

## DIVERSE MANUFACTURING SUPPLY CHAIN ALLIANCE (DMSCA)

Corporate Mentoring Program (CMP) Supplier Supply Chain Performance Maturity Certification

### BRAND DIFFERENTIATION STRATEGY

Align • Collaborate • Accelerate

Value Across Industry Group Clusters

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### INTERNAL FIVE POINTS OF PURPOSE

**1. DEVELOP PERFORMANCE-DRIVEN SUPPLIER NETWORK**

*Foster competitive alignment with customer supply chain strategies*

**2. FOSTER SHARED VALUE THROUGH COLLABORATION**

*Foster communications of supplier performance alignment and mitigated performance risk*

**3. REINFORCE SUPPLIER COMMITMENT TO CONTINUOUS IMPROVEMENT**

*Leverage training, performance transparency, and executive leadership*

**4. SUPPORT SUPPLIER ENABLED INNOVATION AND CAPACITY EXPANSION**

*Facilitate opportunities for innovation discovery and access to funding*

**5. DEVELOP, ELEVATE, AND PROTECT THE BRAND**

*Accelerate strategic relationships and competitive positioning for business development*



## CONFERENCE AGENDA

Day and Time	Location	Pre-Conference Meetings and Events
<b>Wednesday, February 26, 2020</b> (Day 1 of 3)		
9:00 am – 7:00 pm	Hotel Lobby	<b>Registration</b>
2:00 pm -4:00 pm	Forge Room	<b>Pre-Event Group Session 1: DMSCA Chief Procurement Officers and Supply Chain Management Executives Forum:</b> <i>(Open to Executive Level Members and Guest)</i>
<b>Session Description:</b> How do major corporations manage strategic suppliers? How does the DMSCA Corporate Mentoring Program (CMP) support requirements? DMSCA Strategic Sourcing Executive Leadership Committee (SSELC) members and invited executives discuss the importance of assessing manufacturing suppliers' supply chain performance metrics and performance certification as criterion for establishing strategic relationships. Integral to discussion will be (1) relevancy along the sourcing continuum ( <i>transitional, commercial, proactive, strategic, class-leading</i> ); and, (2) the challenges of breaking down internal corporate silos such as those that exist between their sourcing and buying organization, supplier diversity organization, research and development, and (3) effective use of supplier performance dashboards.		
3:00 pm – 5:00 pm	Press Room	<b>Pre-Event Group Session 2:</b> <i>(Open to DMSCA Supplier Members Only)</i> Supplier Advisory Committee (SAC) and Supplier Collaborative
<b>Session Description:</b> Supplier members will address and/or review the (1) Supplier Operating Charter; (2) DMSCA Value Statement and Five Points of Value; (3) Sourcing Continuum Integration; (4) Unique Supply Chain Performance Benchmarking; (5) the proposed integration of technology enabled requirements in the current CMP supply chain performance maturity certification standards; (6) building the supplier's internal Strategic Improvement Plan (SIP); (7) the new CMP Supplier Performance Dashboards; and (8) other issues determined by SAC leadership. The purpose of supplier collaborative discussions will be to identify opportunities for supplier members to combine capabilities in fulfillment of actual and/or prospective sourcing requirements.		
4:30 pm -6:00 pm	Forge Room	<b>Pre-Event Group Session 3:</b> <i>(A Session for First Time Suppliers and Corporations)</i> <b>Presentation: "The Sourcing Continuum and Six Steps to Supplier Development"</b> <b>Presenter/Moderator:</b> David Burton, DMSCA, President/CEO
<b>Session Description:</b> This session will cover the supply chain context for manufacturing supplier development; the DMSCA supplier value and innovation discovery engagement framework; why it is important to benchmark supplier performance; basic fundamentals of the APICS/Supply Chain Council's Supply Chain Operations Reference (SCOR) model and the sourcing continuum; the GreenSCOR Environmental best practices and performance metric framework; and, the six steps and, the six steps to supplier development and performance certification in the DMSCA Corporate Mentoring Program (CMP). Participants will leave with a thorough understanding of CMP and its value to corporation's supply chain competitiveness.		
6:30 pm – 8:00 pm	Foundry Terrace	<b>Joint Intel Supply Chain Diversity Peer Ideation Event + DMSCA 2020 Welcome Reception</b>

