

Eighth Annual Best Practices Workshop

September 30 – October 2, 2007, Scottsdale Hilton

- All activities are business casual.
- Please mute cell phones and pagers during Workshop sessions.

Sunday 9/30/07

3:30 pm	Welcome to the Best Practices Workshop: CAPS Research Team, Joe Carter	Salon 1&2
4:00 pm	Keynote Speaker: Vince Hrenak, Raytheon	Salon 1&2
4:45 pm – 5:15 pm	CAPS Overview: Phil Carter	Salon 1&2
5:45 pm	Reception	Poolside
6:30 pm	Dinner (plated)	Poolside

Monday 10/1/07

7:00 am	Breakfast (buffet)		Poolside
8:00 am	General Session: Introductions		Salon 1&2
9:00 am	General Session: “Succeeding in a Dynamic World” Study Overview. Bob Monczka		Salon 1&2
9:30 am	Networking Break		Salon 1&2
	<i>Concurrent Breakout Working Sessions: see unique room assignments. Each group rotates to 10X in Sonora D for one hour. (Green group begins there.)</i>		
10:00 am	10X Exec. Assessment <i>Sonora D</i>	Topic 2: <i>Sonora B</i>	Topic 3: <i>Sonora A</i>
11:00 am	Topic 1: <i>Sonora C</i>	10X Exec. Assessment <i>Sonora D</i>	
noon	Lunch (buffet)		Poolside
1:15 pm	Topic 1: (cont) <i>Sonora C</i>	Topic 2: (cont) <i>Sonora B</i>	Topic 3: (cont) <i>Sonora A</i>
2:15 pm			10X Exec. Assessment <i>Sonora D</i>
3:15 pm	Networking Break		Salon 1&2
3:45 pm	General Session: Pfizer’s Transformation Tom Donatelli & Phil Presti		Salon 1&2
5:00 pm – 5:15 pm	Wrap Up of the Day		Salon 1&2
6:00 pm	Meet for Dinner		Breezeway
6:15 pm	Dinner		Fleming’s Steakhouse

Tuesday 10/2/07

7:00 am	Breakfast (buffet)		Poolside
	<i>Concurrent Breakout Working Sessions: see unique room assignments</i>		
8:00 am	Topic 4: <i>Sonora C</i>	Topic 5: <i>Sonora B</i>	Topic 6: <i>Sonora A</i>
9:00 am			
10:00 am	Networking Break		Breezeway
10:30 pm	Topic 4: (cont) <i>Sonora C</i>	Topic 5: (cont) <i>Sonora B</i>	Topic 6: (cont) <i>Sonora A</i>
11:30 am – noon	Wrap-up and Workshop conclusion		Salon 1&2
	<i>Grab ‘n Go snacks or lunch meal vouchers available</i>		

10X Executive Assessment	
10X Executive Assessment: Results and Transformation Applications. During this session, the results of approximately 100 company supply strategy and practice assessments worldwide will be presented, including how companies are applying the 10X EA.	Room: Sonora D Facilitator: Bob Monczka
TOPIC 1: Expanding the Supply Management Mission, Goals, and Performance Expectations	
Tomorrow's supply mission and goals — and how it will be measured — will be broader and more tightly linked to the strategy objectives of the business. This track will share best practices and discuss how firms are meeting these dynamic new expectations in areas such as taking a lead role in the company's risk profile, revenue generation contributions, formally evaluating competitiveness against market alternatives, recommending investments and acquisitions, and teaming with finance in asset and capital management strategic decisions.	Room: Sonora C Facilitator: Phil Carter Company Presentation: Intel (Wente)
TOPIC 2: Attracting and Retaining Supply Management Talent	
To succeed, organizations must attract and retain individuals with skills and capabilities to meet future demands. This track will share best practices and discuss how firms are identifying those needed skills and capabilities, evaluating the workforce talent, developing and retaining talent; and addressing issues related to a changing workforce (aging population, global demographics, cross-generational environment, varied motivation drivers).	Room: Sonora B Facilitator: Joe Carter Company Presentations: BP Sonoco
TOPIC 3: Leveraging Technology Enablers for Internal and External Collaboration	
The issue surrounding technology today and in the future is not so much in the functions and tasks it has been able to perform, but more about management and leadership — to overcome concerns about confidentiality, security, misuse by suppliers or customers, or how to technically integrate systems. This track will share best practices and discuss how firms are continuing to make headway in optimizing technology for management of the global supply organization, greater supply chain visibility, and internal and external collaboration.	Room: Sonora A Facilitator: Anna Flynn Company Presentation: General Mills
TOPIC 4: Managing and Enabling the Future Supply Management Organization	
The trend of center-led organizations continues, but firms are discovering the need to balance the advantages of centralized coordination with the need for local responsiveness. This track will share best practices and discuss how companies are managing organizational governance, organization design and the integration of supply management with other business functions and units. The impact of globalization on the supply management organization will also be discussed.	Room: Sonora C Facilitator: Phil Carter Company Presentation: Temple-Inland
TOPIC 5: Category and Supplier Strategies	
The importance of clear and specific category strategies will increase in the decade ahead. This track will share best practices and discuss how firms are implementing detailed category strategy development processes, working with cross-functional teams to enable the strategies, address supplier segmentation, and manage category needs based on issues such as emerging market issues and new product development.	Room: Sonora B Facilitator: Joe Carter Company Presentation: Intel (Ghiya)
TOPIC 6: Managing Supplier Relationships	
Effective supplier management can bring a competitive advantage to firms in terms of cost, quality, delivery, technology, and innovation. This track will share best practices and discuss how firms are gaining value from strategic relationships, building capabilities into the supply network, and shrinking the supply base.	Room: Sonora A Facilitator: Bob Monczka Company Presentations: Merck Rolls-Royce