
Session Abstracts – by Speaker Alphabetically

Arnold, Gary – Personal Productivity

Bailey, Cody Marx – What is Blockchain

Buckley, Robert (Bob) – People Centric Leadership

- Engaging the Leadership Style of People Centric Leadership
- Learn the Progressive Building Blocks to Demonstrate
- Recognize the Ongoing Principles Within this Model
- Utilizing the Critical Skill of Communication
- Model's a package Deal, but walk out with one Golden Nugget

Fenech, Leah - Logistics Essentials for the Non-Logistics Professional

Leah examines how transportation industry factors affect the bottom line.

- Air and Ocean Transport Capacity, Seasonal Impacts, Regulatory Concerns
- Trucking Industry Regulations – Effect on Capacity and Costs
- Transport Industry Standards and Your Supply Chain
- Trade Conditions – the latest updates
- Looking Ahead – 2019 and Beyond

Garcia, Henry - Continuous Process Improvement

This interactive session provides insights into the nature, scope, and methods of continuous improvement, as part of Total Quality Management, relative to bringing about business performance improvement through enhanced requirements definition, greater process improvement, efficient waste elimination, improved customer satisfaction, and desirable employee satisfaction—culminating in building a “culture of improvement” within an organization.

Garcia, Henry - Nexus Between Project Management and Supply Chain Management

This presentation clearly depicts the “lock-step” relationship between the project management process and the procurement process. In doing so, it affords Procurement and Supply Chain Management (PSCM) professionals the opportunity to bring maximum value to their organization. Moreover, it creates a basis for cross-functional team participation and leadership on the part of the both the PSCM and Project Management (PM) professionals, as opposed to having the PSCM and PM processes occur in isolation, thus occasioning PSCM and PM professionals to work in “silos”.

German, Sue – Toyota Problem Solving



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Heizer, Jay - Forecasting with Stagger Charts: where the Rubber Meets the Road

Jay examines what we gracefully call “the common limitations” (errors) in forecasting methods and shows how Stagger Charts can be used as a tool for evaluating and improving the forecasting process.

Hunter, Brent

Brent explores the importance of that a performance management system plays in ensuring a cohesive and high performing supply chain operations. In the pursuit of the perfect KPI or the perfect dashboard, one must first make an intentional effort to develop a system that ensures teams stay focused, an organization’s purposes are tangible and success is concrete. I’ll be using the James Avery story as an example of what we’ve done to build our performance management system.

Kilty, Jerry - Achieving Inventory Accuracy

Are your inventory records 99+ % accurate? Does your company shut down, at least annually, and take a complete physical inventory? Does this action improve the inventory record accuracy? Is cycle counting being performed at your company? If so, are the inventory records any more accurate and is cycle counting being done correctly at your company?

Answers to these questions and many more will be discussed in this interactive presentation, which will cover the right and the wrong way to audit inventory records.

Attendees will benefit from this session by learning:

- The real reason for taking a physical inventory
- The multiple methods of accuracy measurements
- Three ways to conduct cycle counting
- How to effectively improve inventory record accuracy fast

Oh, by the way, bring your controller!

Kilty, Jerry - Five Key Sales & Operations Planning (S&OP) Tips

This interactive presentation will provide valuable “How to” planning tips for both Supply Chain Professionals and Company Executives. If your Company has been struggling to implement an effective S&OP process or if you are contemplating such, then this program is a “Must Attend” session for you. Issues that will be discussed are

- Planning Horizon: How far out should long-term planning cover?
- Demand Planning: Forecasting!!!
- Supply lead time: Continuous Replenishment
- Balancing Supply and Demand: The Goal!
- Does S&OP fit all companies: Engineer-to-order/Make-to-Order
- Data Integrity: A Must
- Detailed Planning & Control: The Connection

Participants will leave the presentation with an understanding of the following:



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- Ideas on how to improve inventory management
 - Five key S&OP tips
 - The long-term planning interface with short-term planning
 - And One (1) hour of certification maintenance

If you have other specific questions about S&OP, bring them and bring your boss!

Loughrin, Mike - Lean

Lean is the number one improvement methodology in the world and there are lots of lean presentations. This one kicks it up a notch and explores the challenges of using a lean transformation program to create a sustainable organization.

