



Session Time	Session Location	Session Title	Session Description	Session Speaker(s)
Sunday, November 6, 2016				
11:00 am to 6:00 pm	Ambiente Golf Course at The Camelback Golf Club	RVCF Annual Fall Golf Tournament - Sponsored by Compliance Networks	Join us for an afternoon on the course. Pre-registration is required.	
1:00 pm to 3:00 pm	Cholla	GS1 US RFID Peer-to-Peer Leadership Forum	Join fellow retailers and brands in a discussion on the leading retail industry trends, implementation scenarios and deployment uses cases for EPC-enabled item level RFID. This session is intended to help spread the word and build industry adoption for EPC-enabled RFID technology. (This is a Brand and Retailers Only Session.)	Patrick Javick, Director, Industry Development of GS1 US. Remaining speakers to be announced.
2:30 pm to 4:00 pm	Arizona Ballroom C-E	EDI Best Practices For Retailers	Leading a successful EDI program for a retailer can result in a significant improvement in productivity, reduction in error rates and even high moral in the buyer-supplier relationship. In this session we will discuss the best practices of running an EDI department from the B2B, application, infrastructure and most importantly the people perspective.	Michael Kotoyan, Instructor & Founder at EDI Academy
4:00 pm to 5:30 pm	Arizona Ballroom C-E	Automating PO Change in Work Flow Process	A study from the RVCF found that retailers changed orders an average of 4.4 times during the lifecycle of a PO. However, most organizations today handle the PO change process manually. Retailers today are sending out 860 EDI PO Change transactions more often than before. However, the major challenge is for the supplier to automate the 860 PO Change process. Most suppliers are still manually processing the 860 Purchase Order changes. The key to automating change orders is to refining the business rules and processes. In this session we will provide examples of how some suppliers have been able to successfully automate processing of change orders.	Michael Kotoyan, Instructor & Founder at EDI Academy
1:00 pm to 5:00 pm	Arizona Ballroom H-N	Exhibitor Set-Up	Please check in at conference registration to receive additional set-up information. Exhibitors to be set-up and ready for show by 5:00 pm.	
1:00 pm to 5:00 pm	Sonoran Terrace	One-on-One Meetings	SUPPLIER ONLY SESSION: Not to be confused with Retailer Specific Breakout Sessions, One-on-One Meetings provide an opportunity to discuss issues specific to your trading partner relationship. Meetings are pre-scheduled and require retailer approval.	Susan Haupt, Vice President, Operations and Member Services at RVCF
3:00 pm to 6:00 pm	North Registration Desk	Early Registration	Arrive at the Camelback early? Register early and receive your conference name tag and information before the rush.	
3:45pm to 4:00pm	Town Hall	RFID As Easy As 1-2-3	Why is retail adopting RFID at such a fast rate? What you need to know to stay in the race.	Paul Arguin, Senior Director, RFID Development of R-Pac International Corporation and guest lecturers from the R-Pac team.



Session Time	Session Location	Session Title	Session Description	Session Speaker(s)
4:00pm to 4:55pm	Town Hall	Omni-Channel Initiatives & Vendor Compliance Best Practices	Achieve omni-channel while reducing chargebacks and increasing vendor compliance through RFID technology.	Paul Arguin, Senior Director, RFID Development of R-Pac International Corporation and guest lecturers from the R-Pac team
5:00pm to 5:55pm	Town Hall	How to Achieve Retailer Compliance & Increase Speed to Market	Learn how retailer compliance can result in increased speed to market and transparency throughout the supply chain.	Paul Arguin, Senior Director, RFID Development of R-Pac International Corporation and guest lecturers from the R-Pac team.
6:00 pm to 6:30 pm	Arizona Ballroom C-E	First Time Attendee Orientation	First time at a RVCF Conference? Join us for a brief introduction to what to expect at the conference as well as all things RVCF.	Kim Zablocky, Founder and Principal of RVCF
6:30 pm to 7:30 pm	Exhibit Hall	Welcome Reception and Registration	RVCF welcomes all attendees to the Annual Fall Conference! Join us for pre-conference networking in the Exhibit Hall as well as grab your name tag and conference materials before the Monday morning rush.	



Session Time	Session Location	Session Title	Session Description	Session Speaker(s)
Monday, November 7, 2016				
7:30 am to 8:30 am	Exhibit Hall - Arizona H-N	Breakfast	Most important meal of the day! Enjoy breakfast in the Exhibit Area.	
7:30 am to 7:30 pm	Exhibit Hall - Arizona H-N	Exhibit Hall Open	Stop by for your conference name badge and to make sure you know how to access all of your conference information.	
7:30 am to 5:00 pm	North Registration Desk	Conference Registration	Join us for Breakfast, Breaks and Evening Reception as well as learn about our sponsors.	
