OPEX Exchange

April 20 – 21 2021

100% Virtual – all time are EST

CREATING AN EFFICIENT, LEAN OPEX ENVIRONMENT & MAINTAINING AN EFFECTIVE WORKFORCE IN UNPRECEDENTED TIMES

The OPEX Exchange is going **virtual!**

Experts Include:

amazon

Anu Pujji
Principle of Operational Excellence and Transformation

Schneider Electric

Kristen Workman
Director of Lean Office Transformation

JPMorgan Chase & Co.

Mark Parker
COO - Head of Operations, Wholesale Payments

gsk

Daniel Basile
Director of Operational Excellence

HSS

Bashir Agboola
VP & CTO

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THE OPEX EXCHANGE HAS GONE VIRTUAL

In the absence of face-to-face meetings due to the current global climate, we understand the growing need to provide alternative platforms for knowledge sharing and relationship building at this time. The OPEX Exchange recognizes the significant role our meetings play in building engaged communities, so we are taking steps to provide continued platforms for our network to share ideas, discuss best practices and stimulate innovation during these times of uncertainty, through new Virtual Exchanges

We are committed to bringing cutting-edge learning and quality discussions to you in the comfort of your own home!

WHAT IS THE VIRTUAL OPEX EXCHANGE

Reflective of our physical Exchanges, which we have been successfully running in the operational excellence space for 4 years, the Virtual Exchange will bring **together a select group of 60 senior-level Operational Excellence and Business Transformation leaders on an invitation-only basis**. Every attendee is taken through a short registration call prior to attending to ensure that we are bringing together a group of like-minded peers who can openly share challenges, experiences and future strategies.

Over the course of the Exchange, we will host **a series of collaborative and discussion-based sessions**, enabling you to engage in deep dive conversations with a connected and committed community. Our select few interactive case-study presentations, delivered to you by industry leaders, will also ensure that you are able to gain access to pioneering thought-leadership over the course of the two days.

The virtualization of our one-to-one meetings with our sponsor partners will **connect you with highly recommended solution-providers** with the capability to aid you and your fellow attendees at such a challenging time. Through these consultative conversations, you can share insights and build meaningful, lasting business relationships.

WHAT CAN I EXPECT AT THE VIRTUAL OPEX EXCHANGE?

Choose from one of our Virtual Roundtables on each day to engage with a group of up to 10 fellow Operations leaders where you can discuss your greatest challenges through peer-to-peer brainstorming

Select from our quality solution provider partners and mold your itinerary around consultative 1:1 meetings, designed to help you address your key challenges

Join our Keynote Sessions with interactive Q&A to hear case studies from thought-leaders, with ample time to pose your questions to them

Participate in our interactive Panel Discussions and Fireside Chats to gain invaluable industry knowledge from the comfort of your own home!

MEET THE **SPEAKER FACULTY**

Our speaker faculty features a collection of inspiring leaders across the world's largest brands, who have developed innovative strategies to combat the key challenges facing their industry today. During this unparalleled and immersive two day experience, attendees will hear personal perspectives and practical solutions from these Operational Excellence and Transformation leaders, to unlock business value and drive scalable change.

Anu Pujji
Principal Operational Excellence

Christina Gasperino
VP of HR

Kristen Workman
Director of Lean Office Transformation

Adrian Kumar
Global Head of Operations Science & Analytics

Daniel Basile
Director of Operational Excellence

Padmini Nidumolu
Enterprise Transformation Coach

Beth Johnson
VP of Operational Excellence - Digital Finance

Bashir Agboola
VP & CTO

Shawn Fry
Director of Operational Excellence

Chinmaya Yerramilli
Senior Director of Operational Excellence - Consumer Banking

Mark Parker
COO Head of Operations - Wholesale Payments

Song Gao
Solution Design Director

Walter Bilgram
VP Operational Excellence

Michael Dove
VP Center of Process Excellence

Vic Nanda
Head of Continuous Improvement & Transformation Capabilities

Garvin Barker
Vice President Global Supply Chain Strategy

HOW CAN THE VIRTUAL EXCHANGE **HELP YOU?**

In the absence of physical events and human connection, the Virtual Exchange is here to help you still meet and engage with peers, support your community, improve your technology stack and benchmark with likeminded individuals. Discover how the Exchange could help you below to ensure you get the most out of your time.