Corporate Members Include:



## Thursday, February 27, 2020 (Day 2 of 3)

7:00 am - 5:00 pm	Foundry Terrace	Registration
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7:00 am - 8:00 am	Foundry Terrace	Breakfast
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8:00 am - 8:30 am	Foundry Ballroom	<b>GENERAL SESSION 1: Opening and Acknowledgements</b> <ul style="list-style-type: none"> <li>David J. Burton, President/CEO, DMSA</li> <li>Raymond Kirton, Senior Director, Supply Chain Procurement, Medical Devices Vision Franchises, Johnson &amp; Johnson</li> </ul>
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### Session Description:

Conference Co-Chairs will acknowledge sponsors and all corporate and supplier participants. An overview of the event's objectives: To provide manufacturing and logistics suppliers with actionable information that can be applied in their day-to-day operations, provide attending large corporations and prime suppliers information on supplier development and best practices for effective integration of manufacturing and logistic suppliers in strategically sourced supply chains, and for advocacy organizations, why their support and outreach to suppliers is essential.

8:30 am – 9:00 am	Foundry Ballroom	<b>GENERAL SESSION 2: “Value Creation in Supply Chain through Sustainability”</b> <b>Moderators:</b> Pamela Williamson Ph.D., President WBEC West <b>Presenter:</b> Sheri Henish, SupplyChainQueen®  Sustainability and Supply Chain Strategy  Digital Marketing  Advisory for CSCO, CSO, CEO, CMO
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### Session Description:

An IBM futurist, a LinkedIn's Top 1% SSI in Supply Chain and advocate for women in science, technology, engineering, art, and mathematics, Hinsh will challenge the audience to reimagine their approach to supply chain management by: 1) leveraging new ways of thinking using circular economy and sustainability, 2) helping leaders guide and inspire organizations through complex transformations and bridging workforce generations, and 3) using next-gen leading practice to develop the right supply chain and solution strategy for ecosystem orchestration and stewardship.

9:00 am – 9:30 am	Foundry Ballroom	<b>GENERAL SESSION 3: “Value Creation in Supply Chain through Supplier Development and Collaboration”</b> <b>Moderators:</b> Raymond Kirton, Senior Director, Supply Chain Procurement, Medical Devices Vision Franchises, Johnson & Johnson <b>Presenter:</b> Tom Derry, President, Institute of Supply Management (ISM)
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### Session Description:

With over 50,000 members in more than 90 countries, ISM offers the preeminent corporate training and certification for purchasing professionals in the end-to-end supply chain. Through illustrative use of the “Strategic Procurement Value Contribution Curve”, this session will address how DMSA's own Corporate Mentoring Program (CMP), that provides supply chain excellence training and performance and continuous improvement certification for manufacturing suppliers, can generate value in the supply chain and opportunity for corporate sourcing and buying staff. The presenter will also discuss future ISM and DMSA collaborative efforts to foster corporate focus on and commitment to supplier development.

Thursday, February 27, 2020 (Day 2 of 3)

### Supplier Member B2B Scheduled Sessions

Throughout specified times on Wednesday, February 27 and Thursday, February 28, supplier members and corporate members that have pre-scheduled a B2B session through the event B2B management tool will be scheduled for up to 30-minute one-on-one session. The pre-scheduling tool will allow corporate members to specify what capabilities are sought and review supplier capabilities. Suppliers list will be able to target corporate members and convey capabilities. Supplier Members *actively engaged in CMP training* will be able to accept or not accept a B2B invitation. *If time slots are available, B2B session scheduling may be managed on site.*

### GENERAL SESSION 4: CPO and Supply Chain Management Executive Panel: "Leveraging Supplier Development to Create Supply Chain Value"

