

**VICS CPFR<sup>®</sup> Committee Meeting  
October 19-20, 2010**

**Hosted by Accenture**



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<b>DAY ONE</b>		
<b>Tuesday, October 19, 2010</b>		
<b>Time Allotted:</b>	<b>Topic:</b>	<b>Session Lead:</b>
1:00 – 2:00 Room: 40W10A&B	CPFR Advisory Team Members' Meeting	Larry Smith, <i>Senior Vice President, Planning &amp; Replenishment, West Marine</i>
<b>Sub-Committee Concurrent Meetings 2:00 – 4:30</b> <i>Open to all attendees</i>		
2:00 – 4:30 Room: 40W10A&B	<b>CPFR S&amp;OP Sub-Committee Meeting</b>	
2:00 – 4:30 Room: 40N90	<b>CPFR Website Sub-Committee Meeting</b>	
4:30 – 5:00 Room: 40W10A&B	Accenture Supply Chain Academy eLearning Utility Overview	Chris Frey, <i>Managing Director of Strategic Management Solutions, Accenture</i>
5:00 – 6:30	Networking Reception & Innovation Center Tour <i>Sponsored by Accenture</i>	
6:30	Group Dinner – Dutch treat	Location TBD

<b>DAY TWO</b>		
<b>Room: 40W10A&amp;B</b>		
<b>Wednesday, October 20, 2010</b>		
<b>Time Allotted:</b>	<b>Topic:</b>	<b>Presenter(s):</b>
7:30 – 8:00	<b>Continental Breakfast</b> <i>Sponsored by Accenture</i>	
8:00	Welcome & Antitrust Guidelines	Joseph Andraski, <i>President &amp; CEO, VICS</i>

Time Allotted:	Topic:	Presenter(s):
8:00 – 9:00	<p><b>The CPFR-S&amp;OP Continuum</b>  <i>The presentation will share some best practices in demand forecasting. In doing so, it will attempt to walk through some quantitative techniques and then outline the critical path of qualitative enrichment that can significantly enhance the accuracy of demand forecasts. It will also cover a process to “make the number real” by drawing out the multiple supply-demand reconciliation nodes and associated strategies to “overcome the reality” of supply constraints. Lastly, it will also discuss “Closing the loop” – measuring, understanding and learning from planning errors to drive a culture of continuous improvement within the collaborative planning process.</i></p>	Nikhil Sagar, <i>Vice President, Retail Inventory Management, OfficeMax</i>
9:00 – 10:00	<p><b>Supply Chain Collaboration: RIM Collaborative Planning</b>  <i>Research In Motion, has been actively involved in Collaborative Planning Forecasting and Replenishment, CPFR, for the past 3 years, with their key carrier partners. Even though, CPFR, has proven to be a good program at RIM, it was felt that it still could be improved. During this past year, RIM, developed and implemented a more structured CPFR program, that it is calling RCP for “RIM Collaborative Planning. During this session, we will discuss the components of RCP, and why this more structured and formalized approach to CPFR has been so successful with RIM’s Carrier Partners. We will also discuss some of the many benefits RCP has provided RIM and their Carrier Partners, such as improved demand forecasting accuracy, reduction in inventory levels, and improved Customer Service.</i></p>	Jim Matthews, <i>Senior Director, Business and IT Solutions, Research in Motion</i> & Ron Ireland, <i>Principal, Oliver Wight Americas, Inc.</i>
10:00 – 12:00	<p><b>Linking CPFR and S&amp;OP Panel</b></p>	<p><b>Panelists:</b>  LeRoy Allen, <i>Vice President, Logistics Planning and Forecasting, Lowe’s Companies</i>  Puneet Saxena, <i>Senior Director, Industry Strategies, JDA</i>  George Palmatier, <i>Principal, Oliver Wight Americas, Inc.</i>  Steve Rarick, <i>Kraft</i>  <b>Moderator:</b> Ron Ireland, <i>Oliver Wight Americas, Inc.</i></p>
12:00 – 12:30	<p><b>Lunch</b>  <i>Sponsored by Accenture</i></p>	
12:30 – 1:00	<p><b>CPFR Certification Program Update</b></p>	Joe Andraski, <i>President &amp; CEO, VICS</i>
1:00 – 1:30	<p><b>CPFR Assessment Tool on VICS website</b></p>	Joe Wisdo, <i>Dave Smith, CompAid</i> Tony Galli, <i>VICS</i>
1:30 – 2:30	<p><b>CPFR and S&amp;OP Case Study Plan</b></p>	Larry Smith, <i>West Marine</i>
2:30	<p><b>Adjourn</b></p>	