7:30 am - 7:30 pm	Exhibit Hall	RVCF and Compliance Clearinghouse Websites Tutorial/Overview	The RVCF Booth will be open Monday and Tuesday of the conference. Stop by anytime for a personalized demo or tutorial of the RVCF and Clearinghouse sites. While you're at it, learn about our services and the benefits of RVCF membership!	Evie Hooper, Director, Applications and Communications at RVCF
8:30 am to 9:20 am	Arizona Ballroom AB	RETAIL ONLY: DC Receiving Compliance Survey Presentation and Discussion	Results from our retailer survey around distribution center receiving, auditing, and compliance management best practices will be presented and discussed. This should be a good opportunity to benchmark against survey results and discuss, as a group, how best to identify and capture compliance errors while managing receiving time and costs.	Victor Engesser, Retail Executive Advisor at RVCF
8:30 am to 9:20 am	Arizona Ballroom C-E	SUPPLIER ONLY: Survey Results: Best Practices to Expedite the Investigation & Reconciliation of Deduction Claims	Retail deductions are extremely costly in both time and resources, RVCF is exploring new ways to improve communicating specific information that will be sent by the retailer, allowing suppliers to improve speed of investigation and resolution, RVCF will be presenting the results of this important survey, looking for additional feedback from the group.	Kim Zablocky, Founder and Principal and Evie Hooper, Director, Applications and Communications at RVCF
9:25 am to 10:15 am	Arizona Ballroom AB	RETAIL ONLY: Supplier Portals with Presentations From 3 Panelist Retailers: Kohl's, Stage Stores, & Home Depot	Our three retail panelists will discuss and share what a high quality supplier portal should provide to suppliers and their current thinking about what needs to go into the portal's configuration and navigation.	Dina Pietz, Senior Manager- Vendor Services at Kohl's; Ken Lettre, Vice President of Vendor Compliance & Relations at Stage Stores; Debbie Rich-Walker, Senior Manager of Finance at The Home Depot; Victor Engesser, Retail Executive Advisor at RVCF
9:25 am to 10:15 am	Arizona Ballroom C-E	SUPPLIER ONLY: Supplier Open Forum EXTENDED SESSION	Take advantage of one of RVCF's most popular conference sessions! The Open Forum allows supplier participants to openly discuss issues that are directly affecting them.	Evie Hooper, Director, Applications and Communications at RVCF and Jessica Butler, Principal at Attain Consulting Group
10:15 am to 10:30 am	Exhibit Hall - Arizona H-N	Networking Break	Join us in the exhibit area for a cup of coffee with our sponsors.	



Session Time	Session Location	Session Title	Session Description	Session Speaker(s)
10:30 am to 12:15 am	Arizona Ballroom AB	RETAIL ONLY: (First 10 Minutes of Session: Deduction Policy Review) Retailer Round Table Open Forum	With plenty of time for in-depth conversation we will start out in a round table format so that you can join the specific topic conversations that you are interested in followed by a general Q&A wrap up period. We will also have a quick review of the 2016 Deduction Policy Review during this session.	Victor Engesser, Retail Executive Advisor at RVCF & Evie Hooper, Director, Applications and Communications at RVCF
10:30 am to 12:15 am	Arizona Ballroom C-E	SUPPLIER ONLY: Supplier Open Forum EXTENDED SESSION	Take advantage of one of RVCF's most popular conference sessions! The Open Forum allows supplier participants to openly discuss issues that are directly affecting them.	Evie Hooper, Director, Applications and Communications at RVCF and Jessica Butler, Principal at Attain Consulting Group
12:15 pm to 1:30 pm	Garden Terrace	Networking Lunch	Join us for lunch and enjoy some quality networking.	
12:45pm - 1:25pm (lunch session)	Town Hall	RFID for Beginners	A two-part lunch session to walk you through the latest RFID technology and dive deep into the benefits and use cases of RFID in the retail supply chain. Hosted with our friends at Alien Technologies.	Paul Arguin, Senior Director, RFID Development of R-Pac International Corporation and guest lecturers from the R-Pac team.
