



Session Time	Session Location	Session Title	Session Description	Session Speaker(s)
Sunday, May 6, 2018				
1:00 pm to 5:00 pm	Ballroom Foyer	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 5:30 pm.	
2:00 pm to 5:00 pm	Cedarwood 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	Ballroom Foyer Registration Desk	Early Registration	Arrive at the hotel early? Register early and receive your conference name tag and information before the rush.	
6:30 pm to 7:30 pm	Exhibit Hall	Welcome Reception and Registration	RVCF welcomes all attendees to the Annual Spring Conference! Join us for pre-conference networking in the Exhibit Hall as well as grab your name tag and conference materials.	

Session Time	Session Location	Session Title	Session Description	Session Speaker(s)
Monday, May 7, 2018				
7:30 am to 8:30 am	Exhibit Hall - Ballroom Foyer	Breakfast	Most important meal of the day! Enjoy breakfast in the Exhibit Area.	
7:30 am to 7:30 pm	Exhibit Hall - Ballroom Foyer	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	Exhibit Hall - Ballroom Foyer	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	Siesta Key	RETAILER ONLY: From the Supplier Perspective, Collaboration-What's Working/What's Not"	Our three presenters will discuss steps on how to improve the trading partner supply chain relationship.	Christopher Clark, Director, Customer Operations Clarks Americas, Inc., Jerry Glinnen, Director of Vendor Compliance Lifetime Brands Inc. Eric Ferguson, Corporate Compliance Manager Plano Synergy, & Victor Engesser, Retail Executive Advisor at RVCF
8:30 am to 9:20 am	Sand Key Ballroom	SUPPLIER ONLY: 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.	Travis Webster, Director of Vendor Operations & Phil Stolt, Managing Partner at Ortega Group, LLC.
9:25 am to 10:15 am	Siesta Key	RETAILER ONLY: Data Compliance Made Easy Through Enhanced Catalogue Functionality	InterTrade will introduce its new Compliance Module – a free tool embedded in the Product Catalogue aimed at speeding product time to market and avoiding the administrative hardships of providing/gathering required data. This session will explain how it works to optimize supply chain operations by facilitating compliance through the proper use of GS1 core and extended product attributes and images. We will walk you through a day in the life of a retailer and vendor to show the steps each would take when using the Compliance Module and outline the concrete business benefits that each player will gain.	Connie Tortorici, Account Manager - Retail at InterTrade Systems, Inc.
9:25 am to 10:15 am	Sand Key Ballroom	SUPPLIER ONLY: Panel Session: Chargeback Management	The panelists will discuss how they manage chargebacks within their organizations. From tools they utilize to strategies they employ, this session will provide valuable insight into getting a handle on chargebacks and preventing them altogether.	Christopher Clark, Director, Customer Operations Clarks Americas, Inc., Natasha Prater, Senior Business Process Manager Carhartt, Inc., John Thomas, Director, Customer Operations Ralph Lauren Corporation, & Evie Hooper, Director, Applications and Communications at RVCF
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.	