9:30 am – 10:30 am

Foundry  
Ballroom

#### Moderator:

- Ric Schneider, Chief Procurement Officer (CPO), Abbott
- Frank Sanders, Vice President, Global Supply Chain, Intel

#### Panel:

- Steve Kopelic, Senior Manager, Packaging McCormick and Company
- Raymond Kirton, Senior Director, Supply Chain Procurement, Medical Devices Vision Franchises, Johnson & Johnson
- Marie O'Malley, Senior Director, Supplier Outreach, Medtronic
- Lynn Torrel, Chief Procurement and Supply Chain Officer, Flex

 Abbott

 intel

 Johnson & Johnson

 MCCORMICK

 Medtronic

 flex

### Session Description:

Supply Chain Executives shall report deliberations from discussions in the Pre-Event Group 1 Executive Forum. This will entail such topics as (1) how major corporations develop strategic relationships with suppliers and the role of the DMSCA Corporate Mentoring Program (CMP) in the process; (2) the relationship between the sourcing continuum and relevancy to leveraging the DMSCA supplier member unique supply chain and cross-enterprise operational maturity metrics for vetting supplier engagement; and (3) breaking down silos in the corporate sourcing and buying organization (SBO); supplier diversity organization (SDO), and the Corporate Social Responsibility (CSR) organization for supplier member engagement. Aside from engagement in Q&A, participants will leave with understanding the value of executive reinforcement of supplier engagement in the Corporate Mentoring Program (CMP).

10:30 am – 11:00 am

Foundry  
Terrace

Morning Energy Break

DMSCA Qualified Supplier Member B2B Scheduled Sessions | 8:00 am - 1:00 pm and 2:00 pm - 5:00 pm

## Breakout Sessions 1A-1D

11:00 am – 12:00 pm

### BREAKOUT 1A:

**RESILIENCE:** Supplier Assessment, Strategies, Best Practices, and Performance Dashboard

**Moderator:** Daniel Stanton, President, SecureMarking

**Presenter:** Dave Morrow, Supplier Relationship Manager (SRM) Lead, U.S. Air Force

*“Driving Supply Chain Resilience via Supplier Strategic Alignment”*

- Reliability
- Responsiveness
- Agility
- Cost
- Asset Management

**Best Practices:** Supplier and Customer Collaborations

**Room:** Foundry Ballroom



### BREAKOUT 1B:

**SUSTAINABILITY:** Supplier Assessment, Strategies, Best Practices, and Performance Dashboard

**Moderator:** Shaila Dews-Johnson, Director, Supplier Diversity Supplier, Sustainability, McCormick & Co.

**Presenter:** Sharon Castillo, President, SB Services

*“The What, How, and Why of Corporate Social Responsibility (CSR) Reporting”*

- CSR Reporting
- CSR Benchmarking
- Supply Chain Environmental Best Practices
- Environmental Footprint Metrics

**Best Practices:** Supplier and Customer Collaborations

**Room:** Foundry Ballroom



### BREAKOUT 1C:

**TECHNOLOGY:** Supplier Assessment, Strategies, Best Practices, and Performance Dashboard

**Moderator:** Todd Jackson, Supplier Diversity and Inclusion Program Manager, Intel

**Presenter:** Mohamed (Mo) Abuali, Ph.D., Managing Partner at IoTco

*“Supplier Supply Digitization Transformation”*

- Connected Factories
- Predictive Analytics
- Cloud Computing
- Machine Learning
- Workforce Readiness

**Best Practices:** Supplier and Customer Collaborations

**Room:** Loom I



### BREAKOUT 1D:

**CAPACITY:** Supplier Assessment, Strategies and Best Practices, and Performance Dashboard

**Moderator:** Evan Arrindell, VP and Head of Diversity Relations, EDGY, Inc.

**Presenter:** Don Waldschmidt, CO-CEO, EDGY, Inc.

*“How Metrics Impact Supplier Ability to Scale with Outside Financing: 5 Lessons Learned from an Entrepreneur Who’s Done It”*