1:30 pm to 5:15 pm	Sonoran Terrace	One-on-One Meetings	SUPPLIER ONLY SESSION: Not to be confused with Retailer Specific Breakout Sessions, One-on-One Meetings provide an opportunity to discuss issues specific to your trading partner relationship. Meetings are pre-scheduled and require retailer approval.	Susan Haupt, Vice President, Operations and Member Services at RVCF
1:30 pm to 2:20 pm	Arizona Ballroom AB	2016 ASN Accuracy Study: The Collaborative Quest for Perfection	Advance shipping notice (ASN) and carton content accuracy metrics are not just arbitrary scorecard numbers, they greatly affect operational productivity and in-stock availability. Both retailers and suppliers have a financial stake in achieving greater accuracy and cannot achieve success independently. Join in the discussion about the ongoing quest for perfection as we reveal the key findings from the 2016 ASN study, conducted by Auburn University's Center for Supply Chain Innovation, Compliance Networks, and RVCF.	Brian Gibson Ph.D., Professor of Supply Chain Management at Auburn University
1:30 pm to 2:20 pm	Arizona Ballroom C-E	The Omni-Channel Genie is Out of the Bottle- What's Going Well and What's Going Wrong and What We Can Do About It	Mobile shopping, digital show rooms, free shipping, pick up in store, ship from store. It seems every day there is a new idea for Omni-channel. Retailers and brand suppliers are chasing these ideas at a swift pace, not to be outdone by one another. But fact is most retailers--even the biggest and brightest—are losing money on free and same day shipping. It is worth questioning then do these practices really help with growth? Fact is, retail sales growth is anemic and many retailers have been filing chapter 11. Suppliers are caught in the cross-hairs, expected to do more, with little promise of more sales. In this presentation Bill McBeath will discuss the latest practices and data in the Omni-channel game. Rather than your typical conference presentation on how cool Omni-channel is, we will unmask the underside of these practices and see what is working—and what it not. We will offer some ideas on how suppliers and retailers can hold the line on costs and improve bottom line results in the Omni-game.	B. McBeath, CEO at ChainLink Research, Inc.



Session Time	Session Location	Session Title	Session Description	Session Speaker(s)
1:30 pm to 2:20 pm	Sunshine/Cholla	Retailer Specific Breakout: The TJX Companies	Merchandise Suppliers of this retailer only are permitted to attend. More program details to follow.	Laurie Lyman, Vice President, TJX Logistics Development; Gwen Watters, AVP, Director TJX Merchandise & Vendor Logistics; Gary Levin, TJX Manager of Merchant & Vendor Logistics (East Coast); Paul Katcher, TJX Manager of Merchant & Vendor Logistics (West Coast)
2:25 pm to 3:15 pm	Arizona Ballroom AB	Warehouse Automation: Reduce Fulfillment and Chargeback Costs	<p>Create the Perfect Order with automated picking, packing, and checking. Use automation to reduce expensive error and compliance charges while reducing your labor costs. Order fulfillment technology has moved far beyond "Scan & Pack". Learn about the latest picking, packing, and checking technology and how it can provide your company with the lowest labor costs and least amount of chargebacks from your customers. This seminar is an excellent resource for operations with order accuracy or labeling compliance issues and also, those with excessive labor costs related to order fulfillment.</p> <p>If Direct-to-Consumer orders are slowing your operation down and costing valuable labor hours you will want to attend. Learn how automated picking and packing technologies can be used alongside retail order fulfillment to provide your company the lowest cost per order shipped while assuring compliant and error free shipments.</p>	David Lodwig, Account Executive/ Marketing Director at Conveyco Technologies
2:25 pm to 3:15 pm	Arizona Ballroom C-E	Update on the Product Safety Requirements of the United States and Canada	This session will outline the product safety requirements of the United States and Canada as they apply to manufacturers, retailers and suppliers. With respect to Canada's requirements, we'll focus on the mandatory adverse event reporting requirements of the Canada Consumer Product Safety Act, identify the consumer products that are/are not subject to the rules, the traceability of documentation, confidential business information & personal information, enforcement, and the consequences of non-compliance. The session will provide an overview of the requirements of the U.S. Consumer Product Safety Commission, including testing, certification, reporting, voluntary recalls, & the consequences of non-compliance. We will compare and contrast both product safety regimes, identify recent trends in enforcement, & discuss best practices for corporate compliance.	Melissa Proctor, Shareholder of Polsinelli, P.C.
2:25 pm to 3:15 pm	Sunshine/Cholla	Retailer Specific Breakout: Dillards	Merchandise Suppliers of this retailer only are permitted to attend. More program details to follow.	A. Spence, S. Miller-Watt, T. Arnold and T. Bartolin
3:15 pm to 3:30 pm	Exhibit Hall - Arizona H-N	Networking Break	Join us in the exhibit area for a cup of coffee with our sponsors.	



Session Time	Session Location	Session Title	Session Description	Session Speaker(s)
3:30 pm to 5:15 pm	Arizona Ballroom AB	How to Implement Executive Sales & Operations Planning - 100 Minute Extended Session	<p>The body of the workshop covers in some depth the eleven components of the speaker's recommended implementation pathway:</p> <ol style="list-style-type: none"> 1. Executive Briefing 2. Design Team Selection 3. Kickoff Session 4. Live Pilot Overview 5. Demand Planning 6. Supply Planning 7. Pre-Meeting 8. Executive Meeting 9. Pilot Execution 11. Full Financial Integration <p>Critical success factors are identified, as well as leadership's continuing roles, to sustain a fully implemented Executive SOP process while pursuing continuous process improvements.</p>	Joe Shedlawski, CPIM, President, JFS Associates; Past President of APICS Corporate



Session Time	Session Location	Session Title	Session Description	Session Speaker(s)
3:30 pm to 4:20 pm	Arizona Ballroom C-E	Leveraging the Supply Chain to Drive Sales	Over the past several years AutoZone has embarked on an initiative to improve inventory availability, with the objective of driving sales. The strategy focuses on several key elements, including improving in-stock and making parts available closer to the customer. AutoZone has found success through a combination of delivering stores more frequently and developing Mega Hub stores that offer an expanded parts assortment beyond what exists in current stores. In this presentation, Stephany Goodnight, Vice President of Replenishment for AutoZone, will discuss the evolution of the Inventory Availability initiative, as well as the transformation currently underway in the company's supply chain to execute this strategy.	S. Goodnight, Vice President, Replenishment Customer Satisfaction, AutoZone, Inc.