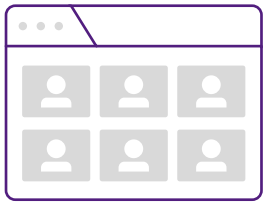
"How can I still meet and engage with peers at a time where physical connections aren't possible? **I want to create meaningful connections that can become lasting relationships**, that's one of the most valuable aspects of any event!"

"I need more from my technology providers to support us during this time. I'm sure my partners can do more that I'm not currently utilizing, and there are other vendors in the market that can help me, but I don't know what's currently available to best help us. **How can I learn more about the tools and technology available to help accelerate my business's transformation during this period?**

"We've seen some success recently and I want to share with the community so I can help support my peers during this time. Additionally, I want to learn what others are doing – where are they seeing success, what are they struggling with. **I join events to get a wealth of insights and get involved in all aspects how can you help me with that?**

Virtual Roundtables

These live discussion groups bring you and your peers face-to-face to discuss your greatest challenges in a virtual exchange format through peer-to-peer brainstorming. Select which roundtable most appeals to you, and jump in to personally connect with a group of likeminded peers for an hour long, in-depth discussion to exchange ideas and best practice. Create meaningful connections based on mutual challenges and concerns, and build realtionships to keep the conversation going once the event is over!



Virtual Meetings

The virtualization of our one-to-one meetings with our sponsor partners will connect you with highly recommended solution-providers to help uncover extensions to your existing technology stack and brand new technology solutions to help you better achieve your objectives and drive your transformation.

Interactive Content To Suit Your Needs

All of our content is uniquely interactive to help you answer your burning questions.

Our diverse collection of roundtables, fireside chats, panel discussions and keynote presentations are all designed to expose you to an array of success stories and case studies from the community, and allow you ample time to answer the questions that matter to you most.

Whether you submit them beforehand, or in real-time, the Exchange allows time for you to engage directly with speakers whilst they share their insights with you.

CREATE YOUR OWN **ITINERARY**

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The Exchange is uniquely pre-scheduled to help you derive the most value from your experience. As with our physical events, you can select who you want to meet with and which sessions you want to attend weeks before joining on-site.

You will receive a personalized itinerary based on your selections and preferences to help you make the most of your time.

And now, our Virtual Exchange allows you to space out the full Exchange experience at a time that better suits you.

For the first time our trademark consultative one-to-one business meetings will be spread throughout the week prior to the Exchange based on your availability. Giving you more time across the main days of the event to focus on high-level content & sharing with your peers, and guaranteeing you time to take calls, respond to emails or take a break in between sessions to prevent conference burnout or fatigue.

You also have the ability to choose exactly which sessions you attend. Many are open to the whole audience, and some are intimate discussions by advanced selection only.

EXAMPLE ITINERARY

Your Meeting Itinerary

Monday 19th April 2021 2.30 – 3.00PM	One-To-One Business Meeting with **Thoughtexchange**	Mutual Selection
Tuesday 20th April 2021 11.00 – 11.30AM	One-To-One Business Meeting with **Signavio**	Your Selection
Wednesday 21st April 2021 10.30 – 11.00AM	One-To-One Business Meeting with **IBM**	Exhibitor Selection
2.00 – 2.30PM	One-To-One Business Meeting with **iGrafx**	Mutual Selection

Main Event Days

Tuesday 20th April 2021 - DAY ONE

10.30am - 11.15am	**OPENING PANEL DISCUSSION AND INTERACTIVE Q&A:** Changing Organizational Culture By Building A Mind-Set Of Transformation
11.15am – 11.45am	**INTERACTIVE PRESENTATION: INSIDE-OUT TRANSFORMATION:** The Power Of Cognitive Change To Achieve Sustainable Workflow Improvements And Redefine Your Enterprise
11.50am – 12.50pm	**VIRTUAL ROUNDTABLE:** Organizational Initiatives - How To Improve The Odds Of Success With A Clear Operational Strategy
13.45pm – 14.15pm	**PRESENTATION AND INTERACTIVE Q&A:** Organizational Ambidexterity – Exploring How To Balance Efficiency and Innovation At Times of Economic Uncertainty
14.15pm – 14.45pm	**CLOSING PRESENTATION AND INTERACTIVE Q&A:** Building The Agile Enterprise: Growing An Agile Mindset To Respond Quicker To Changing Consumer Needs