- Hidden Investment Risk
- Measuring Supplier Risk
- Selecting Capital Resources

**Best Practices:** Supplier and Customer Collaborations

**Room:** Loom II



### Breakout Session 1A: Resilience: “Driving Supply Chain Resilience via Strategic Alliance”

With a focus on resilience, this session will recap the five types of supplier sourcing (*purchasing project-based developing; out-tasking; selective outsourcing; and business process outsourcing*) relative to supplier engagement in the CMP. Resilience is at the heart of current supply chain management thinking. Understanding the concept and where to invest in resilience can lead to supply chains that quickly respond to and recover from costly disruptions. This session will address the “how to” of strategically aligning supplier performance with that of their customers and its importance to attaining resilience in supply chains through measuring and improving supplier reliability, responsiveness, agility, cost, and asset management metrics. This session will underscore why both manufacturing and logistics must become strategic supply chain organizations. Case studies and DMSCA Supplier Member Supply Chain Performance Dashboards will be previewed.

### Breakout Session 1B: Sustainability: “The What, How, and Why of Corporate Social Responsibility (CSR) Reporting”

While the rest of the world has been involved in CSR reporting for over 20 years, the US has been slow to come along and is now starting to make inroads with 14,000 US organizations reporting across a wide range of industries in 2017. This year, the US House of Representatives passed H.R. 4329, the ESG Disclosure Simplification Act of 2019, which would require every US public corporation to disclose the link between Environmental, Social, and Government metrics and the company’s long-term business strategy. Although the Bill is not likely to become law under the current administration in Washington, it is indicative of the growing groundswell of support for increased corporate transparency and what will make the US sustainable over the long term. This session will provide a high-level overview of CSR reporting using the Global Reporting Institute (GRI) standards; the format used by 75% of the Global 250; and GreenSCOR. This interactive session will touch upon what CSR reporting is, how it is done, and why it is important for both you and your customers. Participants will come away with: (1) A roadmap for developing a CSR report; and (2) Benchmarking on DMSCA corporate members CSR reporting.

### Breakout Session 1C: Technology: “Supplier Supply Chain Digitization Transformation”


The context for this presentation will include review of the four levels of large corporation’s supply chain digitalization and their implications for supplier engagement. Supplier preparation for engagement will require the implementation of Industry 4.0 technologies such as artificial intelligence, connected factories, predictive analytics, cloud computing, machine learning, etc. to accelerate operations, sales and customer service, back office productivity, and ultimately, the growth of the business in the end-to-end supply chain. Suppliers, however, must methodically develop a digitization strategy to deliver value to customers. This session will address the basics of supplier digitization transformation while introducing on-going training that will be offered to support suppliers’ transformation journey.

### Breakout Session 1D: Capacity: “How Metrics Impact Supplier Ability to Scale with Outside Financing: 5 Lessons Learned from an Entrepreneur Who’s Done It”

Business owners often refer to business growth and scaling a business interchangeably; however, they are vastly different. Scaling requires commitment to growth, successful collaborations, standardized processes and metrics, such as the Altman Financial Z Score and CMP standard metrics and broad diverse management skills that drive competitive strengths and core competencies of your business. In addition, external funding is almost always required. Scaling strategies focus on increasing efficiencies across the enterprise to build value as you grow. The Workshop will examine: how scaling a business differs from growing a business; what is business growth; what is scaling a business; how to plan for scaling a business; 9 proven tips for scaling a business; the six steps to achieving scale.

## Breakout Sessions 2A-2D (Repeat 1A-1D)

12:00 pm - 1:00 pm	<b>BREAKOUT 2A RESILIENCE: Supplier Assessment, Strategies, Best Practices, and Performance Dashboard</b>	<b>BREAKOUT 2B SUSTAINABILITY: Supplier Assessment, Strategies, Best Practices, and Performance Dashboard</b>	<b>BREAKOUT 2C TECHNOLOGY: Supplier Assessment, Strategies, Best Practices, and Performance Dashboard</b>	<b>BREAKOUT 2D CAPACITY: Supplier Assessment, Strategies and Best Practices, and Performance Dash board</b>
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1:00 pm - 2:30 pm LUNCH	<b>Foundry Ballroom</b>	<p><b>GENERAL SESSION 5: “The Role of Strategic Relationships in the Evolution of MBEs”</b></p> <p><b>Moderator:</b> George Hill, President/CEO, Diversified Chemical Technologies Inc. (DCTI), (DMSCA Supplier Member)</p> <p><b>Presenter:</b> Karl C. Johnson Jr., Chief Financial Officer, DCTI</p> <p>Sponsored by </p>
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### Session Description:

