

APICS VANCOUVER 2017 SUMMIT - PRESENTATIONS

Keynote:

DEBRA SMITH

What's New in Demand Driven?

In her keynote address Debra Smith will share the current state of Demand Driven across the globe and the highlights of her keynote address in Lyon, France at the 2017 Demand Driven World Conference. Using examples from her and her global Channel Partners clients to explain the rules, methodology and tools that define a Demand Driven Adaptive Enterprise and the gains organizations are experiencing and reporting.

Professional Tracks:

DARRYL ANDERSON

How to Engage Logistics Providers Local, Cross Border and International - Tips and Tricks

Managing the potential complexity of today's supply chains and what you can do remain competitive is at the forefront of strategic decision making. Economic and technological forces are dramatically shaping the business environment, whether, your manufacturing operation just relies on the purchase of 3rd party transport services or also interacts with 3PLs and other professionals (freight forwarders and customs brokers, etc.) to serve your customers. At the heart of every resilient supply chain is a network of commercial relationship where all parties need to successfully engage with logistics service providers at a local, cross-border or even international level.

Drawing on his experience and insights from interviewing leading industry executive as a logistics and transport consultant and journalist, Darryl Anderson will lead this fast-paced, highly interactive session. Together with the insights of participant's, a light will be shed on the proactive and collaborative strategies that small manufacturers can use to add value to their supply chains.

Learning Outcomes:

- Illustrate how the perspective of senior managers and logistics executives and industry context affects how they engage with their customers.
- Understand how both the global economy and local customer demands are influencing how logistics and transportation firms structure their services.
- Evaluate how various engagement techniques could be applied to support your small manufacturing company's supply chain improvement initiatives, including the successful sourcing of transportation and logistics services.

MAUREEN SULLIVAN

Procurement and Contract Negotiations: The Good, the Bad and the Ugly

This interactive session explores procurement negotiations, both within and outside of Contract A. We will review key strategies to ensure that negotiations are conducted transparently and effectively, regardless of the model selected. Sample clauses and documents will be used to illustrate different approaches, and we will look at several real life procurement scenarios that

effectively incorporate negotiations.

Learning Outcomes:

- Explore how to structure negotiations both within and outside of Contract A
- Examine specific negotiation clauses and templates
- Review cases where procurement negotiations have resulted in litigation
- Identify pre-RFx steps that can help reduce the scope of negotiations
- Discuss how to ensure fairness during negotiations regardless of the model selected

STEVE BASSAW

Where Will Enterprise Resource Planning (ERP) be in Ten Years?

ERP technology has seemed relatively settled over the last decade or so, but with the advent of cloud, mobile and social / collaboration tools, innovation in ERP technology has shaken up the market recently. The reinvention of what has been traditional Enterprise Resource Planning (ERP) has been a decade-long journey to migrate traditional mega systems to newer innovative platforms.

So where will ERP be in 10 years from now?

- 1- **Cloud first:** Cloud will provide an economical, functional alternative to large-scale ERP deployments (and investments). Cloud will allow flexible “access anywhere” that the traditional on-premise ERP solutions can’t provide.
- 2- **Mobile:** Count on mobile and apps as being heavily involved in the future of ERP. Easier to use, readily accessible information on any device to access information on the go, will be a driving force in ERP.
- 3- **Social collaboration:** Specialization and collaboration will be huge in ERP, with greater social integration and improved communication across the entire supply chain. Collaboration will become more important in certain industries and use cases such as product design, procurement and collaborative demand planning.

Join us for this informative session, where Steve Bassaw, Product Evangelist for SYSPRO Canada will preview the future of ERP and provide insights into how to be prepared for what is to come.

STEVE JACKSON

Going Deep with TOC - Thinking For A Change!

Deep underneath some of the most powerful Theory of Constraints Applications in Industry today -- Supply Chain Management, Production, Project Management, Sales Process Engineering, the Marketing Mafia Offer, Strategic Planning, Health Care -- there lies a suite of extraordinary Thinking Processes."

These Thinking Processes were developed during a series of meetings in Europe, North America & the Middle East by a small team invited by Dr. Eli Goldratt, author of The Goal and originator of the TOC. Known to only a small number of managers and executives today, understood in depth by even fewer, those professionals who DO understand these Processes get to see their world through a vastly different lens than do their peers and competitors.

They understand problems at a deeper level. They see the gaping holes and weaknesses in popular "solutions." They methodically construct unorthodox but practical solutions that anticipate and preempt negative side effects and work around obstacles. They use the Processes to routinely gain buy-in to even big changes; and to communicate in a way that builds broad and deep consensus.

