Anxiety"**

B9. Manufacturing Applications: Best of Breed or Enterprise Suite?

C9. The Challenges of Building a Business Case for RFID

11:00am **K4. Keynote Address: "Key Take-Aways on Creating Agility in Manufacturing"** Daniel Miklovic, Carol Rozwell, Andrew Hughes, Stephen Smith – PANEL DISCUSSION

POST-CONFERENCE

1:30-5:30pm **ISCEA Certification Exams:** CSCA – Certified Supply Chain Analyst, CSCM – Certified Supply Chain Manager, and RFIDSCM – Certified RFID Supply Chain Manager exams will be available at this session. Register with ISCEA for any of these exams.

AS OF JUNE 29, 2007 AND SUBJECT TO CHANGE



Session Descriptions

Plenary Sessions

Keynotes

K1. Building an Agile Manufacturing Enterprise that Enables Transformation

Manufacturing is undergoing radical transformation as companies compete globally. Building the agile enterprise requires having an agile IT environment. So as manufacturing undergoes transformation, so must IT.

- What global pressures drive manufacturing transformation and impact technology deployment?
- How can IT help manufacturers withstand these pressures?
- What architecture will maximize success?
- What applications and vendors should manufacturers use to build out their architecture?

Dan Miklovic, Managing VP

K2. Understanding and Managing the Impact of SOA in Manufacturing IT

Service-Oriented-Architecture will supposedly provide a flexible and adaptable IT infrastructure. However, manufacturing has unique requirements around security, reliability and availability. Examine what SOA is, how it impacts manufacturers and the impediments to driving SOA to the shop floor.

- What drives SOA adoption in manufacturing?
- What are the barriers to SOA adoption?
- Which vendor solutions provide an SOA framework?

Dan Miklovic, Managing VP

K3. Wikinomics: How Mass Collaboration Changes Everything

Don Tapscott consistently predicts the next business imperatives and strategies the new imperatives require. He'll draw on his book "*Wikinomics: How Mass Collaboration Changes Everything*" to explain how businesses can tap the full potential of the emerging networked economy and its self-organized, mass-participatory communities.

Don Tapscott, Business and IT Strategist and Best-selling Author

K4. Key Take-Aways on Creating Agility in Manufacturing

Join this Gartner panel discussion of the key take-aways from the conference.

- What are key take-ways in the area of product design?
- What are key take-ways in the area of manufacturing operations?
- What are key take-ways in the area of distribution?

Dan Miklovic, Carol Rozwell, Andrew Hughes, Stephen Smith



Join us September 9 for a the Pre-Conference Workshop:

Going Physical Free – Maximizing ROI with High Performance Processes

This accelerated, half day program will teach you how to:

- Define inventory record accuracy in terms of benefits & costs
- Establish an effective cycle counting process that will improve inventory record management
- Conduct effective root-cause analysis so you can find and fix the issues that lead to poor performance
- Build a business case and implementation plan to eliminate the need for physical inventories

Presented by Mike Loughrin, Director of Lean Six Sigma Programs, ISCEA

Full details on the Web at gartner.com/us/manufacturing



Session Descriptions

Track A: Design & Innovation

A1. Masters of Innovation: How the Leaders Stay Ahead of the Game

A few organizations have mastered the art and science of innovation. They have developed the disciplines, processes, culture and management to create breakthroughs in services, products and operations. Others can learn from their success.

- How will successful innovators design and manage innovation programs?
- Which of their practices can be harvested, replicated and applied?
- Which practices will first require fundamental changes?

Carol Rozwell, VP Distinguished Analyst

A2. Leveraging Customer Insight to Deliver Product Development Speed and Precision

Collaborating and leveraging insight within your organization can be hard enough without trying to involve customers – unless you have a well-thought-out plan. We'll examine how leading manufacturers are doing it.

- How are leading manufacturers utilizing IT to better represent the customer in product development?
- How is one view of the customer essential to get the information required for product development?
- What are case studies and best practices?

Dale Hagemeyer, Research VP

A3. Adopt New IT Opportunities to Streamline the Productivity and Agility of Product Lifecycle Activities

Global business demands that manufacturers share technical product data with partners, suppliers, and customers. Manufacturers unnecessarily spend billions of dollars each year to recreate or reformat it. We'll address guidelines for streamlining critical business operations such as product development.

- What emerging technologies improve the ability to re-use product data?
- Which vendors are introducing these new capabilities?
- How can IT adopt them?