Wednesday 21st April 2021 – DAY TWO

10.30am - 11.00am	**OPENING PANEL DISCUSSION AND INTERACTIVE Q&A:** The 2020 Global Operating System: Marrying Automation With Lean Six Sigma To Gain Full Transparency Of Process and Drive Digital Transformation
11.00am – 11.30am	**INTERACTIVE PRESENTATION:** Keeping Your Feet On The Ground: Leading Significant Positive Change For Your Organization
12.55pm – 13.55pm	**VIRTUAL ROUNDTABLE:** Culture, Policy and Practice: Exploring Why Organizations Fail To Perform And Considerations For Building A Sustainable Operational Strategy
14.00pm – 14.30pm	**ONE-TO-ONE BUSINESS MEETING WITH IBM**
14.40pm – 15.20pm	**PANEL FIRESIDE CHAT AND INTERACTIVE Q&A:** Diversity of Thought: The Power Of Collective Experiences To Build Strategic Workplaces of The Future

THE VIRTUAL AGENDA

"It was a great event with beneficial sessions that were educational and held my interest. The panel discussions also provided a nice variety of perspectives. It was organized, well-scheduled, and well-executed. Congrats on a great pivot to a virtual event that was truly successful!"

SVP Business Process Management, Commerce Bank

OPENING REMARKS FROM THE CHAIR

11.30 – 11.40

BREAK THE ICE!
Virtual Village

11.40 – 12.00

During such a disruptive period, opportunities to connect with your peers to share knowledge and experience are more important than ever.

This session provides time to interact with and learn about your peers, all of whom are senior operational experience decision-making leaders. You will have the opportunity to meet with 5 of your peers in our Virtual Rooms in this fun, fast-paced session, offering ample opportunity to discuss new strategies and methods to overcome your biggest challenges.

OPENING KEYNOTE WITH LIVE POLLING AND INTERACTIVE Q&A!
Analyzing Your Business Processes And Workforce To Separate The Digital Drivers From The Legacy Clingers

12.05 – 12.35

As the environment around us becomes increasingly digital, now is the time to separate your accepting, agile workforce from the moreresilient as we identify which processes can be bettered through digitalization. To ensure you have the right talent in place support yourbusiness transformation strategies you will need make enterprise-wide investments for continuously lean, undisturbed growth. Thissession will delve into the steps your business needs to take when measuring your talent against your end objectives, as well as where upskilling can be applied to better their potential.

- *Recognizing which of your systems can be digitalized to remove the risk of human error and better utilize your skilled workforce*
- *Identifying those in your workforce who are resistant to adapt to avoid wasting educational resources*
- *Finalizing the skills and requirements you expect from your workforce for enterprise-wide commitments*
- *Implementing systems which better your process and workforce capabilities for continuous improvements*
- *Initiating a new approach to your legacy workers to confirm they understand that their job is not guaranteed*

Mark Parker
COO - Head of Operations, Wholesale Payments, JPMorgan Chase & Co

JPMorgan Chase & Co.

VENDOR KEYNOTE: IBM PRESENTATION WITH LIVE POLLING AND INTERACTIVE Q&A
Unlock Hidden Value In Your Business With AI & Automation

12.35 – 13.05

Automation transforms work and simplifies how businesses operate. AI accelerates innovation by making every interaction, experience, and process more intelligent. And the combination of Automation with AI, at scale, will truly unlock hidden value in your organization.

Combining automation with AI will release $134B in labor value in 2022, and a vast majority of AI and automation leaders expect to outperform their competitors in revenue growth. To realize the full potential of AI-powered automation, businesses need to consistently integrate proven automation software and best practices across all workflows – from creating faster, digital customer experiences to optimizing internal processes.