Session Time	Session Location	Session Title	Session Description	Session Speaker(s)
10:30 am - 12:15 pm	Siesta Key	RETAILER ONLY (EXTENDED SESSION): Compliance Program Management- What's Negotiable and What's Not? Plus: Round Table & Open Forum	Compliance program requirements are black and white but managing these programs can sometimes be a little "grey." This retailer only session will discuss the circumstances and situations that sometimes occur and require flexibility to the written rules. Retailers can compare what they view as "standard and reasonable" and gain a broader supplier management perspective around their compliance program expectations.	Victor Engesser, Retail Executive Advisor at RVCF
10:30 am - 12:15 pm	Sand Key Ballroom	SUPPLIER ONLY (EXTENDED SESSION): Open Forum	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	Pool Deck	Networking Lunch	Join us for lunch and enjoy some quality networking.	
1:30 pm to 5:15 pm	Cedarwood 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	Sand Key Ballroom	Shortages From Theft & Prevention	Supply chain risk mitigation is critical to a company's overall success. This session will explore some of ways that your freight goes missing and offers tools, tips and technologies to effectively eliminate these forms of shrink.	John Tabor, Senior Vice President of Supply Chain at National Retail Systems
1:30 pm to 2:20 pm	Cedarwood 1 & 2	Best Practices in Partner Automation	When working with partners, EDI is just one of the elements in the mix to help you manage the demand and supply chain ecosystem. This session will explore challenges and solutions to seamlessly connect and collaborate with your partner network by reducing complexity across your entire demand and supply chain.	Tony D'Angelo, VP of Business Development at TIE Kinetix
2:25 pm to 3:15 pm	Sand Key Ballroom	Managing Transportation Claims & Audits From a Legal Perspective	More program details to follow.	Jerry Smith, Attorney at Pezold, Smith, Hirschmann & Selvaggio
2:25 pm to 3:15 pm	Cedarwood 1 & 2	Panel Session: Controlling Shortages	Shortages are the untamed animal of the retail industry. The panelists will discuss how they work to prevent, address, and dispute shortage claims.	Christopher D'Elia, Senior Vice President, Credit & Collections Camuto Group, Jennifer Hartmann-Cheff, Vendor Compliance Manager G-III Apparel Group Ltd, John McCranor, SVP Operations Lifetime Brands Inc., & Evie Hooper, Director, Applications and Communications at RVCF
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	Sand Key Ballroom	SUPPLIER ONLY: Managing Amazon From A Vendors Perspective	**Attendees specific issues with Amazon will not be addressed: However, solutions to those issues may be highlighted in Ortega's presentation** 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.	Travis Webster, Director of Vendor Operations & Phil Stolt, Managing Partner at Ortega Group, LLC.
3:30 pm to 4:20 pm	Cedarwood 1 & 2	INymbus Presents: No Outsourcing! Learn About A Better Solution to Process Deductions	Learn about a proven solution which is better than Outsourcing. Processes 30x faster at significantly reduced costs, reduce errors, scales with your business volumes, improves quality and increases your bottom line without risks associated with Outsourcing. Outsourcing does not always give you the bottom line results you expect. In the area of dispute resolution, Outsourcing does not increase the speed or quality in managing the deduction. Outsourcing does not scale easily with your business volume. Outsourcing does not reduce your operational efficiencies and expenses. And Outsourcing does not provide you with expertise in this area.	Sreedhar Narahari, CEO/Founder at iNymbus



Session Time	Session Location	Session Title	Session Description	Session Speaker(s)
4:25 pm to 5:15 pm	Cedarwood 1 & 2	Improving Margins	This session will provide in depth timelines and actions necessary to monitor financial and operations activities necessary for companies to achieve optimum financial results. The session will be presented by Saul Berkowitz, CPA and Kenneth Pollak, CPA. Saul was a partner for over 40 years with RSM, an international accounting firm. His practice principally focused on clients in the consumer products industry. Ken was a partner at BDO, an international accounting firm and then became the CFO of Eileen Fisher for the last 22 years. While in public practice they both specialized their professional services to companies in the consumer products arena. They currently consult to and are members of boards of directors of consumer products companies.	Saul Berkowitz, Partner at C-Suite Resources & Ken Pollak, Consultant & Board member (Retired CFO) at Eileen Fisher, Inc.
4:25 pm to 5:15 pm	Sand Key Ballroom	Retailer Specific Breakout: JCPenney	Merchandise Suppliers of this retailer only are permitted to attend. More program details to follow.	Rick Bhakta, Sr. Manager, Jeffrey Green, Compliance Manager, and Jackie Kimble, Supplier Performance Manager at JCPenney
6:00 pm to 7:00 pm	Exhibit Hall	Networking Exhibitor Reception	Visit the conference exhibitors and network with fellow attendees!	



