



Session Time	Session Location	Session Title	Session Description	Session Speaker(s)
Sunday, November 5, 2017				
11:00 am to 6:00 pm		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 5:00 pm	Grand Saguaro South	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.	
2:00 pm to 5:00 pm	Sunset 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 Desert Ridge early? Register early and receive your conference name tag and information before the rush.	
3:45pm to 4:00pm	Grand Canyon 12-13	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
4:00pm to 4:55pm	Grand Canyon 12-13	Omni-Channel Initiatives & Vendor Compliance Best Practices Using RFID	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	Grand Canyon 12-13	How to Achieve Retailer Compliance and Increase Speed to Market While Gaining Process Improvements In Your Supply Chain Using RFID	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
6:30 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 6, 2017				
7:30 am to 8:30 am	Grand Saguaro South	Breakfast	Most important meal of the day! Enjoy breakfast in the Exhibit Area.	
7:30 am to 8:30 am	Grand Saguaro South	Exhibit Hall Opens	Join us for Breakfast, Breaks and Evening Reception as well as learn about our sponsors	
7:30 am to 8:30 am	North Registration Desk	Conference Registration	Stop by for your conference name badge and to make sure you know how to access all of your conference information.	
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	Grand Canyon 3-5	RETAIL ONLY: Building A Supplier Relationship Management Program From the Ground Up	Building a Supplier Relationship Program From the Ground Up – Whether you are just beginning to build a vendor relations program, or are well on your way, this presentation will introduce best practices to help along the journey. This presentation will cover the entire vendor relations scope from the Vendor Guide through to building a scorecard.	Marty Hahn, Vendor Relations Management Executive at GNC
8:30 am to 9:20 am	Grand Saguaro North	SUPPLIER ONLY: Managing Amazon From A Vendors Perspective	<i>**Attendees specific issues with Amazon will not be addressed: However, solutions to those issues may be highlighted in Ortega's presentation**</i> Get the inside scoop on building your brand on Amazon...from former Amazonians. The Ortega Group team will shed some light on common mistakes and share tips and tricks on building and protecting your brand on Amazon. Should you sell your products on Amazon? What does your Amazon presence say about your brand? What does a customer "see" when they your Amazon product pages? Get the answers to these questions as well as other tips and tricks to selling on Amazon.	Adam Ortega, Managing Partner at Ortega Group and Phil Stolt, Managing Partner of Ortega Group
9:25 am to 10:15 am	Grand Canyon 3-5	RETAIL ONLY: When Buyers and Suppliers Win: Configurable Portals for Supplier Information Management and Working Capital Optimization	In competitive sports, there is only one winner. Fortunately, in the world of touchless supplier onboarding and management, both buyers and suppliers can win. Featuring a case study by Lisa May, Manager - FedEx Services Vendor Administration & Management, this session will define and demonstrate what touchless supplier management looks like From both supplier and buyer perspectives. Topics of adoption, ease-of-use, thorough vetting and ongoing vendor master integrity will be discussed.	Helen Tueffel, VP Global Retail Sales and Danny Thompson, SVP, Market and Product Strategy at Apex Analytix
9:25 am to 12:15 pm	Grand Saguaro North	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	Networking Break	Join us in the exhibit area for a cup of coffee with our sponsors.	
10:30 am to 12:15 pm	Grand Canyon 3-5	RETAIL ONLY: 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.	Victor Engesser, Retail Executive Advisor at RVCF
12:15 pm to 1:30 pm	Sunset Lawn	Networking Lunch	Join us for lunch and enjoy some quality networking.	



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12:45 pm - 1:25 pm - Lunchtime Session	Grand Canyon 12-13	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	Sunset 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	Grand Canyon 1-2	DiCentral and Sun & Ski Discuss Drop-Ship	DiCentral's Peter Edlund, will interview Sun & Ski's Jennifer Skeen, Vice President of Omnichannel & Marketing, about omnichannel fulfillment. The discussion will talk to Ms. Keen's experience gearing up to fulfill through dropship and its impact on her vendors, but also will include the many considerations she needed to evaluate as a part of Sun & Ski becoming more of an omnichannel retailer. These considerations include the why to dropship, the concerns/challenges Sun & Ski faced vs. the vendors did to respond, how she's measuring effectiveness, and much more. If dropship is on the horizon or you're in the process of becoming a dropship company this session will talk to you. This session is also great for those considering the dynamics surrounding dropship.	Peter Edlund, Senior Vice President of Global Marketing at DiCentral
1:30 pm to 2:20 pm	Grand Canyon 3-5	Drop Ship/Direct-to-Consumer Panel Discussion	Panelists will share their experiences, tips, and challenges regarding the handling of drop ship orders.	Evie Hooper, Director, Applications and Communications at RVCF; Meghan Blakeman - Compliance Supervisor, Samsonite LLC; Chris Clark - Director, Customer Operations, Clarks Americas, Inc.; Doug Varga - Vice President, Information Technology, Barrett Distribution Centers; Elise Foley - Compliance Specialist Under Armour, Inc.