3:30 pm to 4:20 pm	Sunshine/Cholla	Retailer Specific Breakout: Belk	Merchandise Suppliers of this retailer only are permitted to attend. Guidelines and Requirements from Belk to help develop a great Partnership with our Vendor Community.	Karen Rushforth, Director of EDI; Audra Mitchell-Atkinson, Director of Merchandise Information
3:30 pm to 4:20 pm	Town Hall	How to Achieve Retailer Compliance & Increase Speed to Market	Learn how retailer compliance can result in increased speed to market and transparency throughout the supply chain.	Paul Arguin, Senior Director, RFID Development of R-Pac International Corporation and guest lecturers from the R-Pac team.
4:25 pm to 5:15 pm	Arizona Ballroom C-E	The Evolution of OmniChannel at Stage Stores	Much has been written about the preferred method of fulfilling on-line orders. Truth is, there is no single right answer. Stage has changed its approach as the business grew and technology evolved. Hopefully, those still seeking the answer to "the right approach" can benefit from our learnings.	Gough Grubbs, SVP Distribution/Logistics (Retired) at Stage Stores
4:25 pm to 5:15 pm	Sunshine/Cholla	Retailer Specific Breakout: The Exchange/AAFES	Merchandise Suppliers of this retailer only are permitted to attend. If you are a supplier of The Exchange, this session is a great opportunity to learn more about their upcoming item induction initiatives, vendor requirements, and business processes.	Erin Hamilton, eBusiness Solutions Manager at Army & Air Force Exchange Service
6:00 pm to 7:30 pm	Exhibit Hall - Arizona H-N	Networking Exhibitor Reception	Visit the conference exhibitors, network with fellow attendees and don't forget to complete your Gamify Information for a chance to win a prize!	



Session Time	Session Location	Session Title	Session Description	Session Speaker(s)
Tuesday, November 8, 2016				
7:30 am to 8:15 am	Exhibit Hall - Arizona H-N	Breakfast	Most important meal of the day! Enjoy breakfast in the Exhibit Area.	
7:30 am to 3:30 am	Exhibit Hall - Arizona H-N	Exhibit Hall Opens	Stop by for your conference name badge and to make sure you know how to access all of your conference information.	
7:30 am to 5:00 pm	North Registration Desk	Conference Registration	Join us for Breakfast, Breaks and Evening Reception as well as learn about our sponsors.	
8:15 am to 8:30 am	Arizona Ballroom A-G	Welcome & RVCF Update	An official welcome to the conference! Kim Zablocky will formally welcome us to the RVCF Annual Fall Conference as well as give an overview of what RVCF has planned for 2017.	Kim Zablocky, Founder and Principal of RVCF
8:30 am to 9:20 am	Arizona Ballroom A-G	Managing Conflict (Designed for RVCF Attendees)	<p>An Informative Conference on Managing Conflict designed for RVCF.</p> <p>Program Benefits:</p> <ul style="list-style-type: none"> • Improve self-awareness • Improve customer/supplier relations • Increase productivity • Reduce stress <p>Someone once wrote "there is no such thing as difficult people, only difficult situations". The truth is there are many difficult people in the business world. The trick is to not let them get to you, and to not become one of them. During this dynamic and entertaining program, Barry Elms will demonstrate proven techniques for dealing with business related conflict. Attendees will discover how to diffuse confrontation and find collaborative solutions to conflict related issues. Using real life examples and business related stories Barry will show you how to use the 5 keys to gaining agreement to resolve conflict and strengthen relationships.</p>	Keynote Speaker: Barry Elms, President at Strategic Negotiations International
9:20 am to 9:30 am	Exhibit Hall - Arizona H-N	10-Minute Networking Break	Join us in the exhibit area for a cup of coffee with our sponsors.	