From the perspective of the supplier and with the sourcing continuum as context, participants will address the question: *How can DMSCA Supplier Members in the Corporate Mentoring Program (CMP) leverage their Standard Metrics to develop top-down strategic relationships with its customers?* In this session, a Supplier Member addresses such issues as a working definition of strategic relationship and how it adds value; the role of leadership in creating and maintaining strategic relationships; and the role of third-party capital in developing strategic relationships towards the end game.

2:30 pm – 3:15 pm	<b>Foundry Ballroom</b>	<p><b>GENERAL SESSION 6: “Autonomous Digital Supply Chain in the age of Industry 4.0”</b></p> <p><b>Moderator:</b> Hannah Kain, President/CEO, ALOM</p> <p><b>Presenter:</b> Mani Janakiram, Senior Director, Supply Chain Strategy &amp; Data Science, Intel</p> <p>Sponsored by </p>
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### Session Description:

**Abstract:** We have come a long way from steam engines to the current cyber-physical systems, called as Industry 4.0 which is taking the industry and service sectors by storm thru’ intelligent digital transformation. Supply Chain is in the middle of this transformation and many companies are now taking a holistic look at transforming their supply chain end to end thru’ the application of automation, analytics, AI and are slowly marching towards Autonomous Supply Chain. In this presentation, we will discuss the what, the why and the how of Autonomous Supply Chain with some use cases and also discuss why suppliers, customers and the entire eco-system should understand and prepare for our Supply Chain revolution in the form of Autonomous Supply Chain.

3:15 pm – 3:30 pm	<b>Foundry Terrace</b>	<b>Afternoon Energy Break</b>
4:30 pm – 5:45 pm	<b>Foundry Ballroom</b>	<p><b>GENERAL SESSION 7: “Capturing Supplier Enabled Innovation (SEI)”</b></p> <p><b>Moderator:</b> Charlene Vickers, Director for Supplier Diversity &amp; Inclusion, Johnson &amp; Johnson</p> <p><b>Presenter:</b> Josh Ghaim, Ph.D., President, Small World Brands (Nuria Beauty &amp; Recharge Health); Founder, Ignite Growth Brands; Former Chief Technology Officer (CTO), J&amp;J Consumer</p> <p><b>Panel:</b> TBD</p>

### Session Description:

Supplier Enabled Innovation (SEI) has the potential for corporate direct bottom line impact by tapping into supplier skills and knowledge. Through Johnson & Johnson and engaged suppliers’ case studies, participants will learn how SEI supports organizational capabilities and alignment across multiple business functions including procurement, R&D and product development. Additionally, participants will learn about the importance of building strategic relationships and alignment around core goals to accelerate the innovation pipeline and reducing risk in the process. A panel of suppliers that have leveraged Supplier Enabled Innovation (SEI) to drive supply chain engagement will share their journey.



Day and Time	Location	Conference Meetings and Events
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5:45 pm - 6:00 pm		Free Time, Prepare for reception & Dinner
6:00 pm - 7:00 pm	Foundry Terrace	CPO/Supply Chain Executive Reception
7:00 pm - 9:00 pm	Foundry Ballroom	<b>Recognition Dinner:</b> <ul style="list-style-type: none"> <li>• Recognitions</li> <li>• Presentations</li> </ul> Sponsored by  <b>Abbott</b>