1:30 pm to 2:20 pm	Grand Canyon 9-11	Retailer Specific Breakout: Burlington Stores	A must attend for Merchandise Suppliers of this Retailer. Burlington Stores will be presenting current and upcoming 2018 initiatives.	Michael Abruzzi, Director of Vendor Relations at Burlington Stores, Inc.
2:25 pm to 3:15 pm	Grand Canyon 8	Supply Chain Implications Associated With Implementing Omni-Channel	In the latest hype and promise associated with Omni Channel Retailing there has been a strong drive towards implementing drop shipments where suppliers send shipments directly to retailer's customers without the product ever being handled by the retailer. However many questions associated with drop shipping are still unanswered. This interactive workshop will include early findings from both retailers and suppliers and will allow the audience to share their own experience. This research study is being conducted by Professor Zacharia [Lehigh University] and DiCentral. Be prepared to learn and contribute to this new and ever growing focus area in the retail industry.	Zach Zacharia, Ph.D., Associate Professor and Director of the Center for Supply Chain Research at Lehigh University
2:25 pm to 3:15 pm	Grand Canyon 3-5	Retailer Specific Breakout: Neiman Marcus Group	A must attend for Merchandise Suppliers of this Retailer. Neiman Marcus Group will be presenting current and upcoming 2018 initiatives.	Jill Barron, Vice President, Supply Chain; Jeremy Hazlewood, Manager of Vendor Compliance & Receiving Office; Julie Macey, Corporate EDI Manger at Neiman Marcus
2:25 pm to 3:15 pm	Grand Canyon 9-11	Retailer Specific Breakout: Dick's Sporting Goods	A must attend for Merchandise Suppliers of this Retailer. Dick's Sporting Goods will be presenting current and upcoming 2018 initiatives.	Jill Martin, Sr. Director Vendor Relations at Dick's Sporting Goods



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3:15 pm to 3:30 pm	Exhibit Hall	Networking Break	Join us in the exhibit area for a cup of coffee with our sponsors.	
1:30 pm to 2:20 pm	Grand Canyon 1	SESSION ONE: Design Thinking in Retail - Delivering Value Through Innovation Moderated by Jeff Warren	Companies face design challenges every single day, from designing new products to creating new experiences for their consumers or finding efficiencies with their trading partners. Business leaders are constantly being asked to do more with less. The challenges companies are confronted with are real, complex, and varied. And they are exacerbated in today's environment of increased competition and constant change. As such, they require new perspectives, new tools, and new approaches. Learn in this session how Design Thinking can address these challenges, and how retailers and manufacturers can use Design Thinking to become agents of change within their industries and use innovation to deliver value to their customers and employees.	Moderated by Jeff Warren, President – Barkley Consulting Group
2:25 pm to 3:15 pm	Grand Canyon 1	SESSION TWO (REPEAT) Design Thinking in Retail - Delivering Value Through Innovation Moderated by Jeff Warren	Companies face design challenges every single day, from designing new products to creating new experiences for their consumers or finding efficiencies with their trading partners. Business leaders are constantly being asked to do more with less. The challenges companies are confronted with are real, complex, and varied. And they are exacerbated in today's environment of increased competition and constant change. As such, they require new perspectives, new tools, and new approaches. Learn in this session how Design Thinking can address these challenges, and how retailers and manufacturers can use Design Thinking to become agents of change within their industries and use innovation to deliver value to their customers and employees.	Moderated by Jeff Warren, President – Barkley Consulting Group
3:30 pm to 4:20 pm	Grand Canyon 1	SESSION THREE: Design Thinking Roundtable – Implementing Design Thinking in the Retail Industry Moderated by Jeff Warren	Design Thinking is an innovative approach to solving problems or developing ideas that embraces empathy, inspires creativity, and encourages action. It is a new way of thinking that forward-thinking companies use in their strategic and operational planning. In this session, join members of the manufacturing and retail sectors to discuss ways to use Design Thinking in the retail industry, and brainstorm potential collaborative efforts to improve communication, increase efficiencies, streamline processes, and reduce costs.	Moderated by Jeff Warren, President – Barkley Consulting Group
