Executive Forum



Global User & Partner Conference

Tuesday, March 6, 2018 from 10:45 am – 3:30 pm All sessions take place in Coral C

The Executive Forum at Evolution 2018 was created to help senior leaders within Descartes' customer and partner base gain deeper insight into the macroeconomic, political, investment and technological changes shaping the logistics and supply chains for the coming years. We have assembled industry thought leaders and Descartes' senior management for three interactive sessions to discuss the impact of key trends and their potential for growth, disruption and transformation.

Session #1: 10:45 am – 11:45 am

Supply Chain Management: The C-Suite Perspective

Supply chain management is becoming more important to companies' success and into the view of CEOs and CFOs. What about supply chain management is capturing CXO attention? How can supply chain professionals more effectively communicate its value and better align with CXO objectives?

This session will be led by Foster Finley, Managing Director, AlixPartners. Foster leads AlixPartners' supply chain practice and works with CEOs and CFOs from shippers and LSPs to help them transform their operations. He will share insights gleaned from working with numerous CXOs, as well as the topics that are top of mind for them in 2018 and beyond. In addition, Foster will facilitate a discussion with attendees on how they are addressing and exploiting ecommerce developments.



Foster Finley

Session #2: 11:45 am – 12: 45 pm

A 360° View of Ecommerce: Shipper, LSP and Analyst Perspectives

Ecommerce continues to transform industries and supply chains. Manufacturers, retailers, distributors and logistics services providers are constantly adopting new strategies, tactics and technologies to remain competitive. Leveraging the results of the DC Velocity/ARC ecommerce study, this session will examine how different supply chain constituents see continuing ecommerce changes unfolding from their perspective in the supply chain.

This panel session will be moderated by Mitch MacDonald, President & CEO at AGiLE Business Media, publisher of DC Velocity. Participating are senior leaders with significant ecommerce and supply chain experience and insight, including John O'Shaughnessy, Vice President Supply Chain Product Management at Williams-Sonoma: Brian James, Director Price & Analysis at Estes Express Lines; and Steve Banker, Vice President SCM, Mitch MacDonald ARC Advisory Group.



Lunch: 12:45 pm – 1:30 pm

Session #3: 1:30 pm – 2:30 pm

Technology Game Changers: Investment Hype or Business Reality?

Not since the early 2000s has there been so much attention on technology and its ability to transform supply chain performance. With such a spotlight comes a high degree of conjecture and speculation when it comes to blockchain, drones, big data, ecommerce, etc. What technologies will fundamentally change supply chains and when will this change really happen? How should companies think about technology and where should they make their investments for the next five years?



These and other key technology questions will be addressed by Descartes' senior technology leaders Ken Wood, EVP Product Management and Raimond Diederik, EVP Development in a session hosted by Adrian Gonzalez, President of Adelante SCM and host of Talking Logistics. The panelists will discuss the leading technology trends impacting supply chains, their adoption rates and where the greatest returns will be for the next five years.





Open Discussion & Networking Time: 2:30 pm – 3:30 pm