

# The World's Most Important Gathering of Supply Chain Leaders



**Key benefits of attending:**

- Network and build relationships with 400+ of your supply chain and industry executive peers
- Apply innovations such as segmentation, cost-to-serve, S&OP technology and more
- Experience fresh, out-of-the-box thinking in a dynamic atmosphere conducive to problem-solving

## Who should attend?

- Chief supply chain officers (CSCOs)
- Vice presidents of supply chain
- Supply chain strategy and innovation executives
- Demand and supply planning executives
- Heads/directors of SC
- Sourcing and procurement executives
- Manufacturing executives
- Distribution and logistics executives
- Field service and reverse logistics executives
- Supply chain IT executives
- Centers of excellence (COE) supply chain executives
- Customer service leaders

## Bring your Team!

Benefit from bringing your whole Supply Chain team in order to cover more ground and make your attendance even more valuable to your business.

**Supply chain leaders must merge the “science” of supply chain technologies with the “art” of processes, talent and metrics. As such, attendance by a team of key stakeholders is critical.**

Attend with colleagues from Supply Chain/ Demand Planning Executives, Sourcing and Procurement Executives, Distribution and Logistics Executives, Supply Chain IT Executives to divide and conquer the agenda, compare notes, meet with suppliers, and meet as a team with key analysts to discuss challenges and elements of a rock solid strategy.

### Benefits of attending as a team:

Build consensus among key stakeholders on the future of your supply chain effectiveness. The entire team needs to understand a common set of disciplines, principles and technologies, and the team needs to be share a common vision and start building a joint ‘playbook.’

### Summit Team Discount Offers:

- 4 for the price of 3
- 7 for the price of 5
- 10 for the price of 7

For more information, email [emea.teamsend@gartner.com](mailto:emea.teamsend@gartner.com) or contact your Gartner Account Manager.

“Very Informative with exceptional thought leadership and great clarity in communication by speakers. Ideas that can be put to work on Monday morning”.

**Attendee from Asian Paints**

“Great opportunity to meet with peers, colleagues and Gartner experts to share thoughts on Supply Chain challenges, vision and roadmap”.

**Attendee from AstraZeneca**



Join us for a fun-filled dinner event where we reveal the leaders on our sixth year EMEA Supply Chain Top 15 ranking and hear from Gartner Analyst on the unique selection process of the Top 25.

*(All attendees welcome participate.)*

## Registration and Pricing

### 3 Easy Ways to Register

**Web:** [gartnerevents.com/eusupplychain](http://gartnerevents.com/eusupplychain)

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

**Telephone:** +44 20 8879 2430

### Pricing

**Standard Price:** €2,700 + UK VAT

**Public Sector Price:** €2,100 + UK VAT

### Gartner Clients



A Gartner ticket covers both days of the Conference. Contact your Account Manager or e-mail [emea.events@gartner.com](mailto:emea.events@gartner.com) to register using a ticket.

### Venue

**Park Plaza Westminster**  
London, UK

Phone: +44 20 3740 5411

[www.parkplaza.com](http://www.parkplaza.com)



Visit [gartnerevents.com/eusupplychain](http://gartnerevents.com/eusupplychain) or call +44 20 8879 2430 for updates and to register!

# Solution Showcase

Develop a “shortlist” of technology providers who can meet your particular needs. We offer you exclusive access to some of the world’s leading technology and service solution providers in a variety of settings.

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# The Bimodal Supply Chain: Tackling Today, Preparing for Tomorrow

Fast *and* slow. Traditional *and* revolutionary. That's "bimodal." This year's conference theme will explore how today's global supply chain must operate on a two-part bimodal supply chain strategy — delivering efficiency and innovation at the same time.

As an attendee at this year's **Gartner Supply Chain Executive Conference, 19 – 20 September in London, UK**, you'll have access to the latest research, trends and technologies that support the new bimodal approach — and you'll leave with a list of actionable next steps to help make it a reality.

## What's new for 2016

- Fresh new research, engaging new formats and a new bimodal focus that delivers two distinct kinds of supply chain capability
- More targeted networking opportunities with over 400 supply chain leaders
- All-new guest keynote and case study speakers
- 2016 Supply Chain Advisory Board with leading supply chain executives to help us continuously shape the 2016 content and experience to your needs (view members online)
- Try, evaluate and compare products and services that support your supply chain initiative
- New tracks providing targeted insight
- European Supply Chain Survey Results

## Hot topics

- Performance optimization
- Cost reduction
- Strategy and transformation
- Analytics
- Supply chain planning
- Segmentation
- Customer service
- Women in Supply Chain
- Talent Management



# Agenda at a Glance

When attending this event, please refer to the agenda handout provided or the Gartner Events mobile app for the most up to date session and location information