3:30 pm to 4:20 pm	Grand Canyon 8	Amazon Operational Overview	**Attendees specific issues with Amazon will not be addressed: However, solutions to those issues may be highlighted in Ortega's presentation** Operating your Amazon business efficiently and effectively. Ortega Group will take you on a crash course of how to manage Chargebacks, Shortages, Invoicing, PO Management and Catalog issues. Also learn to navigate Vendor Central more successfully from former Amazonians.	Adam Ortega, Managing Partner at Ortega Group and Phil Stolt, Managing Partner of Ortega Group
3:30 pm to 4:20 pm	Grand Canyon 3-5	The Connected Value Chain: Facing the New Realities in Retail - TrueCommerce	Regardless of whether you're a brick and mortar retailer, a pure play internet retailer or a hybrid of both, the supply chain touches your business in a meaningful way. With the growing expectations of today's customer, you can either leverage technology to make the supply chain a competitive differentiator or stand pat and hope for the best. Former GE CEO, Jack Welch, once said "You've got to eat while you dream. You've got to deliver on short-range commitments, while you develop a long-range strategy and vision and implement it." During this session Steve Norris will walk the audience through four key technology trends that are influencing the "digital transformation" that successful businesses in all industries are facing: <ul style="list-style-type: none"> • Human Design – the Consumerization of IT • Big Data / Analytics • Smart Devices / the Internet of Things • The Network Effect – Connecting to Everyone 	Steve Norris, Director, Supplier Management, TrueCommerce



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3:30 pm to 4:20 pm	Grand Canyon 9-11	Retailer Specific Breakout: Saks Fifth Avenue, Hudson's Bay Company and Lord & Taylor	A must attend for Merchandise Suppliers of this Retailer. Saks Fifth Avenue, Hudson's Bay Company and Lord & Taylor will be presenting current and upcoming 2018 initiatives.	Sara Polworth, Director - Supplier Relationship Management and Beth Busbee, Director, Accounts Payable at Hudson's Bay;
3:30 pm to 4:20 pm	Grand Canyon 12-13	How to Achieve Retailer Compliance and Increase Speed to Market While Gaining Process Improvements In Your Supply Chain Using RFID	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	Grand Canyon 8	Navigating the Complex Patchwork of State Chemical Safety Laws	Proposition 65 and guidance on associated warning regulations	Melissa Jones, Partner at STOEL RIVES LLP
4:25 pm to 5:15 pm	Grand Canyon 3-5	2nd Biannual Study on State of Retailer-Vendor Supply Chain Relationships	What is the state of retailer and vendor/supplier relations today? Is it getting better and more collaborative - or heading the other way? What are the trends in chargebacks and deductions? Is the focus on improving supply chain performance - or something else? Supply Chain Digest recently conducted its 2nd biannual survey of retailers and vendors on these and many other topics. Join us in this session as we review the just completed 2017 survey results and discuss their meaning with a panel of experts.	Dan Gilmore, Chief Editor of Supply Chain Digest; Victor Engesser, Retail Executive Advisor, RVCF; Greg Holder, CEO & Founder, Compliance Networks; David Schneider, President - Force Multiplier, David K Schneider & Company, LLC
4:25 pm to 5:15 pm	Grand Canyon 9-11	Retailer Specific Breakout: JCPenney	A must attend for Merchandise Suppliers of this Retailer. JCPenney will be presenting current and upcoming 2018 initiatives.	Rick Bhakta, Sr Manager – Enterprise Ordering Merchandise Operations Information Technology; Jackie Kimble, Supply Chain EDI Project Manager at JCPenney
6:00 pm to 7:30 pm	Grand Saguaro South - Exhibit Hall	Networking Exhibitor Reception	Join us for drinks and hors d'ouerves as you visit the conference exhibitors and network with fellow attendees.	



Session Time	Session Location	Session Title	Session Description	Session Speaker(s)
Tuesday, November 7, 2017				
7:30 am to 8:15am	Grand Saguaro South	Breakfast	Most important meal of the day! Enjoy breakfast in the Exhibit Area.	