In this presentation, learn how IBM Cloud Pak for Business Automation enables companies to move beyond piecemeal approaches and apply AI-powered automation effectively across the enterprise, leading to true digital transformation.t

Session led by IBM

LUNCH BREAK — **13.05 – 13.40**

ONE-TO-ONE BUSINESS MEETINGS — **13.10 – 13.40**

FIRESIDE CHAT WITH THE CHAIR AND SHORT Q&A!
Continually Investing In Your Employees Throughout Your Business Transformation Efforts To Achieve Maximum ROI

13.45 – 14.25

Where digitalization is becoming increasingly accessible, there are growing opportunities to identify and eliminate waste and inefficiencies. Here the speakers will address how internal education, training and re-development will pave the way for enterprise-wide buy-in and adoption of digital strategies, and how this can be applied across various stages of the adoption process. This session will cover the role and importance of:

- *Including your employees throughout your technology implementation process for the best chance of enterprise-wide buy-in*
- *Educating your workforce on the direct benefits of digitalization for minimal resistance*
- *Improving your existing talent's skill-set to encourage integration and adoption of digitalization and technology add-ons*
- *Providing employees working in the 'new normal' with the necessary equipment and facilities to support output and productivity in a virtual space*

Christina A. Gasperino
VP of HR,
Florida's Natural Growers

Shawn Fry
Director of Operational Excellence,
BAE Systems

PRESENTATION AND INTERACTIVE Q&A
Organizational Ambidexterity – Exploring How To Balance Efficiency and Innovation At Times of Economic Uncertainty

14.25 – 14.55

Session reserved for ThoughtExchange ThoughtExchange

ONE-TO-ONE BUSINESS MEETINGS

15.00 – 15.30

VIRTUAL ROUNDTABLE DISCUSSIONS

15.35 – 16.35

TABLE 1

Automate Business Operations To Achieve Better Business Performance

Automation transforms work and simplifies how businesses operate. AI accelerates innovation by making every interaction, experience, and process more intelligent. Combining automation with AI will release $134B in labor value in 2022, and a vast majority of AI and automation leaders expect to outperform their competitors in revenue growth.

To realize the full potential of AI-powered automation, businesses need to consistently utilize proven automation software and best practices across all workflows – from creating faster, digital customer experiences to optimizing internal processes. IBM has broad domain and industry expertise in Automation and will engage an active conversation on:

- *Solving some of your toughest challenges with automation*
- *Deciding what and how to automate*
- *Spanning across business and IT*
- *Optimizing for continuous improvement*

Join IBM and your peers as we discuss digitizing more types of work to help you adapt and thrive by turning momentary challenges into long term opportunities.

IBM

TABLE 2

Achieve the Perfect Balance: Scaling No-Code Workflow Automation through Citizen Developers and Centralized Governance

What began as a journey to drive efficiency for Underwriter's Laboratories has now expanded to developing ways to help the business gain insights on operational performance and customer experiences. The team is saving thousands of hours and has enabled hundreds of citizen developers across the organization.

Join us at this session to discuss some of these critical topics:

- *The role of citizen developers (and IT) in successfully scaling automation*
- *How to structure a no-code automation initiative with the right team and governance structure*
- *Process and Automation KPIs*
- *Lessons learned and common pitfalls to avoid*

John Jones
UL

Scot Webster
UL

Catalytic

16.35 – 17.05

PANEL DISCUSSION WITH CHAIR AND LIVE Q&A!

It's Time To Go Live: Creating More Flexible Processes And Consistently Adapting Your Offerings To Meet Stakeholder Expectations

2020 revealed how unprepared many of us were for the changes in consumer demands and employee requirements. As we enter a new era where flexibility and adaptability are expected from the end user & employee alike, this panel will explore the conversations your enterprise need to be having internally to create a more resilient enterprise:

- *Embedding an effective data platform; providing end-user and employee information in real-time for faster reactions and minimal waste; time, money and resource*
- *Investing in new, adaptable technologies which allow for both improved strategy mapping and added flexibility*
- *Developing amendable offerings as a resilient and relevant company to allow for continuous growth despite unpredictable environments*
- *Analyzing internal platforms and capabilities in order to make sound, sustainable, and long-term investments*

Chinmaya Yerramilli
Senior Director of Operational Excellence - Consumer Banking, Discover Financial Services

Michael Dove
VP Center of Process Excellence, PSCU

Chaired by Signavio

FIRESIDE CHAT

Out With The Old, Or Just Add The New? Is It Time For Your Legacy Dependent Business To Digitize If You Are To Achieve Continuous Growth?