Marc Halpern, Research Director

A4. Gaining Business Advantage with PLM Software

Product Lifecycle Management (PLM) applications offer IT professionals unprecedented opportunities to become corporate heroes. Explore why and get advice for leveraging this hot, new enterprise class application.

- What business drivers are transforming PLM?
- Why is PLM delivering enterprise value impossible to achieve with ERP, SCM and CRM?
- What are top priorities for IT professionals improving business performance through PLM?

Marc Halpern, Research Director

A5. Tap Collective Intelligence to Reduce R&D Risk and Cost

More than 50% of products today are created through collaborative efforts. Leading R&D organizations need to deploy technology to tap into collective intelligence and reduce research risk.

- What drivers are forcing change in R&D?
- How will social networking and collaboration change how researchers interact and innovate?
- What key factors will enable R&D organizations to use these tools to reduce risk and cost?

Carol Rozwell, VP Distinguished Analyst

A6. Leadership Series – The Voice of Mobile Workers: Translating the Practices, Relationships and Components for Effective Workplaces

In 2006, Knoll, Inc. collaborated with Verna Allee Associates to better understand mobile work from the employee perspective. The study's premise assumes that mobile workers depend upon a web of relationships, a network, to fulfill their tasks. A mobile worker survey provides insight for the roles mobile workers perform. This presentation summarizes the preliminary findings

Camille Venezia, Knoll, Director of Research

A7. Master Data Management and Creating a Single View of the Customer and Product

Master Data Management is critical to the re-use of high-quality, semantically assured, master data across the enterprise to ensure the best possible use of, or return on, business intelligence and application implementation.

- What is Master Data Management?
- What drives interest in it?
- What are the barriers to success?

Andrew White, Research VP

A8. Product Performance Management: The Convergence of SCM and BI

For years, supply chain managers have demanded the ability to align decision-making (business intelligence) with decision-taking (business applications). However, only now have the right technologies emerged to enable such "intelligent business processes."

- What is Product Performance Management?
- What are the drivers and barriers to enterprise adoption?
- What are best practices for ensuring successful adoption?

Andrew White, Research VP

A9. Leadership Series – Near-Shore Innovation: The Imperatives of Moving from Push to Pull. Bonus – Case Study: Outside Innovation Without the Anxiety

This three-part presentation will review large-scale forces and enablers that suggest a reorientation of business problem-solving from a "push" to a "pull" mindset. We'll examine how Pfizer has applied processes and tools of the emerging discipline of idea management. Robin will present case studies illustrating how to make "outside innovation" more accessible and palatable.

Dr. Robin Spencer, Senior Research Fellow, Pfizer Global Research & Development

Program-oriented industries such as aerospace, automotive and ship handling that fail to invest in the true product lifecycle management (PLM) solutions that support new approaches to defining product architecture and product development programs by 2010 will fail by 2015.



Session Descriptions

Track B: Manufacturing Operations

B1. Safely Navigating the Manufacturing Iceberg

Today's manufacturing CIOs have a new world of IT-enabled business assets that are now part of the IT architecture. As they take on these new responsibilities, they need new skills and governance models.

- What is the IT Iceberg?
- Why is the Iceberg only now becoming a hazard to navigation?
- What alternatives do CIOs have?
- If they decide to become an iceberg wrangler, what are the first steps?

Dan Miklovic, Managing VP

B2. Manufacturing Integration – Strategies and Solutions that Reap Benefits

IT leaders must make more use of manufacturing information and bring the plant closer to the business to meet demanding customer and regulatory requirements. We'll look at the strategy and different types of manufacturing integration solutions.

- Who needs the hassle of handling manufacturing data?
- Why should it concern IT?
- Where should you start?
- Where should you look for solutions?

Andrew Hughes, Research Director

B3. The Art and Science of Effective Metrics

We'll present guiding principles for building and growing a fact-based approach to business management. Learn about performance metrics and how to use them.

- What issues drive business executives to seek improvements in performance measurement?
- What are guiding principles for developing a performance metric program?
- How can performance metrics improve existing management practices?

Michael Smith, Research VP

B4. Plant Security: Risk and Resolution that Delivers Maximum Business Performance

Today suppliers use standard Ethernet and Windows or other standard operating systems. This greatly increases the risk of plant networks being the source of security breaches.

- What makes plant security different?
- How can IT address it?
- How can you build an architecture to address risks?
- What are the vendors doing to help?