7:30 am to 8:15am	Grand Saguaro South	Exhibit Hall Opens	Join us for Breakfast, Breaks and Evening Reception as well as learn about our sponsors	
7:30 am to 8:15am	North Registration Desk	Conference Registration	Stop by for your conference name badge and to make sure you know how to access all of your conference information.	
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
8:15 am to 8:30 am	Grand Canyon 6-7	Welcome and 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 2018.	Kim Zablocky, Founder and Principal of RVCF
8:30 am to 10:20 am	Grand Canyon 6-7	Learn How To Present to Sell Change & Communicate with Diplomacy & Tact	<p>Present to Sell Change</p> <ol style="list-style-type: none"> Plan and prepare presentations to sell change Structure presentations for logical, productive outcomes Engage participants in exchanging ideas and opinions Facilitate the process efficiently and respectfully <p>Many business presentations today are less about talking and presenting, and more about listening, gaining input, and selling change. As the scope of your responsibility increases, as well as your number of clients, suppliers, and team members, you are more and more dependent on your ability to get your team partners to freely exchange their knowledge, ideas, experience, and opinions.</p> <p>Context</p> <p>One of the most common and critical types of business presentations is the presentation to gain input and sell change. Rather than being a one-way delivery of information, this presentation seeks involvement from the participants and relies on getting productive outcomes to move processes forward. By its nature, this type of presentation requires flexibility on the part of the presenter, and a willingness to allow the process to unfold without dominating the discussion with your own opinions. This module examines the role of the facilitator in getting ideas and opinions into the open. You will learn a structure that allows you, as the facilitator, to remain in control, move the presentation along, and encourage relevant discussion. You review the ways that careful planning and preparation can make this type of presentation efficient and productive. You consider the people side of presenting to gain input, including facilitation principles that earn the respect and cooperation of your listeners.</p> <p>Communicate with Diplomacy & Tact</p> <ol style="list-style-type: none"> Respond to difficult situations in a confident, diplomatic, and tactful way Give and receive feedback without eliciting negative emotions Apply mediation techniques to find common ground among opposing viewpoints <p>Summary</p> <p>This module gives participants the opportunity to practice dealing with trying situations in a confident and diplomatic way. They will learn to speak honestly and tactfully, give and receive constructive feedback, and use mediation skills to help others find common ground when holding opposing viewpoints.</p>	1. Ken Beyersdorf, President at Dale Carnegie of Arizona



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10:20 am to 10:30 am	Exhibit Hall	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	Grand Canyon 6-7	What's New in Global Factory Communication Portals	<p>Moving at the speed of relevance: How supply chain visibility helps retailers and brands ensure the right products are in the right place at the right time and the right cost.</p> <p>Eight out of 10 businesses still rely on manual processes like emails, faxes and telephone calls to find out where their products are in the supply chain. Some 78% of retailers still rely on manual reports and emails to identify product location; and half of them need up to three days to generate a complete picture on all the inventory in their supply chains. In today's fast-paced world, retailers and brands need their goods to be ready whenever and wherever their customers are, or risk lost sales, excess inventory, and the need for steep markdowns. In this session GT Nexus founder Kurt Cavano will discuss how advanced technologies, supply chain visibility, and instantaneous access to your data help businesses win business and stay relevant in a highly competitive world.</p>	Kurt Cavano, President at GTNexus
11:20 am to 11:30 am	Exhibit Hall	10 Minute Networking Break	Join us in the exhibit area for a cup of coffee with our sponsors.	
11:30 am to 12:20 pm	Grand Canyon 6-7	Panel Session: Retail Logistics Executives Discuss the International Flow of Goods	<p>Hear from Retail and Logistics experts about the dynamics of sourcing products today, and then transporting them across oceans, through ports and across our highway network.</p> <p>Take the opportunity to hear about the stress on our global transportation network, and take a look at what a solutions strategy looks like to help get your products to your customer in the quickest and most efficient manner.</p> <p>Well we all think things have to be getting better by now..... but there are all types of risks and issues we should all be aware of!</p> <p>Hear the latest from our expert Panel.....</p>	Moderated by Ron Marotta, Vice President at Yusen Logistics; Greg Meisenheimer, Director of Sales at Yusen Logistics; Ken Bonning, Founding Partner at Orion Advisors Group
12:20 pm to 1:30 pm	Sunset Lawn	Networking Lunch	Join us for lunch and enjoy some quality networking.	