Monday  
19 SEPTEMBER 2016

07:30 – 19:30	Registration			
TRACKS	A. Leadership and Innovation	B. Manufacturing and Planning	C. Customer Service and Logistics	Roundtables
08:30 – 09:15	Digital Business Will Change How You Organize Your Supply Chain <b>Ken Chadwick</b>	Case Study: Study Findings: Driving True Accountability Into S&OP Decision Making <b>Matt Spooner, Richard Markoff, PHD</b>	Customer Service: Big Savings or Big Capabilities <b>Steven Steutermann</b>	
09:15 – 09:30	Refreshment Break in the Solution Showcase			
09:30 – 10:15	<b>Gartner Keynote: Innovate Under Every Condition: The Bimodal Supply Chain</b> <b>Tom Enright</b>			
10:15 – 11:00	<b>Guest Keynote: Change Thinking: "100 Things 1% Better."</b> <b>Sir Clive Woodward</b>			
11:00 – 11:30	Refreshment Break in the Solution Showcase			
11:30 – 12:00	Solution Provider Sessions			
12:00 – 13:30	Lunch in the Solution Showcase			
				<b>13:15 – 14:15</b> Roundtable: Balancing Innovation and Capability for the Smart Factory <b>Simon Jacobson</b>
13:30 – 14:15	Generation Z – What They Will Want and How to Keep Them Happy <b>Tom Enright</b>	When Less Is More: How Supply Chain Can Partner for Improved Product Portfolio Performance <b>Stan Aranow and Jan Kohler</b>	Driving Logistics Performance: Creating an Effective Scorecard Using the Hierarchy of Logistics Metrics <b>Lisa Callinan and Greg Aimi</b>	
14:30 – 15:15	Case Study: Striking the Right Bimodal Balance <b>Michael Dominy, Karthik Rajaram, Schneider Electric</b>	Algorithmic Supply Chain Planning: The Future of SCP <b>Tim Payne</b>	Case Study: The 4PL Operating Model: How can Companies Ensure Ongoing Value? <b>David Gonzalez, Frank Vetter, SCA</b>	<b>14:30 – 15:30</b> Roundtable: European Supply Chain Survey Panel Discussion <b>Chris Poole</b>
15:15 – 15:45	Refreshment Break in the Solution Showcase			
15:45 – 16:15	Solution Provider Sessions			
16:30 – 17:15	Supply Chain 2025: Planning the Future Supply Chain <b>Mike Burkett</b>	How to Make Industrie 4.0 and the Smart Factory's Art of Possible A Reality For Your Organization <b>Simon Jacobson</b>	An Industry Perspective on Supply Chain Visibility <b>Christian Titze</b>	<b>16:15 – 17:15</b> Roundtable: Attracting, Retaining and Advancing Women in the Supply Chain Profession <b>Dana E. Stiffler</b>
17:15 – 19:15	Networking Reception in the Solution Showcase			
19:15 – 21:15	<b>The Gartner EMEA Supply Chain Top 15 Dinner: Top EMEA Supply Chains Revealed!</b>			

Tuesday  
20 SEPTEMBER 2016

08:30 – 16:30	Registration			
09:00 – 09:45	<b>Guest Keynote: Risk and Decision Making</b> <b>Caspar Berry, Renowned Expert on Risk-Taking and Decision-Making</b>			
09:45 – 10:30	<b>Guest Keynote: Supply Chain at the Heart of the Business</b> <b>Neil Humphrey, EVP Supply Chain Categories and Engineering, formally EVP Supply Chain Europe, Unilever</b>			
10:30 – 11:00	Refreshment Break in the Solution Showcase			
11:00 – 11:45	Winning The Supply Chain Talent Wars <b>Dana Stiffler</b>	Case Study: Improving Customer Satisfaction Through a Coordinated Supply Chain Planning Metrics Strategy <b>Amber Salley and Dave Luck- cisco</b>	Five Key Trends Transforming Global Logistics Through 2025 <b>C. Dwight Klappich</b>	<b>11:00 – 12:00</b> Roundtable: Roundtable: For Supply Chain Executive Global Logistics? <b>David Gonzalez, Lisa Callinan</b>
12:00 – 12:30	Solution Provider Sessions			
12:30 – 13:45	Lunch in the Solution Showcase			
13:45 – 14:30	Leveraging Analytics and Modeling Platforms to Build Flexible Supply Chain "Apps" <b>Noha Tohamy</b>	Managing Your Supply Chain Health Hierarchy of Supply Chain Metrics <b>Debra J. Hofman</b>	Making Customer Service a Commercial Competitive Edge <b>Chris Poole</b>	<b>13:30 – 14:30</b> Roundtable: Optimizing Supply Chain Costs <b>Michael Dominy</b>
14:30 – 15:00	Refreshment Break in the Solution Showcase			
15:00 – 15:30	Solution Provider Sessions			
15:45 – 16:30	Mergers and Acquisitions: How to Deliver Synergies and Survive Integrations in the Supply Chain <b>Jan Kohler</b>	Optimization or Reduction? Making Sense of Supply Chain Cost and Inventory Management <b>Paul Lord</b>	The Era of Bimodal Logistics – Blending Global Scale, Local Agility and Continuous Innovation <b>James Lisica</b>	<b>15:30 – 16:30</b> Roundtable: Balancing Cost and Customer Service Through CTS Analytics <b>Stan Aronow</b>
16:30 – 17:30	<b>Guest Closing Keynote: How to win the Bimodal Supply Chain game?</b> <b>Ralf Busche - Senior Vice President Global Supply Chain Strategy &amp; Performance, BASF</b>			
17:30	Conference Close			