Session Time	Session Location	Session Title	Session Description	Session Speaker(s)
Tuesday, May 8, 2018				
7:30 am to 8:15 am	Exhibit Hall	Breakfast	Most important meal of the day! Enjoy breakfast in the Exhibit Area.	
7:30 am to 3:30 am	Exhibit Hall	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	Exhibit Hall	Conference Registration	Join us for Breakfast, Breaks and Evening Reception as well as learn about our sponsors.	
8:15 am to 8:30 am	Sand Key Ballroom	Welcome & RVCF Update	An official welcome to the conference! Kim Zablocky will formally welcome us to the RVCF Annual Spring 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	Sand Key Ballroom	Triggers – Becoming the Leader We Want To Be!	Do you often wonder what stops us from achieving our goals? Why haven't we lost those ten pounds we promised ourselves we would lose this year? Do we find we are not the compassionate and patient leader we thought we were? Are we surprised at how irritated or frustrated we can be when in the presence of a specific colleague at work? Our reactions do not occur in a vacuum. They are typically the result of our environment. This workshop provides participants the tools to overcome the trigger points in our lives, and enact meaningful and lasting change. This workshop is based on Marshall Goldsmith's book called Triggers. Join us for lots of fun and tools to improve our ability to be the Leader we want to be. Two free books will be awarded during this presentation.	Mary Kuniski, CEO & Executive Coach at Golden Professional Coaching
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	Sand Key Ballroom	The Advantages of Using East Coast Ports	More program details to follow.	Ron Marotta, VP of International Division at Yusen Logistics (Americas) Inc., Cliff Pyron, CCO at Georgia Ports Authority & Hans Bean, VP at Trades Authority of North Carolina State Ports Authority
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	Sand Key Ballroom	OTIF Round Table Discussion	This will be a working session for all attendees to share ideas and best practices on improving on-time, in-full (OTIF) adherence. We'll start the session with roundtables, then allow each roundtable to present takeaways derived from their conversations.	Evie Hooper, Director, Applications and Communications and Victor Engesser, Retail Executive Advisor at RVCF
12:20 pm to 1:30 pm	Pool Deck	Networking Lunch	Join us for lunch and enjoy some quality networking.	
1:30 pm to 5:15 pm	Cedarwood 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

Session Time	Session Location	Session Title	Session Description	Session Speaker(s)
1:30 pm to 3:15 pm	Cedarwood 1 & 2	RETAILER ONLY EXTENDED SESSION: Supplier Relationship Management Basics 101	<p>Exclusively designed by RVCF to provide retailers that have not yet developed or need help advancing comprehensive supplier relationship management supply chain performance tools, processes, and policies. Besides an overview of how a well-designed supplier relationship management program supports your corporate objectives this informative double session will cover:</p> <p>Compliance Manuals – How to properly structure your compliance requirements to ensure suppliers have everything they need to deliver orders correctly, as well as effectively communicating updates and changes.</p> <p>Supplier Onboarding – How to assure internal and external alignments and elements required to smoothly add new suppliers into your company, plus ways to manage risk and validate capabilities prior to the first order.</p> <p>Supplier Scorecarding – Which metrics matter the most and how to introduce and manage your scorecard program across your supplier community, ensure adoption, and collaborate with suppliers for success.</p> <p>Compliance Programs – How to design and introduce a compliance program to recover expenses caused by supplier errors and how to deal with supplier disputes and non-compliance challenges.</p> <p>Additionally, this program will include handouts, checklists, and complete copies of all material presented so that you can return to your office ready to teach others and move your Supplier Relationship Management initiatives forward.</p>	Evie Hooper, Director, Applications and Communications and Victor Engesser, Retail Executive Advisor at RVCF
1:30 pm to 2:20 pm	Sand Key Ballroom	Retailer Specific Breakout: Nordstrom (Co-Presenting with FineLine: Supply Chain Efficiency through Pre-Ticketing)	<p>Merchandise Suppliers of this retailer only are permitted to attend. Nordstrom/FineLine Partnership providing EDI Ticket ordering solution which will encompass all Purchase Orders written for the Rack as well as Canada. This Partnership will increase Speed to market, which can equal increased sells. We will go through the complete process from a FineLine Perspective as well as life of a Purchase Order through Nordstrom Distribution/Fulfillment Centers.</p>	Kim Hanson, NPG Compliance Analyst & Tori Stach, Director, Floor Ready AT Nordstrom, George Hoffman, CEO & Chairman, John Cox, VP of Sales at FineLine Technologies