12:45 pm - 1:25 pm - Lunchtime Session	Grand Canyon 12-13	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	Sunset 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



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1:30 pm to 2:20 pm	Grand Canyon 8	2017 ASN Accuracy Study	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 2017 ASN study, conducted by Auburn University's Center for Supply Chain Innovation, Compliance Networks, and RVCF.	Brian Gibson, Executive Director, Supply Chain Innovation at Auburn University, and Greg Holder, CEO & Founder of Compliance Networks
1:30 pm to 3:15 pm	Grand Canyon 3-5	Value-Added Forecasting and Demand Management	Sales forecasting has not traditionally been perceived as a competitive weapon. After all, it's a process which is nearly always in error, to some degree. Some regard forecasting as a necessary evil, for which few would be eager to claim responsibility. It's time to clear up some of the misconceptions about forecasts, and to seize the opportunity inherent in the forecasting process, particularly with the capabilities which we now have to acquire and manage demand data. It is not forecast accuracy, but rather improved understanding and use of forecasting as a tool for reducing both costs and lead times, that will add real value to an enterprise. A better demand management process can improve the results from all other business process improvement initiatives. This workshop will address several approaches to forecasting, and techniques to plan, manage, and control demand. It will explain the benefits to be derived from a robust demand management process, including improved order fill rates, reduced inventory levels, and higher profit margins. Two key measures of forecast performance will be demonstrated.	Joe Shedlawski, CPIM, President, JFS Associates; Past President of APICS Corporate
1:30 pm to 2:20 pm	Grand Canyon 9-11	Retailer Specific Breakout: Stage Stores	A must attend for Merchandise Suppliers of this Retailer. Stage Stores will be presenting current and upcoming 2018 initiatives.	Ken Lettre, Vice President of Vendor Compliance & Relations at Stage Stores
2:25 pm to 3:15 pm	Grand Canyon 8	Retailer Panelist Session Moderated By Victor Engesser: The Evolving Retail Scorecard	Join us as we discuss the latest enhancements, perspectives, and collaborative processes that some of today's retailers are using to deliver supply chain performance improvements for stores, eCommerce, DC's, and direct to customer. Our panel of retailers will share best practices and take audience questions throughout the session.	Dina Pietz, Kohls, Senior Manager Vendor Services-Logistics Kerry Verbeck, Cabela's, Vendor Performance Manager Jeffrey Green, JCPenney, Supplier Performance Manager
2:25 pm to 3:15 pm	Grand Canyon 9-11	Retailer Specific Breakout: Belk Stores	A must attend for Merchandise Suppliers of this Retailer. Belk Stores will be presenting current and upcoming 2018 initiatives.	Diane Hartjes, VP of Private Brand Operations; Audra Mitchell-Atkinson, Director Merchandise Information; and Brittany Davis, Logistics Compliance Manager at Belk Stores
3:15 pm to 3:30 pm	Exhibit Hall	Networking Break	Join us in the exhibit area for a cup of coffee with our sponsors.	
3:30 pm to 4:20 pm	Grand Canyon 8	InterTrade Systems Inc. Panel Session: Unleashing the Power of Accurate Product Data	The quality and accuracy of product data can make or break a supply chain's efficiency and value. Poor product data quality is a widespread and costly problem, especially for large manufacturers, retailers and distributors. Learn about the business areas that are most sensitive to product data quality and the best practices that help ensure their success.	Nadine Bruxel, Director of Merchandise Operations at Nordstrom; Coby Sparks, CIO/COO, J.Renee' Group; Mike Krauss, Director of Operations/Client Services North America at The Chantelle Group (Moderated By: InterTrade Systems Inc.)



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3:30 pm to 4:20 pm	Grand Canyon 3-5	Executing Omnichannel Supply Chain Excellence	Executing Omnichannel Supply Chain Excellence Online, offline, mobile, E-commerce, m-commerce, brick and mortar. These things are all a blur, because, really, only one thing matters: Your customers. They want one seamless experience. Providing that experience adds tremendous complexity to the supply chain. During this panel discussion we will examine the approach many retailers are embracing to meet the Omnichannel supply demands. At the end of the session there will be a quiz with prizes.	Don Wiener, Manager of Customer Management at OpenText; Robin Gellerman, Industry Strategist for Retail at OpenText; Corey Cantrall; Vendor Management Analyst at PacSun; Debbie Nyquist, EDI Technical Lead at Nordstrom
3:30 pm to 4:20 pm	Grand Canyon 9-11	Retailer Specific Breakout: Cabela's	A must attend for Merchandise Suppliers of this Retailer. Cabela's will be presenting current and upcoming 2018 initiatives.	Tina Vowers, Vendor Performance Manager of General Outdoors and Soft Goods; Rob Schiefelbein and Kerry Verbeck, Vendor Performance Manager, Supply Chain Services at Cabela's
3:30 pm to 4:20 pm	Grand Canyon 12-13	Omni-Channel Initiatives & Vendor Compliance Best Practices Using RFID	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.
