

AGENDA

CPFR[®] Committee Meeting March 24-25, 2010

Hosted by JDA Software Group



DAY ONE		
Wednesday, March 24, 2010 - Kennedy Room		
Time Allotted:	Topic:	Responsibility:
1:00 – 1:15	Welcome & Antitrust Guidelines	Fred Baumann, <i>Vice President, Industry Strategies, JDA Software Group</i> & Larry Smith, <i>Senior Vice President, West Marine</i>
1:15 – 1:30	Two-Day Agenda Meeting Overview	Larry Smith
Break-out Concurrent Meetings 1:30 – 4:30		
1:30 – 4:30 Kennedy Room	S&OP Sub-Committee Meeting <ul style="list-style-type: none"> S&OP and CPFR Case Studies Development Session 	Larry Smith & Todd Schilling, <i>Director of Vendor Collaboration, Best Buy</i>
1:30 – 4:30 Lincoln Room	Core S&OP Team drafting session (closed meeting)	LeRoy Allen, <i>Vice President Logistics Planning, Lowe's</i> & Clint Johnson, <i>Senior Director of Innovations, Wal-Mart</i>
4:30 – 5:30	Collaboration & Trust Research <i>A changing competitive marketplace is threatening traditional business models, which are often too slow and unwieldy to meet rising customer expectations. The need to create unique customer value has led to a desire to build and leverage supply-chain-enabled, collaborative business models. Unfortunately, most companies have struggled to learn to collaborate effectively. Part of the problem is that managers do not know how to manage the change/transformation process. Perhaps more importantly, when it comes to competing as supply chain</i>	Stan Fawcett, <i>Brigham Young University</i>

	<p><i>teams, managers do not understand the nature and steps required to build a world-class supply chain team. We will present a holistic model of collaborative transformation that is based on ten years of research with leading companies from around the world. The model focuses on assembling the right players and helping them build the right relationships to become a winning team. It also highlights the distinctive roles of left-brain analysis and right-brain creativity/collaboration. Only via a whole-brained approach can companies successfully put together the supply chain collaboration puzzle.</i></p>	
5:30 – 6:30	<p>Networking Reception <i>Sponsored by JDA</i></p>	Executive Briefing Center
6:30	Group Dinner – Dutch treat	Location TBD

DAY TWO		
Thursday, March 25, 2010 - Kennedy Room		
Time Allotted:	Topic:	Responsibility:
7:30 – 8:00	<p>Continental Breakfast <i>Sponsored by JDA</i></p>	
8:00 – 9:00	<p>Recent Research by AMR Supply Chain Management</p>	Fred Baumann, <i>Vice President, Industry Strategies, JDA Software Group</i>
9:00 – 10:00	<p>Kraft S&OP and Next Generation <i>Kraft Foods has implemented a formal Sales and Operations Planning process across all of their business units and has developed assessment tools and templates to evaluate the effectiveness of the process to the business goals. The presentation will also cover the key initiatives that have been identified to enhance the S&OP process.</i></p>	Rick Clark, <i>S&OP Sr. Manager, Kraft Foods</i>
10:00 – 11:00	<p>S&OP Guideline Update</p>	S&OP Drafting Team
11:00 – 12:00	<p>Integrated S&OP – Leveraging Collaboration <i>Lowe's and Whirlpool will share how their collaboration efforts have evolved over the last several years; from basic forecast collaboration to joint strategic and business planning with an end goal of "operational excellence". They will specifically speak to how the linking of the two company organizations at critical points allowed them to run an integrated S&OP process and leverage their individual business plans.</i></p>	<p>LeRoy Allen, <i>Vice President Logistics Planning, Lowe's &</i></p> <p>Mike Pechtel, <i>Director of Strategy/Planning and Operations, Whirlpool</i></p>

12:00 – 12:30	Lunch <i>Sponsored by JDA</i>	
12:30 – 1:30	CPFR Programs of VICS AsiaPacific	Dr. Wenwey Hseush, <i>Chairman and CEO,</i> eBizprise, Inc.
1:30 – 2:30	Linking CPFR and S&OP: West Marine and its Supplier Community <i>Explanation of West Marine's approach to Sales and Operations Planning for a Retailer, how West Marine structures and executes its CPFR programs and the linkages to the Sales and Operations processes at Suppliers. The presentation will cover approaches for large company as well as small company suppliers, including a hardware supplier, an electronics supplier, and an apparel supplier.</i>	Larry Smith, <i>SVP Planning and Replenishment,</i> West Marine
2:30	Adjourn	