<b>Friday, February 28, 2020</b>	<b>General Conference (Day 3 of 3)</b>
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7:00 am - 12:00 pm	Foundry Terrace	Registration
7:00 am - 8:00 am	Foundry Terrace	Breakfast
8:00 am - 8:45 am	Foundry Ballroom	<b>GENERAL SESSION 8: “Process Improvement Initiatives Through the Eyes of a CMP Supplier”</b> <b>Moderator:</b> Emmett Walker, President, Walker SCM (DMSCA Supplier Member) <b>Presenter:</b> Robert Tennant, Director of Quality, Walker SCM (DMSCA Supplier Member)

**Session Description:**

From the perspective of a supplier member, this session will be a presentation of a case study in process improvement. It will focus on supplier and customer interactions and decision points. Presenter will walk the audience through two examples of process improvement initiatives recently engaged at two separate supplier locations - one a success and one a failure and the reasons that contributed to both. The presenter will communicate how engagement in the DMSCA Corporate Mentoring Program (CMP) has been integral to strategic focus and process improvements.

8:45 am - 9:30 am	Foundry Ballroom	<b>GENERAL SESSION 9: “Leveraging Artificial Intelligence and Blockchain to Build the Manufacturing Ecosystem”</b> <b>Moderator:</b> John Taylor, Director of Strategic Sourcing, Supplier Diversity, Medtronics <b>Presenter:</b> Susan Roberts, Program Director, Cognitive Visibility & Analytics, Watson Supply Chain at IBM
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**Session Description:**

Corporate supply chains need to be dynamic, responsive and interconnected with manufacturing supplier ecosystems in order to have end-to-end visibility, real-time insights in order to turn disruptions into opportunities for customer engagement, growth and profit. This session will focus on large corporation's business case for leveraging Artificial Intelligence, Blockchain and other technologies to radically change supplier supply chain engagement. The presenter(s) will discuss applications for supply chain network management; inventory management; and order management applications. Implications for B2B and B2C collaboration as well as planning for and executing actions to drive shared supplier and customer values, improved efficiency, cost reduction, and product innovation will be discussed. This presentation will build towards how DMSCA is approaching the development of “The AI and Blockchain Enabled Manufacturing Supplier Ecosystem” which will be discussed in General Session 10.

9:30 am - 9:45 am	Transition	Move to Industry Group Session Rooms
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DMSCA Supplier Member B2B Scheduled Sessions | 8:00 am - 5:00 pm