3:30 pm to 5:15 pm	Grand Saguaro North	Retailer Specific Breakout: Kohl's	A must attend for Merchandise Suppliers of this Retailer. Kohl's will be presenting current and upcoming 2018 initiatives.	Brendan McKaskey, Director of Logistics; Dina Pietz, Senior Manager, Supply Chain Services- Logistics; Sonny Pooni, Director of Supply Chain Services at Kohl's Department Stores
4:25 pm to 5:15 pm	Grand Canyon 8	Using Excel to Manage Deductions – BACK BY POPULAR DEMAND	<p>Creating a Deduction Dashboard and Other Tips & Shortcuts</p> <p>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?</p> <p>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.</p>	Jessica Butler, Principal at Attain Consulting Group
4:25 pm to 5:15 pm	Grand Canyon 3-5	Going Beyond EDI: How to Unify Commerce with a Next Generation Solution	The right technology can help rapidly unify commerce. Learn how a next gen EDI solution can quickly integrate to improve customer engagement and sales by enabling optimal inventory management, drop shipping and much more.	Jim Barnes, Sr. Managing Partner at Enspire Commerce
4:25 pm to 5:15 pm	Grand Canyon 9-11	Retailer Specific Breakout: Nordstrom	A must attend for Merchandise Suppliers of this Retailer. Nordstrom will be presenting current and upcoming 2018 initiatives.	Tori Stach, Director of Floor Ready /Compliance; Nadine Bruxel, Director of Merchandise Operations, Chris Koeppel, Director of Supplier Operations and Jessica Watkins, Director of Online Operations at Nordstrom



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6:00 pm to 9:00 pm	Desert Kivas	Backyard BBQ - Networking Dinner	Join us at the RVCF Cookout Dinner on Tuesday Night for some outdoor fun with backyard games, networking, music and line dancing!	
Wednesday, November 8, 2017				
7:30 am to 8:30 am	Grand Sonoran F	Breakfast	Most important meal of the day!	
8:30 am to 11:20 am	Sunset 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 9:20 am	Grand Canyon 8	Understanding Drop Ship/Direct-to-Consumer Service Provider Partnerships	RVCF surveyed suppliers who support retailer drop shipping programs that utilize a third party service provider, we asked them to explain the challenges they face, the support and value they receive, and the ways this process could be made to work better. Evie and Victor will share survey results and moderate a open discussion around what these results suggest are collaborative best practices when working with a service provider and retailer in a drop ship partnership.	Evie Hooper, Director, Applications and Communications and Victor Engesser, Retail Executive Advisor at RVCF
8:30 am to 9:20 am	Grand Canyon 3-5	Surreal Acceleration of Change	The Rate of Change is always accelerating, decelerating and constant. It all depends on your point of view. Sounds Surreal. It appears that technology is disrupting life as we know it. Systems, computers, software, automation, all are disrupting our lives in unpredictable ways. The change in technology, culture, politics and environment happens so fast collective heads spin, companies wither, nations fall, and economic rules disappear. Or the rate of change has not accelerated. Technology is not the disrupter, only the enabler. The CONSUMER is the disrupter. Join David Schneider as he illustrates what he discovered in over 30 years of research of patterns of development, how slowly predictable future technology is. He illustrates a general pattern that fits not only technological change, but social, cultural, behavioral and political change.	David Schneider, President - Force Multiplier at David K Schneider & Company, LLC.
8:30 am to 9:20 am	Grand Canyon 12-13	Omni-Channel Initiatives & Vendor Compliance Best Practices Using RFID	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.
