

YOUR FACULTY

HEAR FROM THESE EXPERTS AND MORE



James Angold, Senior Director, Go To Market and Productivity, Foods Division, **PEPSICO CANADA**



Hans Casteels, Practice Head, Digital Supply Chain/Procurement, **IBM**



Mitchell Osak, Managing Director, Strategic Advisory Services, **GRANT THORNTON LLP**



Zeshan Alam, Former Senior Manager, Supply Chain, **WALMART**



Tom Pauls, Managing Director, **SCL SEARCH CONSULTANTS LTD.**



Warren Sarafinchan, Consultant, **ZINATA INC.**; Former VP, Sales and Supply Chain, **SUN-RYPE PRODUCTS**



Bryan Murphy, Manager, Supply Chain, Enablement Program, **KINROSS GOLD CORPORATION**



Jason Rude, Director, Distribution and Logistics, **PLEXUS**



Akansha Priya, Supply Chain Analyst, Cardiovascular Group, **MEDTRONIC**



Michael Shelton, Manager, Global Supply Chain, **INNOVATIVE STEAM TECHNOLOGIES INC.**



Aaron D. Burciaga, Advanced Analytics Executive, **ACCENTURE DIGITAL**

Your Guide to Practices, Concepts, Processes and Procedures for Competitive Advantage!

Supply-Chain Analytics 2018

May 1 – 2, 2018 • Mississauga, ON

Get Expert Advice on How to Dig Deeper for Greater Supply-Chain Savings and Efficiencies

- ✓ Learn what you can expect as your ROI in supply-chain analytics
- ✓ Benefit from lessons learned at: TransCanada, Innovative Steam Technologies Inc., Accenture Digital, Sun-Rype Products, Plexus, PepsiCo and more!
- ✓ Develop an analytics-informed, supply-chain plan
- ✓ Create and foster a culture that supports analytics
- ✓ Maintain your strategic focus on business-relevant issues
- ✓ Pinpoint future demand by improving the supply-and-demand process
- ✓ Explore savings and efficiencies through analytics-driven sourcing and procurement
- ✓ Transform your supply chain into a demand-sensitive network
- ✓ Improve response to volatile demand or supply-chain risk
- ✓ Manage supplier relationships more effectively

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DAY ONE PROGRAM AGENDA: TUESDAY, MAY 1, 2018

8:00 - 9:00 Registration and Continental Breakfast

9:00 - 9:15

Welcome and Opening Remarks from the Chair

Michael Shelton, Manager, Global Supply Chain, Innovative Steam Technologies Inc.

9:15 - 10:15

Supply-Chain Collaboration and Analytics at Plexxus

Jason Rude, Director, Distribution and Logistics, Plexxus

- Strategies for collaboration with vendors and customers to optimize inventory and service levels
- Integrating collaboration framework into service-level agreements (SLAs)
- Reducing uncertainty and improving demand planning
- Review of hospital supply chain: a case study
- Managing product transitions and the effect on inventory planning



Jason Rude is an Industrial Engineer by training. Jason began his career as a Design Engineer for Caterpillar, following a Bachelor's of Science from Purdue University. After a couple of years designing large engine systems, Jason pursued a career in Supply Chain in the mid 90's, working initially for a metals distributor before moving into healthcare in the late 90's. Jason held several positions at Cardinal Health during a 14 year stint including Project Engineer, Customer Service Manager and Director of Materials Management

10:15 - 11:00

Supply-Chain Analytics in Action

Michael Shelton, Manager, Global Supply Chain, Innovative Steam Technologies Inc.

- Issue of data mining and utilization of data
- Data to justify migrating to robust enterprise resource planning (ERP) systems
- Data to establish Master Supply Agreements
- Using third-party supplier data for analytics
- Obstacles and roadblocks incurred



Michael Shelton has over 25 years of rich experience in Procurement and Supply Chain within Order Processing, Master Scheduling, Production Planning, Inventory Management, Logistics including DC's and reverse Logistics, Procurement, Commodity Management and Supplier Relationship Management at a senior management level where he has developed vision and strategies for the organizations' supply chain.

11:00 – 11:15

Networking Break



11:15 - 12:00

Developing an Analytics Culture

Akansha Priya, Supply Chain Analyst, Cardiovascular Group, Medtronic

- Driving analytics with real-time and accurate data: Building a 5S mindset (Sort, Set, Shine, Standardize, Sustain)
- Empowering decision-makers with focused analytics
- Performance management: measure the success of strategic and tactical planning using analytics
- Kaizen within analytics: continually evolving for the better



Akansha Priya has over 7 years of experience in data analytics, demand planning, logistics, inventory management, project management and process improvement. She is a Six Sigma Green Belt certified professional with a Master of Science degree and a Bachelor's degree in Instrumentation Engineering. She has held important positions at industrial products major, Acklands Grainger and beverage giant Coca-Cola.