9:30 am to 10:20 am	Arizona Ballroom A-G	50 Shades of Red (Ink)	<p>An informative and entertaining keynote address that chronicles the sometimes humorous, other times tragic, but always discerning adventures of our first-hand experiences working in China over the past several decades with numerous Fortune 500 companies, as well as SMEs. We discuss the keys to success, and provide innovative and creative solutions to many challenges that companies often encounter in China.</p> <p>Using a story-telling approach, this speech provides business people with a variety of examples of how to identify and overcome their challenges, while making the most of the opportunities that their companies encounter as they venture into China to meet the demands in new markets, supply existing markets in new ways, and create strategies for global expansion.</p> <p>This behind-the-scenes talk delivers numerous insights into organizational, operational, managerial, and cultural issues that companies often come across. Instances of government relations, negotiations, organizational development, dealing with the home office, working with lawyers, due diligence, M&A activities, managing a foreign workforce, supply chain management, and others will be touched upon in a unique and memorable way.</p>	Ken Gordon, President; Dan Dionas, Consultant; Hai Yan Zhang, Managing Partner at Gordon Pacific, LLC



Session Time	Session Location	Session Title	Session Description	Session Speaker(s)
10:20 am to 10:30 am	Exhibit Hall - Arizona H-N	10-Minute Networking Break	Join us in the exhibit area for a cup of coffee with our sponsors.	
10:30 am to 11:20 am	Arizona Ballroom A-G	The Future of Retail in an Omni-Channel World	<p>Consumers have already crossed the chasm ... omni-channel is their new normal behavior. omni-channel is not just a trend, it is a fundamental paradigm shift in how consumers shop worldwide. Today's consumers shop anytime and anywhere they choose. They are not dependent upon a specific retailer destination for product, price, or purchase.</p> <p>What makes omni-channel so challenging is that many retailers have historically been organized to "sell things". Retail functions have been organized for efficiency in silos: merchandising, store operations, distribution. Many retailers have also organized e-commerce separately from stores. These paradigms no longer align with how consumers shop and purchase today.</p> <p>A retail sale is no longer "purchase event" that just occurs a place called a store. For today's consumer, a purchase is now a continuous journey across both digital and physical.</p> <p>Consumers now control their own experience. In fact, they have quite literally become the new "POS" (Point of Sale). They decide when they shop, where they shop, how they will pay, and where they prefer to take delivery. Consumers now vote daily on based upon which retailers provide them with a seamless experience before, during and after the "sale".</p> <p>The future of retail is literally being rewritten by geography. Daily fulfillment is not nearly enough in Shanghai when you can quite literally get anything delivered in two hours! We look forward to sharing the "best of the best" from the eyes of the consumers around the world.</p> <p>This session will highlight how successful retailers are adapting to major omnichannel trends:</p> <ul style="list-style-type: none"> Consumer decision to purchase is a process, not an event. Shopping is a continuous experience which transcends time and physical space. Place is not a "store", but where the consumer is purchasing at a moment in time. How retailers can capitalize on Consumers as the new POS. Opportunities to monetize value by creating a relationship that transcends a "sale". 	C. Petersen, CEO, Integrated Marketing Solutions
11:20 am to 11:30 am	Exhibit Hall - Arizona H-N	10-Minute Networking Break	Join us in the exhibit area for a cup of coffee with our sponsors.	



Session Time	Session Location	Session Title	Session Description	Session Speaker(s)
11:30 am to 12:20 pm	Arizona Ballroom A-G	How to Survive the Next 3 Years in Retail - Growing Revenues by Understanding the Human Element	Latest U.S. consumer market trends and how retailers and manufacturers need to pivot and evolve into multi-channel servants the consumer. As more and more firms are missing sales projections, marketers and financial forecasters must recognize that consumer future intentions and emotions are a necessary component in understanding and forecasting today's dynamic market. Successful firms are turning these insights into better models and marketing programs. Shoppers (i.e., people) – the same ones who buy and represent 70% of the U.S. economy – are a key component usually overlooked in historical based models and marketing practices. By integrating consumer intentions into predictive models and marketing programs, we get a better vision of where they are going and how to compete for their business.	Phil Rist, EVP – Strategic Initiatives, Prosper Insights & Analytics
12:20 pm to 1:30 pm	Garden Terrace	Networking Lunch	Join us for lunch and enjoy some quality networking.	
12:45pm - 1:25pm (lunch session)	Town Hall	RFID for Beginners	A two-part lunch session to walk you through the latest RFID technology and dive deep into the benefits and use cases of RFID in the retail supply chain. Hosted with our friends at Alien Technologies.	Paul Arguin, Senior Director, RFID Development of R-Pac International Corporation and guest lecturers from the R-Pac team.