8:30 am to 9:20 am	Grand Canyon 9-11	Retailer Specific Breakout: Dillard's	A must attend for Merchandise Suppliers of this Retailer. Dillard's will be presenting current and upcoming 2018 initiatives.	Steve Miller-Watt - Senior Director, User Services and Vendor Relations; Chuck Lasley - Director, Application Development ; Tony Arnold – Director of Distribution; Anita Spence - Director, Vendor Relations AT Dillard's
9:25 am to 10:15 am	Grand Canyon 8	E-Commerce Working Group Round Table Discussion: The Challenges of Drop Ship/Direct-to-Consumer	An open conversation where we invite merchandise suppliers, retailers, and third party services providers to collectively share their drop ship challenges and proposed solutions. Participants are encouraged to prepare in advance for this collaborative discussion.	Evie Hooper, Director, Applications and Communications at RVCF



Session Time	Session Location	Session Title	Session Description	Session Speaker(s)
9:25 am to 10:15 am	Grand Canyon 3-5	GS1 US Workgroup Roundtable	Join the GS1 US Apparel and General Merchandise Initiative as we update you on the Initiative and the state of the retail industry. Hear first-hand from fellow retailers and brands, as they discuss their EPC-enabled RFID roll outs. Receive updates from community members as they discuss implementation learnings in Product Attribute and Image Content exchange. Gather peer know-how on the successes they've seen and best practices they've leveraged to implement their omni-channel fulfillment programs. Bring your questions and get ready to engage with the community.	Georgeann Bodnar, Director of Retail, Apparel GM Industry Engagement & Patrick Javick, Industry Development of GS1 US
9:25 am to 10:15 am	Grand Canyon 9-11	Round Table Discussion: Doing Business with European Retailers, Order Management, Fulfillment and Payment	Shipping Goods to European Retailers has its own challenges, at this round table suppliers will discuss best practices in ways to meet those challenges	Kim Zablocky, Founder and Principal of RVCF
9:25 am to 10:15 am	Grand Canyon 12-13	How to Achieve Retailer Compliance and Increase Speed to Market While Gaining Process Improvements In Your Supply Chain Using RFID	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	Grand Canyon Foyer	Networking Break	Join us for a cup of coffee.	
10:30 am to 11:20 am	Grand Canyon 3-5	Meeting the Amazon Challenge with Efficiencies, Visibility and Technology	Jay Kent former Chief Supply Chain Officer of GNC and past Kohl's SVP of Supply Chain will share with you various strategies to help compete with Amazon. As the retail landscape continues to evolve, Jay will share with you proven strategies he has implemented in the past and with his clients. Though 55% of all US shoppers start on Amazon's website, by implementing a strategy that emphasizes speed, visibility, execution and inventory integrity, retailers can neutralize the competitive threat from a supply chain/business perspective. Learn how with some specific takeaways that will be discussed in this session.	Jay Kent, Managing Partner at SLB Performance Consulting
10:30 am to 11:20 am	Grand Canyon 9-11	Panel Session Moderated By Rohit Patel: How Robotics and Cloud Automation Can Positively Impact Deductions	<p>Robotic technology is the strategy of the future for many corporations to streamline processes and improve efficiencies. Combined with Cloud technology, companies see a 30-fold increase in the processing speed of managing deductions to dispute resolution. This panel session will help answer questions within the context of deductions such as what is robotic technology and how to leverage the cloud with minimal IT and business time to improve cash flow, reduce DSO and remain current.</p> <p>The key concepts that will be reviewed in this panel session are:</p> <ul style="list-style-type: none"> - What is robotic technology and how it can increase your productivity - Why does the Cloud enhances your ability to solve credit problems - Strategy to achieve Cloud Robotic Automation for the enhanced resolution of deduction based claims 	Rohit Patel, Executive Vice President at iNymbus; Sreedhar Narahari - CEO & Founder, iNymbus; Robert Lahr - Exec Director, Enterprise Financial Services, Warner Brothers Entertainment; Rebecca Cassel - Director Operational Compliance. Komar Distribution



Session Time	Session Location	Session Title	Session Description	Session Speaker(s)
12:15 PM	Outside next to Sunset Lawn	Transportation to Dillard's DC Tour	Meet for transportation to the Dillard's DC Tour at 12:15 pm. Transportation between the Desert Ridge 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.	
12:30 PM	Outside next to Sunset Lawn	Transportation to Dick's Sporting Goods DC Tour	Meet for transportation to the Dick's Sporting Goods DC Tour at 12:30 pm. Transportation between the Desert Ridge and the DC. Prior registration is required. The tour will take place from 1:15pm - 3:15pm local time. Plan to be back at hotel between 4:00 pm - 4:30 pm.	