12:00 – 1:00

Luncheon Break

1:00 - 2:00

Case Studies in Sales and Operations Planning and Inventory Optimization

Aaron Burciaga, Advanced Analytics Executive, Accenture Digital

- Challenges posed by vast, growing volumes of data available from an ever-growing number and variety of sources through the Internet of Things (IoT)
- Identifying the gaps between vast volumes of data and managers who make business decisions
- How automated data ingestion is a key, first step toward use of business intelligence for improved decision-making
- How analytics bridges the gap by applying algorithms to gain insights into risks and opportunities, leading to better decisions
- Case studies in sales-and-operations planning and inventory optimization
- Implementation considerations



Aaron Burciaga is a Certified Analytics Professional and Analytics Executive. He leads Accenture's Advanced Analytics Applications Platform in North America and is also the Global Defense Analytics Lead. Aaron is also Reserve Marine Officer supporting the CIO Headquarters Marine Corps-Pentagon and is a combat veteran of the Iraq War (Fallujah, Operation Iraqi Freedom). His technical interests are at the crossroads of advanced analytics, global logistics, and information management.

2:00 – 2:15

Networking Break



2:15 - 3:15

Pinpointing Future Demand: Improving the Supply-and-Demand Planning Process

Warren Sarafinchan, Consultant, Zinata Inc.; Former Vice-President, Sales and Supply Chain, Sun-Rype Products

- Understanding the availability of vast quantities of fast-moving data from customers, suppliers, and sensors
- Analytical techniques to integrate data from systems that speak different languages
- Combining this information with contextual factors such as weather forecasts, competitive behaviour, pricing positions, and other external factors
- Determining which factors have a strong correlation with demand and then quickly adapting to the current reality



Warren Sarafinchan is a CITT-Certified Logistics Professional (CCLP) and has over 20 of years experience in supply chain, logistics, operations and systems implementation and previously held senior positions at several distribution companies including Mars Canada Limited, Maple Leaf Foods, Martin Brower of Canada Limited and Labatt Breweries of Canada, Quaker Oats, and Cavendish Farms. Mr. Sarafinchan sits on the national board of directors of the Canadian Institute of Traffic and Transportation (CITT) and received the CITT Award of Excellence in 2016.

3:15 – 4:15

Developing Your Long- and Short-Term Action Plan

Bryan Murphy, Manager, Supply Chain, Enablement Program, Kinross Gold Corporation

- Soliciting input for your plan and bringing others with you
- Where to begin, how to organize your strategy
- Create a burning platform with data
- Executing your plan for short terms wins and long term sustainability.
- Cross functional collaboration for winning with your plan



Bryan Murphy has been with the company for 2.5 years. In this role Bryan is developing and executing multi-year Supply Chain optimization strategies tailored for Kinross' remote mining operations. Prior to joining Kinross, for 10 years, Bryan navigated progressive roles in the CPG Supply Chain world. Predominantly with PepsiCo Foods, but also gained invaluable experience with Revlon Cosmetics and CHEP Pallets.

DAY TWO PROGRAM AGENDA: WEDNESDAY, MAY 2, 2018

8:00 – 9:00

Continental Breakfast

9:00 – 9:15

Welcome and Opening Remarks from the Chair

Michael Shelton, Manager, Global Supply Chain, Innovative Steam Technologies Inc.

9:15 – 10:00

The Business Case for Investing in Supply-Chain Analytics: ROI for Descriptive, Predictive, and Prescriptive Supply-Chain Analytics

Mitchell Osak, Managing Director, Strategic Advisory Services, Grant Thornton LLP

- Business benefits of investing in supply-chain analytics including business growth and better decision-making
- How "digging deeper" results in savings and efficiencies
- Value of being able to "see the problem coming" before it arrives



Mitchell Osak has over 25 years of senior consulting and operating experience in a variety of organizations under diverse operating and market conditions. Mitchell is considered a North American thought leader in the areas of strategy development, organizational design, digital transformation and performance improvement.

10:00 – 11:00

Building Capability in the Analytics Team at Pepsico

James Angold, Director, Supply Chain, Beverage Division, PepsiCo Canada

- Obtaining quick-fire agile dashboards
- Taking analytics from the IT group to your user group
- New in-house tools
- Database manipulation and the cloud
- Building capability in individuals with no analytics background
- Growing people into the middle ground
- Maintaining control rather than outsourcing



Reporting to the Supply Chain Vice-President, James Angold leads supply chain and manufacturing cost performance including all aspects of manufacturing and distribution. He leads the development of PepsiCo's supply-chain performance and productivity strategy. He develops and implements analytical models leveraging Oracle, SAP and ERP systems and leverages Ariba and procurement data for productivity.