Participants will:

- Explore how the 5 principles of lean apply to a sustainable organization
- Learn how to evaluate your organization
- Make a commitment to improving your lean transformation

Topics to be explored:

- 5 principles of lean
- Framework for a sustainable organization
- Measuring the cultural transformation
- Assessing your organization

Loughrin, Mike - Lean Certificate Program

Make no mistake - lean is the number one improvement methodology in the world. This Lean Certificate Program will explore the foundational elements of lean.

Participants will:

- Examine how the 5 Principles of Lean provide a framework for creating a sustainable organization
- Understand the Types of Value and the Types of Waste
- Experience the need for and value of Standard Work
- Learn where and when to leverage the power of continuous improvement

Benefits for all:

- If your organization are thinking about lean, then this is for you
- If your organization is struggling with lean, as so many do, then this is for you
- If you hunger for more information on lean, then this is for you
- If you are a lean guru, then come to learn how others are approaching the lean transformation

Special opportunities for all participants:

- Earn a Certificate of Achievement
- Additional online learning after the workshop
- Take an online, after the workshop, and earn the designation of Certified Lean Apprentice

Marquez, Blanca - Manage complex supply chains with simple solutions

In supply chain we love predictability yet today we face quite the opposite. Customers have faster product renewal rates, demand volatility and uncertainty are on the rise, and the market demands shorter lead times and smaller lot size.

Concurrently, tools and technology allow us to manage vast amounts of data – a key input to the supply chain, and the IoT create the temptation of addressing every challenge with complex solutions.

One alternative is to focus on synchronization and agility levers through developing simple solutions for managing complex scenarios. This presentation will propose a LITE model as an alternative to developing processes to allow the organization faster response times and better synchronization with demand.

This presentation will explain the LITE model and share implemented examples implemented in a global manufacturing company.

Mirrielees, Robert - Servant Leadership – An Introduction

A few years ago while interviewing for a project, I was asked what I knew about Servant Leadership, and my lack of a clear answer ended the interview somewhat quickly. Evidently, it was an Order Qualifier for the interviewing manager. In this session, we will cover the origins of Servant Leadership, talk about the 12 core competencies, and do some self-evaluation of ourselves to see where our continuous improvement opportunities may exist. I will also bring some other literature for you to take a look at in case you want to look for some further readings for yourself after the session.

Moya, Omar – The People Side of Change

One of the fields that has evolved the most is supply chain; from the focus to production lines with high volume and low mix models to mass customization; the business models of: "This is my product, with this delivery time at this price If you want" to: "I need this product, and these are the times and target price, Can you do it? If not, sure someone else does.

The way to manage resources has evolved too:

- Materials: Empirical, MRP, MRP II, ERP, ERP in the cloud, ERP SaaS and augmented reality
- Manpower: Taylor, Worker Involvement, Worker Empowerment, High Performance Teams
- Knowledge
- Communication
- Customers
- Suppliers
- Globalization

Change in these aspects is not optional. These are the changes that the market, our competitors and partners in the supply chain are taking. The companies that have best

adapted to these changes and have it as one of their competencies are the ones that have been successful in this evolution.

Moya, Omar – Ready, Shoot, Aim!

In this continuously evolving and changing Supply Chain field, it's too easy to find ourselves trapped in the "analysis-paralysis" vortex trying to find out the very best one size fits all solution based on all these new tools and approaches in the market. In this presentation, we'll find ways to manage the transition to be more doers.

Nemer, Chuck**Ptak, Carol**

At the heart of most supply chains lies a planning tool called Material Requirements Planning (MRP). Invented in the 1950s, codified in the 1960s and commercialized in the 1970s, MRP became THE way of life for supply order generation and synchronization throughout the world. Yet the people that interact with MRP everyday know that something is very wrong. They may not be able to explain exactly why, but they know that if they did exactly what MRP told them to do, it would have disastrous consequences for their company and their career.

What if there was one fatal flaw in MRP that makes it distort the relevant information that planners, companies, and supply chains are desperately seeking? What if correcting this one fatal flaw would allow the promise of MRP to be attained and the bullwhip to be effectively mitigated?