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Gartner Supply Chain Executive Conference 2016

Workshops and Magic Quadrant Theaters	
<b>13:15 – 14:15</b> Roundtable: So What if You Improved Your Forecast? <b>Steve Steutermann</b>	<b>12:00-12:20 Magic Quadrant:</b> Presenting the 2016 Warehouse Management Systems <b>C. Dwight Klappich</b>
<b>14:30 – 15:30</b> Roundtable: The Sales, Finance, Operations Disconnect: Successfully Translating Multiple Plans <b>Matthew Spooner</b>	<b>13:05-13:25 Magic Quadrant:</b> Market Guide for Supply Chain Visibility <b>Christian Titze</b>
<b>16:15 – 17:15</b> Roundtable: How to Optimize Your Outsourced 3PL Relationship <b>David Gonzalez</b>	<b>14:00 – 15:30</b> Workshop: Implementing the Concepts in the Hierarchy of SC Metrics <b>Debra Hofman, Thomas O'Connor</b>
	<b>15:45 – 17:15</b> Workshop: Using Gartner's Five-Stage DDVN Model to Self-Assess Your Supply Chain Maturity <b>Lisa Callinan and Ken Ruggles</b>

Executives: What Does Brexit Mean For	<b>11:00 – 11:45</b> Gartner Supply Chain Benchmarking: Assessing End-to-End Supply Chain Trade-Offs Through Benchmarking <b>Debashis Tarafdar</b>
<b>13:30 – 14:30</b> Roundtable: Using Benchmarks and Maturity Assessments as a Vehicle for Engagement and Change <b>Paul Lord</b>	<b>12:35-12:55</b> Magic Quadrant for Supply Chain Planning System of Record <b>Tim Payne</b>
	<b>13:30 – 15:00</b> Workshop: To The Top - The Path to Growth-Focused Leadership <b>Jane Barrett</b>
	<b>14:35-14:55</b> Magic Quadrant: 2016 Global 3PL <b>James Lisica</b>
<b>15:30 – 16:30</b> Roundtable: Designing and Sustaining a Supply Chain Planning Talent Management Program <b>Amber Salley</b>	

## Tracks

### A. Leadership and Innovation

We help you understand the bimodal approach to leading supply chain strategy development and governance and how to drive supply chain organization transformation including the increasing use of Centers of Excellence. We look at innovations in supply chain like the rise of advanced analytics, the use of segmentation, how to measure innovation and how the customer experience is all pervasive in supply chain design.

### B. Manufacturing and Planning

This track has been developed to help you understand the latest developments in S&OP management, the use of analytics in planning and other areas like product lifecycle management. This track looks at the alignment of manufacturing with the rest of supply chain, changing technology models in manufacturing and risk management.

### C. Customer Service and Logistics

We help you understand how customer service is now providing a commercial competitive edge with collaborative joint value creation now a prerequisite for supply chain partners. In logistics we look at how a bimodal approach is bring together global scale with local agility to deliver continuous improvement. We also consider how to balance cost and compliance as well as the latest in outsourcing trends.

## Gartner Keynote



### Innovate Under Every Condition: The Bimodal Supply Chain

**Tom Enright**  
Research Director, Gartner

## Guest Keynotes



### Supply Chain at the Heart of the Business

**Neil Humphrey**  
EVP Supply Chain Categories and Engineering, formally EVP Supply Chain Europe, Unilever



### Change Thinking: “100 Things 1% Better”

**Sir Clive Woodward**  
World Cup Winning Rugby Coach



### Risk and Decision Making

**Caspar Berry**  
Renowned Expert on Risk-Taking and Decision-Making



### How to win the Bimodal Supply Chain game?

**Ralf Busche**  
Senior Vice President Global Supply Chain Strategy & Performance, BASF