Andrew Hughes, Research Director

B5. Manufacturing Drivers and Their Impact on Software and Services Markets

Globalization, growth and productivity mandates are impacting the manufacturing IT sector, especially in software and services. We'll review the current taxonomy and outlook for software and services and future scenarios.

- What is the current landscape for software and services?
- What forces will reshape the nature of IT solutions?
- How are IT providers evolving to meet users' demands?
- How will markets change?

Ken Brant, Research Director

B6. Leadership Series – The Changing Manufacturing Model

A new model for manufacturing is emerging: The network-centric or virtual enterprise model. Dennis will look at what his U.S. government-sponsored organization is doing to create an environment where small to mid-sized manufacturers can be part of the global aerospace and defense supply chain.

Dennis Thompson, The Doyle Center for Manufacturing

B7. Town Hall: Manufacturing Operations

A unique opportunity to interact with Gartner Analysts and your peers. This 60 minute session will give you an opportunity to discuss with other conference attendees and leading Gartner analysts Gartner's predictions about what will be the most pressing operations issues manufacturers will face going forward. Whether seeking immediate help from your peers or looking to Gartner to provide future research, the Town Hall gives you, the attendee, a voice to shape Gartner's research.

B8. Building a Successful Business Case with Quantifiable Benefits

Approximately 50% of all new projects fail – often because key stakeholders lack understanding of project objectives. We'll present research on how to quantify the benefits for business initiatives using performance metrics.

- What is the process for building an effective business case?
- How can business metrics be used?
- How can the business case be used to manage projects throughout their lifecycle?

Michael Smith, Research VP

B9. Manufacturing Applications: Best of Breed or Enterprise Suite?

Manufacturing companies have been striving to minimize the number of vendors for the last decade. With the advent of SOA, the best-of-breed model is again coming into vogue. Gartner analysts look at the implication of this trend from the infrastructure, applications and vendor perspectives.

**Dan Miklovic, Managing VP;
Ken Brant, Research Director;
Andrew White, Research VP**



By 2010, stand-alone manufacturing execution system (MES) applications, developed by independent MES providers and sold to plant management buying centers, will account for less than half of system deployments vs. 90% today.



Session Descriptions



By 2010, time-based advantages in delivering manufacturing will be among the top 3 priorities of the manufacturing CIO.

Track C: Distribution

C1. Goog-Azon – Are Manufacturers Ready?

Creating unique, positive and consistent customer experiences is as critical as developing new, desirable products.

- How are automotive manufacturers leveraging IT as an enabler for providing effective collaboration and strengthening CRM initiatives?
- How are they delivering customer experiences that re-emphasize product and brand values?

Hung LeHong, Research VP

C2. The Evolution of Business Intelligence in Retail: From Insight to Action

Retailers and consumer products companies are demanding more from their data. It is no longer enough to simply deliver reports and historical analysis. How can retail data be used to take action where it matters most: in front of the customer? At the end of the day, if data does not lead to a change in price, product, promotion or service then how much value is that data delivering? New tools that include retail optimization, dashboards, and next generation business intelligence tools are evolving to take retail data beyond insight and into action.

Hung LeHong, Research VP

C3. Driving Superior Supply Chain Performance

In the pursuit of innovation and differentiation, new business models are emerging that will impact the supply chain from green supply chains to long tail markets and supply chains of one.

- How will these models require agility driven by supply chain design functions within the enterprise?
- How can IT justify support for and build the capabilities needed to manage diverse requirements brought on by business?
- How can IT link architectural strategy to the diversity of strategies that should be available as competitive options?

Andrew White, Research VP

C4. Customer-Centric Capabilities: Catastrophe, Competency or Competitive Advantage

Being customer-centric is an ongoing business philosophy which must be constantly challenged and updated. Here's a framework for evaluating customer centricity to create more competitive advantage.

- How can manufacturers evaluate the maturity of customer-facing applications relative to competition and best practices?
- What are the components of successful customer-centric strategies?
- What are the dividends for manufacturers who "get it right?"

Dale Hagemeyer, Research VP

C5. Town Hall: Supply and Demand Chain

A unique opportunity to interact with Gartner Analysts and your peers. This 60 minute session will give you an opportunity to discuss with other conference attendees and leading Gartner analysts Gartner's predictions about what will be the most pressing issues manufacturers will face going forward. Whether seeking immediate help from your peers or looking to Gartner to provide future research, the Town Hall gives you, the attendee, a voice to shape Gartner's research

C6. Creating Agile Processes and Products in a Century Old Industry

The automotive industry is facing a critical need to refocus operations, expedite the design process and define a long-term strategy. Learn how automotive companies are using innovation to redesign products and processes to react faster to market changes and increased competition.