17.05 – 17.35

Whilst some organizations have the means to transition their entire operations to cloud, many are still heavily reliant on legacy systems. Whether this is consequence of a reluctant workforce, a financial decision, or lacking the know-how to make a start, your company is at stake if nothing new is adopted to transform your operational excellence and your culture. This session will provide insights on when to 'take the leap' and when to start taking the steps to slowly integrate.

- *Can your enterprise continue to operate and compete without overhauling your legacy systems?*
- *Analyzing your business model and existing systems to make the best choice for digital strategies that can work for your enterprise*
- *Investing in digitalized processes without disrupting the delivery of your existing products & services*
- *Examining how consulting employees across the business will help you prioritize your urgent 'need to happen now' actions from the requirements to plan for*

WRAPPING UP DAY ONE!

CLOSING REMARKS FROM THE CHAIR FOR DAY ONE

17.35 – 17.45

OPENING REMARKS FROM THE CHAIR

11.30 – 11.45

OPENING KEYNOTE WITH LIVE POLLING AND INTERCTIVE Q&A!
Why Adopting A 'Value-Add' Approach Will Transform Employee Effectiveness Across Your Entire Enterprise

11.45 – 12.15

When implementing a successful OPEX strategy you need to ask yourself the following questions: How will this add value? Will this eliminate waste?

This session addresses best practice when identifying your most valuable processes and the areas you can further value through adopting additional agility and lean efficiency processes to reach your organizational goals.

- *Aligning your values with those of the customer for continuous growth and E2E satisfaction*
- *Adjusting the mindset of your workforce to prioritize tasks and processes which create value when delivering business objectives*
- *Encouraging a lean approach to enterprise-wide operations to minimize all and efficiently deliver organizational goals*
- *Investing in technology for a tangible-like, collaborative working environment when operating virtually for continuous improvements*

Kristen Workman
Director of Lean Office Transformation, Schneider Electric

12.15 – 12.45

KEYNOTE WITH Q&A

Meeting Goals In An Unprecedented World: Reassessing Your Internal Processes To Continuously Deliver Agile Operations

During a time when many business goals and objectives were disrupted by COVID-19, Weber-Stephen Products were able to defy the odds and remain continuously agile when establishing new overseas facilities. Join this session to learn how Weber-Stephen Products utilization of emerging technology and adjustments to traditional hiring processes enabled them to stay agile and continue to meet business objectives.

- *Instigating teams and resources early on to guarantee their maximum output at critical stages*
- *Implementing enterprise-wide collaboration tools to encourage constant communications between teams for efficient delivery*
- *Investing in localized expertise when expanding operations to create constant flows of knowledge across the business and eliminate inefficiencies*
- *Encouraging enterprise-wide adoption of technological advancements to better your businesses' capabilities*

Garvin Barker,
Vice President Global Supply Chain Strategy

12.45 – 13.15

FIRESIDE CHAT AND Q&A

Leveraging Emerging Technology To Drive Efficiency And Improved Service Level

In this rapidly changing ecommerce environment, the only way to stay competitive, drive superior performance, and better serve your customers is by combining automation and investment in digital technologies for the supply chain. Thanks to advancements in technology including cloud computing, robotics and other mobile technologies, the digital supply chain experience can now be real-time, data-driven, automated, integrated, and connected. Join Adrian and Song for an in-depth discussion covering:

- *Leveraging technologies to help you overcome complex and specific challenges for operational efficiency*
- *Improve inventory management to better understand your business's current capabilities*
- *Managing order cycle times, supply chain efficiency and employee safety for successful continuous improvement*

Adrian Kumar
Global Head of Operations Science & Analytics, DHL

Song Gao
Solution Design Director, DHL

LUNCH BREAK	**13.15 – 13.50**
ONE-TO-ONE BUSINESS MEETINGS	**13.20 – 13.50**
VIRTUAL ROUNDTABLE DISCUSSIONS	**13.55 – 14.55**

TABLE 1
Show Them You're Listening: The Importance Of Showing Your Workforce And End-Users That You Are Acting To Their Needs
Anu Pujji
Principal of Operational Excellence, Amazon

TABLE 2
Shifting Your Company Mindset: Best Practice When Implementing A Digital Mindset Across Your Traditional Business
Daniel Basile
Director of Operational Excellence, GlaxoSmithKline

14.55 – 15.25

PANEL DISCUSSION WITH INTERACTIVE Q&A!