1:30 pm to 5:15 pm	Peace Pipe Patio	One-on-One Meetings	SUPPLIER ONLY SESSION: Not to be confused with Retailer Specific Breakout Sessions, One-on-One Meetings provide an opportunity to discuss issues specific to your trading partner relationship. Meetings are pre-scheduled and require retailer approval.	Susan Haupt, Vice President, Operations and Member Services at RVCF
1:30 pm to 2:20 pm	Arizona Ballroom C-E	The SOP of POS	What's your Standard Operating Procedure for using POS data? Are you a retailer sharing data, waiting for results? Are you a vendor cranking out hours per week trying to wrap your head around all of this information? What value comes out of this process? Is it helping your business the way it should? In this session, hear how retailers and vendors can FLIP the usual process of managing point of sale data around to get RESULTS.	Jennifer Freyer, Director of Sales and Marketing, Accelerated Analytics
1:30 pm to 3:15 pm	Arizona Ballroom AB	Using Excel to Manage Deductions (Creating a Dashboard and Other Tips & Shortcuts) - Extended Session	Most of us use Excel as part of our day-to-day job activities. For many people, Excel is their primary tool for managing and reporting deductions. How proficient an Excel user would you consider yourself? Do you routinely use Pivot Tables for your deduction reporting and Vlookup functionality to efficiently consolidate information from multiple spreadsheets? Did you know that Excel has a 'Text to Speech' function that can help you validate spreadsheet information and reduce data entry errors? Do you routinely generate a 1 page "Deduction Dashboard" for senior management? This information-packed session will guide you through the use of Pivot Tables as well as the Vlookup function and walk you through the key data elements you should be tracking to effectively manage deductions. Jessica Butler, a well-known authority in the area of deduction management will share strategies and provide examples you can use to develop a 1 page actionable Deduction Dashboard for senior management as well as other Excel features, functions and shortcuts.	Jessica Butler, Principal at Attain Consulting Group
1:30 pm to 2:20 pm	Sunshine/Cholla	Retailer Supplier Breakout: Burlington Stores	Merchandise Suppliers of this retailer only are permitted to attend. More program details to follow.	Michael Abruzzi, Director of Vendor Relations at Burlington Stores, Inc.



Session Time	Session Location	Session Title	Session Description	Session Speaker(s)
2:25 pm to 4:20 pm	Arizona Ballroom C-E	Retailer Specific Breakout: Kohl's EXTENDED SESSION	Merchandise Suppliers of this retailer only are permitted to attend. More program details to follow.	Phil Godden, VP Logistics; Brendan McKaskey, Director of Logistics; Dina Pietz, Senior Manager-Vendor Services; Tiffany Zakrzewski, Supply Chain Executive at Kohl's
2:25 pm to 3:15 pm	Sunshine/Cholla	Retailer Specific Breakout: Dick's Sporting Goods	Merchandise Suppliers of this retailer only are permitted to attend. More program details to follow.	Manager of Vendor Relations at Dick's Sporting Goods
3:15 pm to 3:30 pm	Exhibit Hall - Arizona H-N	Networking Break	Join us in the exhibit area for a cup of coffee with our sponsors.	
3:30 pm to 4:20 pm	Arizona Ballroom AB	China: Options for Investment, Trade, Setting-Up a Business & Successfully Running It	<p>So you want to do business in China. This session discusses: options for investment; setting-up a business; trade; running your business successfully; and effectively coordinating with and educating the home office.</p> <p>Time permitting, we will discuss:</p> <ul style="list-style-type: none"> · what your organization needs to know and do before you go – including risk/readiness assessments, due diligence, available resources, etc. · entry strategies -- when starting a business in China, many choices have to be made. One of the first tasks is to determine the entry strategy and decide on the legal structure. · What type of organizational form should my business take – do you want to enter China with a Joint Venture (JV), a Representative Office (RO), a Wholly Foreign Owned Enterprise (WFOE), or will you choose to trade? What are the characteristics, advantages/disadvantages of each? · prior to setting up any form of business, the following topics should be fully vetted and risk analysis should be performed: IP, trademarks, various forms of financing foreign trade, human capital, site location analysis (in some cases), etc. This inward look should help companies realize that wanting to go has to be supported with commitments that need to be addressed upfront. · the steps your company needs to take in setting up a WFOE, both pre-license procedure– what happens before the company formally exists, and post-license procedure – what happens after the company formally exists. · what you need to know and do once you are in China. Regardless of your choice of entry strategies, the set-up procedures can be a lengthy and complex process, and many procedures and documents need to be prepared. · various Business Models when trading with China – including using agents, distributors, or setting up your own business to trade with China. Also, tax considerations when importing or exporting are considered. · keys to successfully running your business once it is up and running · how to effectively coordinate with the home office, managing their expectations, and making them aware of the 'how and why' doing business with China is very different from doing business in the USA. 	Ken Gordon, President; Dan Dionas, Consultant; Hai Yan Zhang, Managing Partner at Gordon Pacific, LLC
3:30 pm to 4:20 pm	Sunshine/Cholla	Nordstrom, Allen Edmonds & Drop Ship: Peace, Love and Drop Shipping	Drop shipping is not just another fulfillment model. You are replacing what used to be a B2B commit-to-buy discussion with a commit-to-integrate discussion. Both suppliers and retailers need to understand the now virtual dynamic and changed nature of their relationship and work together to allocate resources to handle different business processes and new technology requirements. The words Vendor & Dealer carry with them friction and frustration. Come join Nordstrom, Allen Edmonds and Dsco as they discuss how smart companies only use the word Trading Partner; and they mean it.	C. Koeppel, Fulfillment Services Manager at Nordstrom Direct; M. Hopkins, Vice President - Head of Wholesale at Allen Edmonds; J. Hanks, Founder & CEO at Drop Ship



Session Time	Session Location	Session Title	Session Description	Session Speaker(s)
3:30 pm to 4:20 pm	Town Hall	Omni-Channel Initiatives & Vendor Compliance Best Practices	Achieve omnichannel while reducing chargebacks and increasing vendor compliance through RFID technology.	Paul Arguin, Senior Director, RFID Development of R-Pac International Corporation and guest lecturers from the R-Pac team.