Dan Miklovic, Managing VP

C7. Town Hall: Product Design and Innovation

A unique opportunity to interact with Gartner Analysts and your peers. This 60 minute session will give you an opportunity to discuss with other conference attendees and leading Gartner analysts Gartner's predictions about what will be the most pressing issues manufacturers will face going forward. Whether seeking immediate help from your peers or looking to Gartner to provide future research, the Town Hall gives you, the attendee, a voice to shape Gartner's research.

C8. Field Service Management and Workforce Optimization for Manufacturers

The value of self-service has been demonstrated across many channels and functions – except for critical manufacturing functions related to supply and manufacturing processes.

- What are lessons learned in implementing self-service solutions for different industries?
- What best practices can manufacturing leverage?
- How can manufacturing receive benefits from a self-service implementation?

Esteban Kolsky presented by Dale Hagemeyer, Research VP

C9. The Challenges of Building a Business Case for RFID

RFID has captured the retail community's attention, thanks to major initiatives by retailing channel masters. Manufacturers know they have to comply to keep retailers happy but have, so far, been unable to build a business case for RFID other than customer compliance. This Gartner panel discussion looks at the challenges of building a business case for RFID.

Carol Rozwell, VP Distinguished Analyst; Michael Smith, Research VP

Sponsors

Manufacturing & Distribution Technology Providers at your Service

At the Gartner Manufacturing & Distribution Technology Summit you get the best of both worlds: the latest research and the newest technology solutions. The Solution Showcase features breakthrough innovations and relevant solutions. It's a great place to follow-up on the information you received at a solution provider session or Gartner session. See live product demonstrations and have your project needs discussed in detail with senior technology providers in a purposely low-hype atmosphere.

MEDIA AND ASSOCIATION PARTNERS



Sponsorship Opportunities

If your organization is interested in becoming a sponsor for this event, please contact:

David Calabrese (Account Manager)

Tel: +1 203 316 6298

Email: david.calabrese@gartner.com

AS OF JUNE 22, 2007 AND SUBJECT TO CHANGE.

Priority Code:

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Gartner Manufacturing & Distribution Technology Summit 2007

SEPTEMBER 10-12, 2007
JW MARRIOTT LAS VEGAS
LAS VEGAS, NEVADA

The Gartner Manufacturing and Distribution Technology Summit delves into the key issues surrounding these realities, including:

- Product Lifecycle Management
- Enterprise Information Management
- Manufacturing Execution System
- Managing Digital Assets
- The Burden of Compliance
- Enterprise Resource Planning
- Lean Manufacturing
- Outsourcing
- Impact of SOA on Business Applications

How to Register

5 Ways to Register

Web: gartner.com/us/manufacturing

Telephone: +1 800 778 1997
or +1 203 316 6757

Email: gartner.events@gartner.com

Fax: +1 866 333 0114

Mail: Gartner, Inc.,
P.O. Box 911319
Dallas, TX 75391-1319

Registration Fees

Conference registration fee includes:
conference attendance, documentation
and planned functions.

Early Bird Price: \$1,695

(IF CREDIT CARD PAYMENT RECEIVED BY JULY 30, 2007)

Standard Price: \$1,895

(IF CREDIT CARD PAYMENT RECEIVED AFTER JULY 30, 2007)

ISCEA Pre-Conference Workshop

\$495

Priority Code

Please help us to better serve your needs by providing the priority code in the blue box at the top of this page (to the left of your address information) when you register.

Save Time

- Register early and we'll send you your fast track entry badge so you can skip the lines

Save Money

- Team Discount:
Register five colleagues from the same company at the same time with payment and the fifth colleague attends free. Discount invalid for Gartner ticketholder and special pricing options
- Low Hotel Rates:
Only \$219 a night with a Gartner group rate if you reserve by October 14, 2007
- Air Fare Savings:
Receive negotiated discounts from one of four major airlines
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Special discounts for Enterprise car rentals

For details on travel discount information, go to gartner.com/us/manufacturing and click on Hotel/Travel

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Interested in becoming a Gartner client?

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Hotel Information

Make your hotel reservations directly with the hotel at the same time you register for the conference.

JW Marriott Las Vegas

221 North Rampart Blvd.
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