

CHAIN OPERATOR JOINT BUSINESS PLANNING

March 21

AGENDA

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| 8:00am | REGISTRATION OPEN |
| 8:30 – 9:00am | SETTING THE STAGE What is the need for greater collaboration between manufacturers and national accounts and why change the current process? We will “set the stage” for the remainder of the training session. |
| 9:00 – 9:50am | OPERATOR & MANUFACTURER COLLABORATION PERSPECTIVES What does a “great” supplier look like? What are the top collaboration challenges? Hear these perspectives from guest speaker Jeff Amoscato, Vice President, Supply Chain & Menu Innovation at Shake Shack who will provide perspectives on these questions and more. |
| 9:50 – 10:05am | BREAK |
| 10:05 – 10:20am | INTRODUCTION TO OPERATOR COLLABORATION MODEL (OCM) What is Operator Collaboration Model and how was it created? An overview of the industry’s best-practice collaboration framework. |
| 10:20 – 11:50am | THE OCM PROCESS During this walk-through of steps 1-4 of the OCM, engage with industry peers during workshops and case studies. |
| 11:50 – 12:40pm | LUNCH |
| 12:40 – 1:00pm | INTRO TO JOINT BUSINESS PLANING (JBP) The group will reconvene to continue learning about Phase II of the OCM: Joint Business Planning. |
| 1:00 – 2:15pm | DETAILED OVERVIEW OF JBP – STEPS 1 & 2 Learn the approach and tools required to build a great plan between you and your operator or supplier partners. |
| 2:15 – 2:30pm | BREAK |
| 2:30 – 3:30pm | DETAILED OVERVIEW OF JBP – STEPS 3, 4 & 5 Learn the approach and tools required to build a great plan between you and your operator or supplier partners and best practices in adopting this model into your organization. |
| 3:30pm | CLOSING REMARKS & ADJOURN |