Shea, Duffy**Sherman, Rich – The Digital Revolution****Sherman, Rich – S&OP - How to Avoid the Common Pitfalls of Supply Chain Planning Using Next Gen Technologies**

Accurate supply chain planning is more difficult to achieve than ever before. The pace of change in products, seasons, and consumer taste is unprecedented. The omnichannel age has brought a new level of complexity to patterns of demand. Manufacturers, retailers, and distributors are finding it increasingly difficult to draw on data from multiple sources and turn it into accurate forecasts.

So how do we derive order from this chaos of information? How do we align all parts of the supply chain to create customer-focused organizations that can quickly adapt to shifting demand?

In this session, we'll discuss:

- Common pain points and pitfalls for supply chain planners
- How the lines between planning and execution are beginning to blur



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- The benefits of integrating supply chain planning across the organization (integrating units like finance and sales)
 - How disruptive technologies will shape the supply chain of the future

Tate, Stacy – Supply Chain Tools and Technology (Manufacturing and Distribution)

Barcode and RFID tools can be used in a variety of ways to Track, Control, Monitor, and Improve operations. Do not be satisfied with standard scanning of part and raw material movement, but think outside the box of how these same tools can be used to attack other common problems faced in manufacturing and distribution environments. This session will introduce other features and functionality available to you when you have the right technology.

Tarver, Pat - Customer Focused Supply Chain Management

Supply Chain Management (SCM) was introduced in the 1990's as a buzzword often used by logistics and software providers to describe the integrated network of product, information, and cash flow between the various entities in a supply chain. Supply chain management has crossed over from being a narrow management function to being a key differentiating function. Supply Chain Management focused on the customer is widely recognized as a better way of doing business in a complex global economy. Customer-Focused Supply Chain Management (CFSCM) is a strategic approach to acquiring goods and services. CFSCM is based on the idea that by enhancing your customers' overall satisfaction with your product in the long run, you will improve the profitability and efficiency of your entire enterprise which includes your supply chain partners.

This presentation will provide an insider's view of supply chain management. It offers fundamental knowledge of the functions of SCM and is designed to quickly and effectively educate team members who interact with or support supply chain activities, helping to increase efficiency and generate ideas for improvements. After this course, participants can more fully contribute to the cross-functional and inter-organizational processes of a successful supply chain. Persons who attend this event will leave with a firm understanding of:

- Supply Chains and their Business Environment
- Definition customer-focused SCM
- Key Elements in customer-focused SCM
- Principles of Customer Relations Management
- Value of the Lifetime Customer

Tarver, Pat - Supply Chain Risk Management: Surviving Supply Chain disruptions, Black Swan events and Ethical supply chains

Survival of the fittest...All supply chains carry an element of risk. Risk variables in supply chains are constantly changing. "Expecting the Unexpected" is the mantra for supply chain managers. Our program will provide an overview of supply chain risk management, preventative methods and best practices. Equally important is the issue of ethical supply chains and their impact on our world community. Our program will



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conclude with a review of this important supply chain dynamic. Attendees who attend this presentation will leave with a better understanding of:

- Business environment - 2019
- Definition of supply chain risk
- Common supply chain risks
- 4 Step process for managing risk in the supply chain
- Business continuity and plan implementation
- Security and regulatory concerns
- Ethical Supply Chains

Wenthold, Rita – Category Management

Rita will focus on the Category Management Model of owning the procurement responsibility of not only achieving low cost, but also maintaining high quality, and risk mitigation with Supplier Management. She will use the Supplier Relationship Scorecard Template (SRST) as part of the presentation.

Zampello, Anthony - Demand Plan? CHECK; Supply Plan? CHECK; Now What?

The purpose of this presentation is to dig down into the traditional step 4 [Pre-Executive S&OP Meeting] and step 5 [Executive S&OP Meeting]. First, the stage will be set by a review of the 5 Step Process so everyone is on the same page. Then, for each of steps 4 and 5 there will be a presentation, based on actual implementations, of what the Keys to Success, Barriers to Success and Benefits are of these last two critical steps. The intent here is to leave enough time for a good amount of audience questions involving answers not only from the speaker but also from other attendees.