Women in OPEX: Exploring Leadership in Operational Excellence from the Perspective of Successful Female Representatives

Diversity of thought is key when looking for new and different perspectives for improving your OPEX. To encourage lean, agile change and develop continuous improvement initiatives it is crucial to always look for fresh and new leadership perspectives. This session will provide great insight into the world of leading innovative OPEX from the outlook of female leaders:

- *Ensuring you are operating with a diverse workforce to create a better environment and collaborative culture when achieving business objectives*
- *Establishing strong coaching and leadership across your workforce for sustainable, continuous growth*
- *Creating opportunities to democratize operational excellence*
- *Understanding the challenges for women in the OPEX space to support and encourage career development at all levels*

Kristen Workman
Director of Lead Office Transformation, Schneider Electric

Padmini Nidumolu
Enterprise Transformation Coach, Lean In Agile

Beth Johnson
VP of Operational Excellence - Digital Finance, Goldman Sachs

Anu Pujji
Principal of Operational Excellence, Amazon

Chaired by ThoughtExchange

ONE-TO-ONE BUSINESS MEETINGS

15.30 – 16.00

16.05 – 16.35

KEYNOTE WITH Q&A

Nokia's Triple Play: Driving Improvements From Industry & Market Challenges Through Their 3-Pillared Approach

In this session you will gain great insight into how Nokia utilizes innovation, operational transformation, and enhancing people capabilities for overall improvements in transformation and enterprise-wide digitalization. Join us to learn from one of the world's leading telecommunications, IT, and consumer electronics manufacturers as we discuss:

- *Successfully implementing execution techniques to meet increasing consumer demands*
- *Delivering best-in-class quality whilst optimizing costs to standout against your competition*
- *Transforming your enterprise to align with pressing market challenges to outpace your direct competitors*
- *Utilizing disruptive technologies to better appeal to your consumers in an increasingly demand driven environment*

Vic Nanda
Head of Continuous Improvement & Transformation Capabilities, Nokia

NOKIA

16.35 – 17.05

CLOSING SESSION: FIRESIDE CHAT WITH SHORT Q&A

What To Expect From The Unexpected: Preparing Your Organization For The Working Environments Of The Future

In a time which has removed the ability to operate and communicate with colleagues face-to-face, many are now presented with the task of digitalizing various everyday interactions and processes which were previously physical. This session highlights the need for flexibility and agility across all processes, as well as for those that run and utilize them, to ensure a constant stream of cooperation and communication for your dispersed workforce and disrupted working environment.

- *Investing in the correct platforms and technology to support lean growth across your business*
- *Creating a supportive working environment to encourage maximum efficiency across your workforce*
- *Providing learning management systems for your employees to continue upskilling your workforce for maximum ROI*
- *Why technology and communication platforms are so powerful for the future of your business and the need for enterprise-wide buy-in*

Bashir Agboola
VP & CTO, Hospital for Special Surgery

Walter Bilgram
VP Operational Excellence, BJC Healthcare

17.05 – 17.20

SEE YOU NEXT TIME!

Final Remarks from the Chair & Thank You from the OPEX US Exchange Team!

WHY CHOOSE THE **OPEX EXCHANGE?**

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ATTEND THE EXCHANGE AND FIND OUT HOW TO:

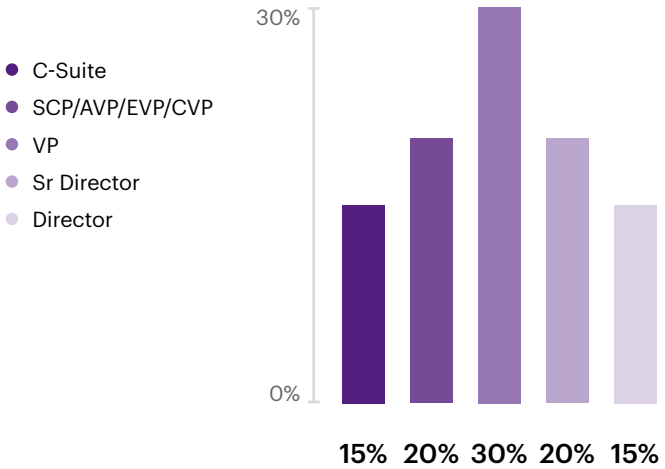
- Embed a mindset of transformation amongst senior executives and scale change throughout your organization
- Align OPEX strategy with the wider business to gain transparency of business metrics and deliver on operational improvements
- Build the workforces of the future: Re-skilling employees with new technical capabilities to work with automation and accelerate your business transformation
- Adopt a people centered approach to OPEX through Lean Six Sigma methodologies, to effectively lead through change
- Marry the right technology and agile methods to faster respond to ever changing customer needs and drive operational value

WHAT MAKES THE OPEX EXCHANGE UNIQUE?

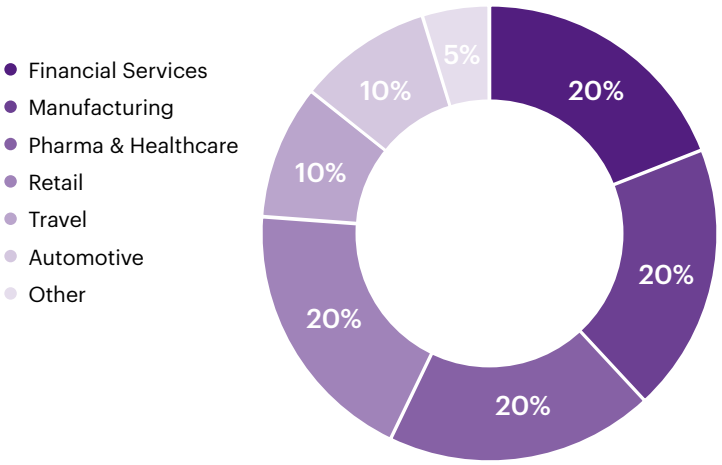
- Access the most exclusive network of OPEX leaders the industry has to offer due to our invitation only policy
- Four months of in-depth research plus the very best brands on the speaker panel ensure your mind will be truly stretched
- Discover how recommended suppliers would approach your greatest challenges during private consultative business meetings
- With just 60 leaders in attendance, who are all in the same improvement mindset as you, you'll get the opportunity to meet everyone at this intimate forum by the time you leave
- Don't just attend, take part. The range of panel discussions, Roundtables, Think Tanks and dedicated networking sessions allow you to dig deep into the topics that matter to you most

AUDIENCE BREAKDOWN

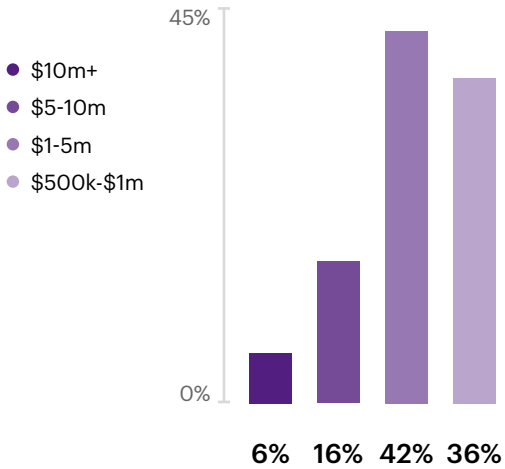
Job title



Industry



Budgetary responsibility



PAST ORGANIZATIONS IN ATTENDANCE

QUALIFICATION OF ATTENDEES

Operational Excellence, Business Transformation and Process Improvement senior decision makers from across industry will be in attendance. We qualify all attendees on job function and strategic responsibility to ensure you're guaranteed to meet an elite group of strategic thought leaders.