Session Time	Session Location	Session Title	Session Description	Session Speaker(s)
2:25 pm to 3:15 pm	Cedarwood 1 & 2	SUPPLIER ONLY: How Suppliers Get the Most Value From Compliance Networks's Vendor Portals	Back by popular demand! Suppliers whose retailer customers use Compliance Networks vendor portals will discover valuable ways to leverage the portal tools and information. This session is based on input from suppliers, is interactive, and will offer an opportunity for suppliers to provide ideas for future portal features. Participants are encouraged to bring laptops, tablets, or smartphones and be ready to log in to their portal accounts to optimize the session's learning opportunities.	Kevin Harris, Director and Gregory Holder, CEO at Compliance Networks
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	Sand Key Ballroom	Retailer Specific Breakout: Stage Stores & Gordmans	Merchandise Suppliers of this retailer only are permitted to attend. More program details to follow.	Ken Lettre, Director of Vendor Compliance at Stage Stores
3:30 pm to 4:20 pm	Cedarwood 1 & 2	Store Order Fulfillment	Are your stores another fulfillment center? This session will cover an organizational journey to omni channel fulfillment and the opportunity for the stores' role in a retailer's order fulfillment efforts.	Preston Seward, Vice President of Store Operations at Neiman Marcus
5:30 pm to 9:15 pm	Front Entrance Hotel Lobby	Networking Cocktail Hour and Dinner Cruise	Cocktail hour, Dinner, Open-Bar, Music, and Networking; All while we watch the Sunset on Clearwater! (Buses Depart From Hotel at 5:00 pm & Arrive Back to Hotel at 9:45 pm)	



Session Time	Session Location	Session Title	Session Description	Session Speaker(s)
Wednesday, May 9, 2018				
7:30 am to 8:30 am	Ballroom Foyer	Breakfast	Most important meal of the day!	
8:30 am to 11:20 am	Cedarwood 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	Belleair	2018 Customer Deduction Survey Results	Benchmark Your Company's Deduction Performance! During this information packed session, Jessica Butler will share the results of Attain Consulting Group's 2018 Customer Deduction Survey. Over 200 companies across ten industry groups responded to questions covering topics such as deductions as a percent of sales, recovery success and keys to overcoming challenges. Learn about the most current practices being used to manage deductions and hear the key differences across industries and company size. Jessica will provide attendees with additional tools they can use to evaluate and benchmark their deduction performance, including Attain's Deduction Management Maturity Model and Online Deduction Assessment Tool. The 2018 survey results are 'hot off the press' and this session is not to be missed.	Jessica Butler, Principal at Attain Consulting Group
8:30 am to 9:20 am	Redington	GS1 Presents: Leaping Global Boundaries With the Power of Standards	In today's increasingly global economy, it's never been more important to stay educated on the various nuances of bringing a product to market outside the United States. Get a full run-down on how to apply GS1 Standards to products being sold in Europe, including similarities and differences in unique product identification, barcoding, RFID, and EDI. Also, learn more about the key drivers of standards adoption including transparency, traceability, and emerging product safety regulations.	Michelle Covey, VP, Industry Engagement, Apparel and General Merchandise at GS1 US
9:25 am to 10:15 am	Belleair	RVCF Town Hall Meeting	Open Discussion on RVCF direction, focus and programming.	Kim Zablocky, Founder and Principal of RVCF
9:25 am to 10:15 am	Redington	GS1 US Apparel and General Merchandise Industry Update	Join the GS1 US Apparel and General Merchandise team as we update you on the Initiative and the state of the retail industry. Receive updates on product attribute and image exchange, omni-channel fulfillment best practices, active RFID programs and GS1 Standards in use across the industry. Bring your questions and get ready to engage with the community.	Michelle Covey, VP, Industry Engagement, Apparel and General Merchandise & Susan Pichoff, Sr. Director, Industry Engagement, Apparel and General Merchandise at GS1 US
10:15 am to 10:30 am	Ballroom Foyer	Networking Break	Join us in the Ballroom Foyer for a cup of coffee with our sponsors.	
10:30 am to 11:20 am	Belleair	Amazon Round Table	This forum will focus on the challenges of doing business with Amazon.	Evie Hooper, Director, Applications and Communications at RVCF
10:30 am to 11:20 am	Redington	Using Excel to Manage Deductions	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	Jessica Butler, Principal at Attain Consulting Group