## Industry Cluster Sessions

<p>9:45 am – 11:00 am</p>	<p><b>IGC 11 and 12 Medical Devices/ Pharmaceutical:</b></p> <p><i>“Leveraging the CMP for Supplier Development and Business Positioning”</i></p> <p><b>Executive Welcome:</b></p> <ul style="list-style-type: none"> <li>Raymond Kirton, Senior Director, Supply Chain Procurement, Medical Devices Vision Franchises, Johnson &amp; Johnson</li> </ul> <p><b>Coordinator:</b> SBO or SDO IGC Coordinator</p> <p><b>CY20 Projects + Reports:</b></p> <ul style="list-style-type: none"> <li>Pre-CMP Supplier Assessment</li> <li>Selected CMP Cross Enterprise Operational Maturity Assessment*</li> <li>Targeted Suppliers Project</li> <li>Corporate Supply Chain Strategy Overviews</li> <li>Leveraging Supplier Performance Certification</li> <li>Supplier Performance Dashboards/Profile</li> <li>Continuous Learning</li> </ul> <p><b>Trainings</b></p> <ul style="list-style-type: none"> <li>Cyber Security (DivIHN Integration, Inc.)</li> </ul> <p><b>Room:</b> Foundry Ballroom</p> <div style="text-align: center;">  </div>	<p><b>IGC 02</b> Food, Beverage, and Agriculture</p> <p><i>“Leveraging the CMP for Supplier Development and Business Positioning”</i></p> <p><b>Executive Welcome:</b></p> <ul style="list-style-type: none"> <li>Steve A. Kopelic, Senior Manager, Packaging Procurement, McCormick&amp;Co</li> </ul> <p><b>Coordinator:</b> SBO or SDO IGC Coordinator</p> <p><b>CY20 Projects + Reports:</b></p> <ul style="list-style-type: none"> <li>Pre-CMP Supplier Assessment</li> <li>Selected CMP Cross Enterprise Operational Maturity Assessment*</li> <li>Targeted Suppliers Project</li> <li>Corporate Supply Chain Strategy Overviews</li> <li>Leveraging Supplier Performance Certification</li> <li>Supplier Performance Dashboards/Profile</li> <li>Continuous Learning</li> </ul> <p><b>Trainings:</b></p> <ul style="list-style-type: none"> <li>Risk Management (Proximo)</li> <li>Continuous Learning (Corp U)</li> </ul> <p><b>Room:</b> Foundry Ballroom</p> <div style="text-align: center;">  </div>	<p><b>IGC 07 Electronics and SEMI: (Intel Managed SEMI MOD Task Force Meeting)</b></p> <p><i>“Leveraging the CMP for Supplier Development and Business Positioning”</i></p> <p><b>Executive Welcome:</b></p> <ul style="list-style-type: none"> <li>Frank Sanders, Vice President, Global Supply Chain, Intel</li> <li>Beckett Tracy, Commercial Group Lead, Intel</li> </ul> <p><b>Coordinator:</b> SBO or SDO IGC Coordinator</p> <p><b>CY20 Projects + Reports:</b></p> <ul style="list-style-type: none"> <li>Pre-CMP Supplier Assessment</li> <li>Selected CMP Cross Enterprise Operational Maturity Assessment*</li> <li>Targeted Suppliers Project</li> <li>Corporate Supply Chain Strategy Overviews</li> <li>Leveraging Supplier Performance Certification</li> <li>Supplier Performance Dashboards/Profile</li> <li>Continuous Learning</li> </ul> <p><b>Trainings TBD</b></p> <p><b>Room:</b> Loom I</p> <div style="text-align: center;">  </div>	<p><b>IGC 03</b> Heavy Equip., Truck, Rail, &amp; Auto:</p> <p><i>“Leveraging the CMP for Supplier Development and Business Positioning”</i></p> <p><b>Executive Welcome:</b></p> <ul style="list-style-type: none"> <li>Michelle Picard, Director, Business Governance and Risk Management, Siemens</li> </ul> <p><b>Coordinator:</b> SBO or SDO IGC Coordinator</p> <p><b>CY20 Projects + Reports:</b></p> <ul style="list-style-type: none"> <li>Pre-CMP Supplier Assessment</li> <li>Selected CMP Cross Enterprise Operational Maturity Assessment</li> <li>Targeted Suppliers Project</li> <li>Corporate Supply Chain Strategy Overviews</li> <li>Leveraging Supplier Performance Certification</li> <li>Supplier Performance Dashboards/Profile</li> <li>Continuous Learning</li> </ul> <p><b>Trainings TBD</b></p> <p><b>Room:</b> Loom II</p> <div style="text-align: center;">  </div>

\*OMA: Quality Systems and Quality Management

### Session Descriptions: (All IGC Sessions)

The charge of each Industry Group Cluster is the development of a (1) Pre-CMP Supplier Assessment tool; (2) a detailed IGC specific on-line Cross-Enterprise Operational Maturity Assessment tool for benchmarking supplier Commitment to Continuous Improvement, Performance and Results, Management Systems and Planning, Process Quality Management, Financial and Material Control, Manufacturing Capability and Improvement Processes, Quality Systems: Sub-tier Relationship and Control, Logistics, Information Technology, Support for New Product Development and Innovation, and Sustainability; (3) Corporate Supply Chain Strategy Summaries (goals/strategic/targeted results, key tactics & initiatives, and strategic projects\*; (4) use of supplier supply chain performance maturity certification; and, (5) use of Supplier Performance Dashboards. At the discretion of IGC Members, a training session will be provided in such operational areas as predictive analytics, cyber security, sales and operating planning (S&OP); quality, or other.