4:25 pm to 5:15 pm	Arizona Ballroom AB	RETAIL ONLY: 5 Keys for Customer Experience & Omni-Channel Success	In an omnichannel world, customers no longer distinguish between stores & online. They're searching for a personalized experience with convenience, choice & control-any time & everywhere. These changing consumer expectations pose major challenges, as well as opportunities for retailers who can execute an omnichannel experience. There are at least 5 critical elements of customer experience: they choose when to shop, where to order, how to purchase, how to pay, and where to take delivery. There is no "silver bullet" or a single solution. The most successful retailers are capitalizing on 5 critical dimensions for omnichannel success. Are these success factors are on your strategic checklist? This session will provide you with case examples of how retailers large and small are successfully adapting to thrive in an omnichannel world.	C. Petersen, CEO, Integrated Marketing Solutions
4:25 pm to 5:15 pm	Arizona Ballroom C-E	Adoption of Images and Attributes	In this session we will review current adoption rates of the GS1 Image and Extended Attributes with vendors in relation to Retailers requests. During this session we will: <ul style="list-style-type: none"> Review current adoption rates Highlight where we are seeing success and challenges Panel discussion on the challenges vendors are facing meeting these new requirements Give an update as to the current status of the GS1 workgroup 	Marty Hahn –Dick's Sporting Goods, Coby Sparks – J Renee, Audra Mitchell-Atkinson – Belk, Don Wiener, Michelle Covey – GS1 Moderator
4:25 pm to 5:15 pm	Sunshine/Cholla	Best-in-Class Onboarding and Vendor Collaboration	From a complicated setup process to manual data entry to missing information, a variety of issues motivate retailers to explore new portal solutions. Ideally, a registration tool that encompasses all aspects of the business with the ability to efficiently handle multiple types of setups while reducing paper, emails and incomplete data. Learn how organizations are accomplishing their goals to streamline onboarding while increasing compliance.	Helen Tueffel, Vice President, Global Retail Sales at APEX Analytix and Kevin Harris, Director, Compliance Networks
6:00 pm to 9:15 pm	Sonoran Terrace - Dinner Arizona Ballroom H-N - Casino Night	Casino & Election Night - Networking Dinner	Dinner, Cocktails, Gambling for Prizes, and Networking; All while we watch and wait for the Presidential Election Results! Buffet dinner starts at 6:00 pm on the Sonoran Terrace and the Casino Night doors open at 6:30 pm.	



Session Time	Session Location	Session Title	Session Description	Session Speaker(s)
Wednesday, November 9, 2016				
7:30 am to 8:30 am	Camelback Patio	Breakfast	Most important meal of the day!	
8:30 am to 11:20 am	Sonoran Terrace	One-on-One Meetings	SUPPLIER ONLY SESSION: Not to be confused with Retailer Specific Breakout Sessions, One-on-One Meetings provide an opportunity to discuss issues specific to your trading partner relationship. Meetings are pre-scheduled and require retailer approval.	Susan Haupt, Vice President, Operations and Member Services at RVCF
8:30 am to 10:15 am	Arizona Ballroom AB	GS1 US Open Industry Engagement Meeting	Join fellow retailers and brands in a discussion on the leading topics in the Retail Industry. This session is intended to help foster discussions between trading partners and to update attendees on the current work streams of the GS1 US Apparel and General Merchandise Initiative Workgroups.	Michelle Covey, Vice President, Retail Apparel and General Merchandise at GS1 US
8:30 am to 9:20 am	Arizona Ballroom C-E	Retail Debit Balance Panel	There has to be a better way of handling retail debit balances, right? Last year, the Accredited Standards Committee X9 formed a diverse work group of retail industry practitioners including major retailers, suppliers and service providers who collaborated to develop and document best practices for managing retail debit balances. The resulting technical report describes a consistent approach for standardizing retail debit balance handling from everyone's perspective, including method and timing of notification, recommended supporting documentation and resolution timing. During this interactive session, panel members will share some of the key best practices and encourage a lively discussion with audience participation and feedback. Will following these best practices reduce headaches and pain points currently attributed to retail debit balances? Learn how to leverage this unique collaborative effort. The report is available as a free download at this link: https://x9.org/standards/remittance-coalition/	Jessica Butler, Principal at Attain Consulting Group; Donella Lyles, Deduction Resolution Analyst and Senior Credit Analyst at The Apparel Group; Jennifer Benson, Accounting Sr Mgr II - Supplier Relations at JCPenney
8:30 am to 9:20 am	Salon G	Top Chef of A/P: Best Practices Workshop for Retail A/P and Procure to Pay	In this highly-interactive workshop, you will develop prize-winning solutions based on ingredients (challenges and opportunities) and objectives. As we all know, retail disbursements and procure-to-pay has a unique set of issues – from sheer volume and complexity of transactions, to system, process, and staffing considerations. In advance of the session, we'll collect your hot topics and serve up an exercise that will be both fun and valuable to the participants. We will divide the group into teams, each led by an executive chef, who will cook up the solutions. The best dish will be judged by an objective panel, and the winning team members will each win a special culinary prize – a gourmet food basket from Wine Country Baskets.	Hosted and facilitated by Helen Tueffel of APEX Analytix, in partnership with Kim Zablocky of RVCF
8:30 am to 9:20 am	Cholla	Omni-Channel Initiatives & Vendor Compliance Best Practices	Achieve omnichannel while reducing chargebacks and increasing vendor compliance through RFID technology.	Paul Arguin, Senior Director, RFID Development of R-Pac International Corporation and guest lecturers from the R-Pac team.
