



ELEVATE Vendor Seminar – October 10, 2018

Preparing for Vendor Ownership – A Practical Guide to Achieving Competitive Advantage

[Register Here](#)

Time	Session	Presenters
8:30 - 9:00	Registration	
9:00 - 9:15	Introduction	Andrew Savini, ELEVATE
9:15 - 9:45	Session 1: What Drives Your Retailer Customer?'	Mark Jones, ELEVATE
9:45 - 10:30	Session 2: What do Retailers Really Want from their Vendors?	Panelists: TBD Moderator: Jen Caruso, ELEVATE
10:30 - 10:45	Coffee Break	
10:45 - 11:30	Session 3: Cost-effective Approaches to Managing Social Responsibility Requirements	Panelists: TBD Moderator: Mark Jones, ELEVATE
11:30 - 12:15	Session 4: The Emergence of Supplier Ownership Programs	Margot Sfeir, ELEVATE
12:15 - 13:15	Lunch	
13:15 - 14:00	Session 5: Leveraging Technology to Improve Efficiency	TBD
14:00 - 14:45	Session 6: Preparing for Vendor Performance Measurement	Jen Caruso, ELEVATE
14:45 - 15:15	Session 7: Getting Factories to Comply	Mark Jones, ELEVATE
15:15 - 15:30	Coffee Break	
15:30 - 16:15	Session 8: Customer Views on the Next Three Years	Panelists: Margot Sfeir, ELEVATE and TBD Moderator: Andrew Savini, ELEVATE
16:15 - 16:30	Closing	Andrew Savini, ELEVATE

Session Descriptions

Preparing for Vendor Ownership – A Practical Guide to Achieving Competitive Advantage

Session 1: What Drives Your Retailer Customer?

With the markets changing so rapidly, online retailing, new uncertainty with trade rules, pressure on factory liquidity, retailer bankruptcies and store closings, it's a real challenge for retailers and their suppliers to stay aligned. Retailer supply chains are large and diverse, spread across many countries, and are often managed by small teams. This makes effective supplier management a real challenge. Add to this the ever-present threat of public naming and shaming and the increasing activism of institutional investors, being a retailer is not so easy. This session will explore the various challenges faced by your customers and how it shapes their approach to the supply chain.

❖ Speaker: Mark Jones, ELEVATE

Session 2: What do Retailers Really Want from their Vendors?

Vendors do not always find it easy to determine what their retailer customer really wants. Vendors struggle with contrary customer demands for lower prices while pushing high-cost initiatives, wonder about investments in factory improvements while customers may aim to go direct, and question overall which requirements are most important for each customer. Vendors' margins are being constantly squeezed and it is difficult to balance these investment decisions. In this session, we will explore how to decipher retailer social responsibility priorities and how best to position your company to respond to them.

❖ Panelists: TBD

❖ Facilitated by: Jen Caruso, ELEVATE

Session 3: Cost-effective Approaches to Managing Social Responsibility Requirements

No company, retailer, brand or vendor wants to grow headcount in this current environment. Yet, there is constant pressure to do a better job of managing social responsibility. Who's supposed to do this? The quality team, a junior sourcing analyst? How can this best work and how should you structure it? Are there better approaches? ELEVATE will explore the topic with a number of key vendors who have faced the issue and then synthesized ideas into actionable budgets.

❖ Panelists: TBD

❖ Moderator: Mark Jones, ELEVATE

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Session 4: The Emergence of Supplier Ownership Programs

Many retailers are actively exploring the introduction of structured, incentive based, supplier ownership programs. Similarly, there has been an uptick in the number of vendors actively seeking to build programs or, at a minimum, become more proactive in how they manage social responsibility within their supply chains. This session will explore and help answer a number of important questions. What are the retailers' programs likely to look like? What sort of incentives? Who do they apply to? What are the "graduation" requirements?

- ❖ Speaker: Margot Sfeir, ELEVATE
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Session 5: Leveraging Technology to Improve Efficiency

Use your supply chain data to work for you, beyond a pass/fail report. The right technology can boost the efficiency of your responsible sourcing program goals and lend insights to help you make better supply chain decisions. There are technology platforms designed to help you manage your compliance information, track factory improvement, and centralize what is often a global effort across many departments. Learn how you can apply best practice in data management in a few cost-effective steps.

- ❖ Speaker: TBD
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Session 6: Preparing for Vendor Performance Measurement

Audits, surveys, and self-assessments are all part of a familiar set of mechanisms used by your retailer and brand customers to measure factory compliance. However, looming on the horizon are a new set of vendor performance measurement tools. Vendors may be familiar with scorecards, but may not have encountered the next wave of measurement tools. Vendor audits – whether baseline reviews, graduation assessments, or post-graduation reviews – will present vendors with a new set of issues. The session will explore the new vendor assessments, the types of questions that will be asked and what you should do to prepare for them.

- ❖ Speaker: Jennifer Caruso, ELEVATE
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Session 7: Getting Factories to Comply

One of the key missing elements in most vendor efforts are the processes around factory remediation. These include how to achieve transparency, develop preventive action plans, build proper project plans, monitor and drive factory progress, and ultimately how to get factories to comply. Since fixing non-compliances tends to cost money, how do you get a factory to comply without taking shortcuts? This session will help develop a practical, but proactive approach to factory remediation and getting to compliance and ownership.

- ❖ Speaker: Mark Jones, ELEVATE
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Session 8: Customer Views on the Next Three Years

North Korean workers, UK Modern Slavery, unauthorized? sub-contracting, the sunseting of the Alliance for Bangladesh Worker Safety are some of the higher profile social responsibility topics today. Learn from this panel of retailers and brands about other issues looming on the horizon and how they want their vendors to prepare for them.

- ❖ Panelists: Margot Sfeir, ELEVATE and TBD
- ❖ Moderator: Andrew Savini, ELEVATE