11:00 am – 11:30 am      **Foundry Terrace**      Energy Break

11:30 am – 12:15 pm

**Foundry  
Ballroom**

**GENERAL SESSION 10: “How Honeywell is Using Blockchain to Manufacture Trust in the Supply Chain”**

**Moderator:** Hudson Forrester, Business Development and Outreach, Siemens Mobility, Inc.

**Presenters:**

- Daniel Stanton, President, SecureMarking
- Lisa Butters, General Manager, GoDirect Trade, Honeywell
- Mark Manning, Founder and CEO, iTRACE

**Session Description:**

- Honeywell GoDirect Trade is disrupting the \$4B global market for aircraft parts by using blockchain to build a pedigree for every part. By recording key events in a product's life cycle, GoDirect Trade provides customers with unparalleled transparency and a secure marketplace. Now, Honeywell is testing secure marking technologies that can take product authentication to the next level. In this session, we'll discuss a demonstration project that was done with SecureMarking and iTRACE to show the ease with which these building blocks can be assembled to enable the next generation of supply chain security and transparency.

12:15 pm– 2:00 pm  
LUNCH

**Foundry  
Ballroom**

**GENERAL SESSION 11:**

**Presentation 1: “Building the DMSCA Artificial Intelligence and Blockchain Enabled Marketplace”**

**Moderator:** Nancy Conner, CEO, Nancy Conner Consulting, LLC (former Supplier Diversity Manager Grainger and DMSCA Advisory Board member)

**Presenters:**

- Praveen Rao, Supply Chain Solutions on Blockchain, IBM Industry Platform, IBM
- Kevin L. Jackson, COO, SourceConnect®

**Topic 1 Description:**

**IBM Trust Your Suppliers (TYS)**

This session will address components of the evolving DMSCA Artificial Intelligence and Blockchain enabled marketplace. The IBM Trust Your Supplier (TYS) cross industry blockchain network will be presented as a network component that eliminates redundant collection and submission of the same information multiple times to different buyers. For suppliers, it will reduce on-boarding time and increase customer trust in validations. For buyers, it will provide immediate access to real-time updates and current supplier data at a fraction of the cost by reducing supplier approval cycles, minimizing supplier risk, and ensuring compliance. In general, YYS will help provide trusted access to supplier compliance data, provide credibility and compliance of network members with increased opportunity for visibility across the entire network of buyers and suppliers.

**SourceConnecte® – A DMSCA Blockchain Enabled Manufacturing eMarketplace (Pilot for “OEM Suppliers”)**

As another component of the marketplace, the DMSCA blockchain enabled e-marketplace for manufacturers will be presented as an optional resource for DMSCA supplier members with products and vehicles for small and mid-size Original Equipment Manufacturers (OEM) to market their products via blockchain technology with smart contract enablement. Supported by comprehensive supplier profiles and targeted marketing, the platform will bring OEM suppliers and customers together to collaborate, purchase and partner more efficiently. From suppliers participating in beta testing, attendees will also learn how the e-marketplace can augment traditional selling practices.

**Foundry  
Ballroom**

**Presentation 2: “The H.J. Russell Center for Innovation and Entrepreneurship (RCIE), Atlanta, GA”**

**Moderator:** Charlene Vickers, Director for Supplier Diversity & Inclusion, Johnson & Johnson

**Presenter:** Jay Bailey, President & CEO, H.J. Russell Center for Innovation and Entrepreneurship

**Topic 2 Description:**

Where suppliers account for most of the value in large corporations' supply chains, they are also a primary source of product and process innovation. When large corporations link their innovation efforts with those of their suppliers, they can bring products to market faster and gain competitive advantages. DMSCA Suppliers are often able to suggest product and process improvements that are unlikely to occur to a large corporation's internal teams. Through the Supplier Development Foundation, DMSCA announces the launch of the virtual “DMSCA Supplier Enabled Innovation Institute (DMSCA-SEII)” and its national collaboration with hubs of innovation. This session will feature one such hub, the Atlanta, GA based H.J. Russell Center for Innovation and Entrepreneurship.

3:00 pm - 5:00 pm

Unstructured and Informal Corporate and Supplier Hangout and Cocktails

**Travel to airport / departure**