9:25 am to 10:15 am	Arizona Ballroom C-E	Co-Hosted Presentation & Group Discussion Around "Drop Ship Compliance"	Evie and Victor will share the results from our summer survey of both retailers and suppliers and then we will transition over to round table working groups to brainstorm and discuss areas of opportunity that could help partners grow this important business process.	Victor Engesser, Retail Executive Advisor and Evie Hooper, Director, Applications and Communications at RVCF
9:25 am to 10:15 am	Salon G	Retailer Specific Breakout: Neiman Marcus	Merchandise Suppliers of this retailer only are permitted to attend. More program details to follow.	Jill Barron, Vice President, Supply Chain; Jeremy Hazlewood, Manager of Vendor Compliance & Receiving Office; Julie Macey, Corporate EDI Manger at Neiman Marcus



Session Time	Session Location	Session Title	Session Description	Session Speaker(s)
9:25 am to 10:15 am	Cholla	How to Achieve Retailer Compliance & Increase Speed to Market	Learn how retailer compliance can result in increased speed to market and transparency throughout the supply chain.	Paul Arguin, Senior Director, RFID Development of R-Pac International Corporation and guest lecturers from the R-Pac team.
10:15 am to 10:30 am	Arizona Ballroom Foyer	Networking Break	Join us in the Arizona Ballroom Foyer for a cup of coffee with our sponsors.	
10:30 am to 11:20 am	Arizona Ballroom AB	Learn How Workflow & Collaboration Tools Can Deliver Superior Results From Your Credit and AR Department	<p>Workflow Technology is the single most impactful “piece of technology” you can introduce to your department in order to accomplish more with less. Adding staff is often not an option nor is it a solution to many of your challenges related to “volumes of transactions.”</p> <p>We all know how workflows helpful in our personal or business lives. At home, your morning routine has a workflow built around it. Wake up, walk the dog, make coffee, hit the treadmill... you get the idea. Very controlled, predictable workflow and results. Now think about the workflows in your business life. Some controlled by phone calls, some with a trail of emails and some built with the help of computer systems. As Credit Professionals the volume of transactions flowing through your department on a daily basis can be staggering. Without defined, system controlled workflows that automatically push transactions to the responsible parties throughout your organization the processes will ultimately come to a grinding halt with limited success.</p> <p>This session will illustrate how workflow can drive efficiency, enforce controls and lower operating costs for your Credit & AR Department.</p>	Tom Materasso, VP, Product at Smyyth, LLC.
10:30 am to 11:20 am	Arizona Ballroom C-E	The Cost of Handling E-Commerce Orders	<p>Drop-shipping is becoming increasingly important for firms to provide their customers whatever they want at their highest convenience. However, the economics of drop-shipping remain poorly understood.</p> <p>We present the results of two studies that offer complementary views on the economics of drop-shipping. In the first study, we use transactional data from one vendor selling seasonal products through both wholesale and drop-shipping channels. In the second study, we use transactional data of multiple vendors operating exclusively through the drop-shipping channel. We use the findings of our studies to develop a financial model of drop-shipping for the RVCF members.</p>	Annibal C. Sodero, Ph.D., Assistant Professor of Supply Chain Management in the Sam M. Walton College of Business at the University of Arkansas
10:30 am to 11:20 am	Salon G	Amazon Round Table Discussion	This forum will focus on the challenges of doing business with Amazon.	Evie Hooper, Director, Applications and Communications at RVCF
12:15 PM - 12:30 PM	Outside next to Arizona Ballrooms	Transportation to Dillard's DC Tour	Meet for transportation to the Dillard's DC Tour at 12:15 pm. Transportation between the Camelback Inn and the DC. Prior registration is required. The tour will take place from 1:00pm - 3:00pm local time. Plan to be back at hotel between 3:30 pm - 4:00 pm.	