11:00 – 11:15

Networking Break



11:15 – 12:00

Recruiting Top-Tier Performers: Core Competencies for Success in Supply-Chain Analytics

Tom Pauls, Managing Director, SCL Search Consultants Ltd.

- Six key competencies required for a successful career in supply-chain analytics
- Where to find top talent in supply-chain analytics: recruitment insights from a 15-year headhunter
- Attracting, identifying, and retaining top analytic talent
- How to assess analytical and presentation skills
- How MARS effectively incorporates a case study in the interview process



Tom Pauls, CCLP, has over 15 years of experience in recruitment and executive search, and is founder and Managing Director of SCL Search Consultants Ltd.; a search firm with an exclusive focus in supply chain and logistics. A key member of the logistics community, Tom served as Chair of SCL & CITA's 43rd Annual Conference in 2010, and was Chair of the CITT Toronto Area Council from 2013-2016. He is currently serving as Executive Advisor for the CITT Toronto Area Council.

12:00 – 1:00

Luncheon Break

1:00 – 2:00

Achieving Supply-Chain Agility through Data Analytics

Warren Sarafinchan, Consultant, Zinata Inc.; Former Vice-President, Sales and Supply Chain, Sun-Rype Products

- Importance of supply-change agility in today's business environment: What exactly is supply-chain agility?
- Best practices for developing supply-chain agility
- Using data analytics to quickly adjust tactics and operations within supply chains
- Putting in place change action plans for unexpected occurrences



Warren Sarafinchan is a CITT-Certified Logistics Professional (CCLP) and has over 20 years experience in supply chain, logistics, operations and systems implementation and previously held senior positions at several distribution companies including Mars Canada Limited, Maple Leaf Foods, Martin Brower of Canada Limited and Labatt Breweries of Canada, Quaker Oats, and Cavendish Farms.

2:00 – 2:45

Data Analytics for Developing a Customer-Centric Supply Chain

Zeshan Alam, Former Senior Manager, Supply Chain, Walmart

- Developing a customer-centric strategy by prioritizing the business partnership and customised services
- Linking the supply chain vision to the business strategy
- Using supply chain process redesign methodologies and tighter collaboration to deliver extra value adding services to your customers
- How data analytics offers significant new opportunities to enhance customer responsiveness, reduce inventory, lower costs and improve agility
- How customer segmentation can be utilized to optimize service delivery

2:45 – 3:00

Networking Break



3:00 – 4:00

Picture the Possibilities: A Journey of Discovery — Leveraging New and Emerging Technologies for Supply-Chain Transformation

Hans Casteels, Practice Head, Digital Supply Chain/Procurement, IBM

- Overview of emerging technologies relevant for supply-chain operations
- Re-imagining supply-chain capabilities, processes, and information systems for digital age
- Enabling digital collaboration to overcome functional silos
- Utilizing the Internet of Things (IoT), machine learning, and blockchain technologies and robotic process automation to create competitive advantage and business value

Hans currently leads IBM's digital supply chain and procurement practice across all verticals, in Canada. Hans has built a career by leading transformation and innovation across organizations. Challenging the status-quo and identify emerging opportunities leveraging cutting-edge technologies in support of strategy have been true indicators of success. His current focus is centered on "Supply Chain 4.0" - leveraging of emerging technologies such as predictive analysis, blockchain, robotic process automation, IoT, Cloud and Collaboration.

WHO SHOULD ATTEND THIS EVENT

- Supply Chain Analytics Specialists
- Chief Supply Chain Officers
- SVPs and VPs of Supply Chain/Logistics
- Logistics
- Directors of Supply Chain/Logistics
- VP's/Directors of Operations
- Supply Chain Leaders

CEOs, CFOs, COOs, VPs, Directors and Managers involved in:

- Business Analysis and Planning
- Business Development
- Business Intelligence
- Business Solutions
- Competitive Intelligence
- Demand Planning and Analytics
- Executive Directors
- Forecasting
- Market Analysis
- Market Intelligence
- New Product Business Analytics
- Predictive Modeling
- Pricing Analyst
- Product Management
- Product Intelligence
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- Sales Operations and Business Intelligence
- Sales and Marketing Managers
- Strategic Initiatives
- Strategy and Operations
- Supply Chain
- Sales and Marketing

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LOCATION:

Supply Chain Analytics 2018 will be held at a convenient location in Mississauga, Ontario. Detailed venue information will be forthcoming as it becomes available.

YOUR REGISTRATION INCLUDES:

Registration fees include all course materials, continental breakfast, lunch, and refreshments. **Parking and accommodation are not included.**

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