Steve Jackson was one of the original team, working with Eli. In this session, he'll expose the Thinking Processes and help participants gain insights into the TOC's profoundly different perspective on organizations, problems, symptoms and causes.

MARILUISE MULLER

Tuning your Processes – How Incremental Improvements Can Achieve Amazing Results and Transform Your Business

The core principal of Lean is to maximize customer value using minimal resources, with the ultimate goal being to provide perfect value to the customer by using a value creation process free of waste. This may seem like a far-fetched reality; however, this goal can be achieved through incremental improvements to fine-tune your processes and optimize your organization's performance engine.

While individual and small improvements may not seem to have a major impact, their collective drive towards a common goal will provide for large systemic gains; helping your organization become more responsive to customers and improving your organization's competitive performance.

At the heart of incremental change is the notion of continuous improvement or Kaizen, a strategy that builds on the power of collaboration among all employees across all levels of an organization to work together to proactively and regularly improve processes. Kaizen is both a philosophy and an action plan, focusing on the improvement of the day-to-day operations of your business. These improvements are driven by an empowered workforce, improved communication and collaboration across organizational boundaries, and an increase in alignment between the goals of managers and employees.

Discover how to spur a new way of thinking and develop the systems and approaches needed to understand, identify and address opportunities within your organization to fine-tune your processes and help achieve a transformation of your organization.

MICHELE VINCENTI

Ph.D., MBA, M.A. (HOS), CIM, FCSI, STI, CMC, C.I.M., F.CIM, CMgr (UK), F.CMI (UK), CITP

Surviving the Import and Export Landscape

Saying that business is becoming more and more complex is not a euphemism. In fact, due to the fast pace of change, it is a must for the Importers and Exporters to become familiar with the business drivers to catch the opportunities and protect businesses from the external threats.

The role of the customs brokers and the freight forwarders are becoming more and more challenging and require reliable IT support and trained operators. The importer or exporter needs a thorough understanding of the tax legislations, multilateral treaties, a clear supply chain modeling, a customs brokers and freight forwarders list with their area of specialization, cost structure, and network in other countries.

Regardless if you are using the Vendor Managed Inventory (VMI) or the collaborative planning, forecasting and replenishment (CPFR), business needs more than ever to have flexible systems in place to allow them to take advantage of the complex and rapid changes in the import and export arena.

The International Federation of Freight Forwarders, APICS, and FITT are playing an important role to educate the professionals in the industry. Importer and Exporter need to carefully plan their activities and make decisions based not only on financial profitability but also based on reliability and quality of the service if they want to survive.

Importer and Exporter must constantly monitor the regulations written by the International Financial Action Task Force (FATF), the Customs Trade Partnership Against Terrorism (CTPAT), the International Ship and Port Facility Security Code (ISPS Code), the Container Security Initiative (CSI), Partners in Protection (PIP), and the Free and Secure Trade Program (FAST) only to name a few.

Do your homework and the time spent for it will pay off in the long run.

Case Study Tracks:

OTTO FOLPRECHT

Streaming business processes as a result of a successful ERP implementation

Otto will be covering the implementation of Syspro at Beachcomber Spas. He will be talking about this and his other ERP successes. He will focus on best practices and how to leverage your ERP to gain best value.

ALEXANDER RALPH

Senior Manager Supply Chain Operations City of Vancouver.

LEGO CITY

Abstract: Have you ever wondered the logistics behind running and efficiently managing one of the most livable, sustainable, equitable and diverse cities in the world? Join to hear some behind the scenes stories and anecdotes and learn how the APICS best practices and body of knowledge are applied as building blocks to support the operations to provide first class municipal services, so the citizens of Vancouver are convinced that everything is awesome!

CAROLINE OGILVIE

Director of Business Strategy Development - Telus

Using Supply Chain Thinking in a Project Management World

Join Caroline Ogilvie to learn about how TELUS transformed the Sales & Operations Planning model, traditionally used in a production management environment, into Network & Operations Planning (N&OP) used at TELUS today. Key components to their N&OP program include long-

term planning, inventory management and field execution. Caroline will focus her presentation to the long-term planning aspects of N&OP, sharing with the audience key insights where supply chain and production management thinking support and sometimes clash with the project management construct. Expect to hear her speak about scheduling milestones and intervals, capacity planning, risk management and work-in-progress. She concludes with sharing her ideas for future opportunities where supply chain and project managements mindsets can merge.