Every attendee must have an active Transformation project, and must answer 'yes' to two of the following criteria in order to gain an invitation:

- I'm the Chief, VP or Director for Operational Excellence, Business Transformation or Process Improvement
- I control where the company budget is spent in relation to OPEX and Change initiatives
- I have an active requirement for business solutions within the next 6-12 and 12 - 24 months
- I have a personal/departmental budget of + $1 million

Walgreens
Walmart
USAA
Kimberly-Clark
Fidelity Investments
BNY MELLON
Medtronic
TARGET
SANOFI
hp
WELLS FARGO
BAYER
LOCKHEED MARTIN
G4S
Johnson & Johnson
MetLife
NATIONAL INSTRUMENTS
HONDA
PHILIPS
abbvie
Stanley Black & Decker
Staples
FRESENIUS MEDICAL CARE
McKESSON

WHY SHOULD YOU SPONSOR **THE EXCHANGE**

Opportunities to Participate

ONE TO ONE BUSINESS MEETINGS:

The most unique part of the exchange is the one-to-one business meetings with leading senior executives. When you register for the OPEX Exchange as a sponsor, you will be asked to identify the clients that you would like to meet, so we can match your company with the executives who will fit your business goals. Prior to the exchange, you will be able to assess the attendees and select the ones who match your initiatives and priorities. Your selections are then incorporated into your customized agenda. These private thirty minute one-to-one meetings give you the opportunity to offer objective, flexible, and relevant strategies for continued success. This unique aspect of the Exchange serves to simplify the process for sourcing new solutions and enables you to discuss strategies of emerging technologies that will build lasting relationships.

THOUGHT LEADERSHIP:

Whether this be a 30 minute platform presentation to the entire event audience, or a smaller Think Tank discussion led and moderated in a private conference room, or even a panel discussion with several of your customers. The OPEX Exchange will work with you to find a thought leadership opportunity that will help you achieve your objectives and add great value to the audience in doing so. This speaking opportunity can be a client case study and or conduct as a panel with a client and/or participants of your choosing. There are plenty of thought leadership opportunities to get involved in and they will really help you to make a great impact with the Exchange audience.

NETWORKING RECEPTION SPONSOR:

Every Exchange plays host to two very special evening networking receptions, both pre-event to greet the arrivals and at the end of the first day. These networking receptions are a great opportunity to connect with attendees and make a big splash with your brand. Previous networking events have included boat tours, golf, gala dinners, casino nights and much more. The Exchange will work with you to create a truly memorable experience for the delegates.

Those who attend the OPEX Exchange are the Transformation leaders for some of the world's largest organizations. Attendees include Chiefs, VP's and Directors of:

- Operational Excellence
- Continuous Improvement
- Business Transformation
- Change Management
- Process Improvement
- Process Re-engineering
- Agile
- Lean

TESTIMONIALS FROM OUR **VIRTUAL EXCHANGES!**

"A great opportunity for more focused, virtual networking. It felt aspirational, like a virtual VIP "room" at a larger OPEX conference."
SENIOR CONTINUOUS IMPROVEMENT MANAGER,
NORTHROP GRUMMAN

"Thought-provoking presentations coupled with engaged roundtable discussions. I learned a lot in areas where I thought I already knew a lot."
DIRECTOR CONTINUOUS IMPROVEMENT,
THE HARTFORD

Thoughtful topics, insightful conversation and valuable contacts. I found the Exchange valuable!"
GLOBAL HEAD OF RATINGS OPERATIONS,
S&P GLOBAL

"The OPEX Exchange was a virtual forum which provided ample opportunity to talk with operational leaders across a broad cross section of industries. The round table break-out sessions allowed me to understand some of the best practices being utilized and also the hurdles experienced on the way to initiating operational changes in their companies."
SENIOR MANAGER,
HONDA R&D AMERICAS

"Insightful practical conversations and information sharing; relevant in the moment from professionals actually leading the work."
VP OPERATIONAL EXCELLENCE,
BJC HEALTH

"Loved the topics and presenters. Overall had a good experience with the virtual format. Interestingly I was able to participate in discussions and make new connections even though it was all virtual."
PRINCIPAL MANAGER,
LIBERTY MUTUAL INSURANCE

"The Virtual OPEX exchange provides an opportunity for Industry leaders to collaborate, communicate and consider innovative solutions for today's most challenging issues."
EXECUTIVE DIRECTOR PROCESS IMPROVEMENT,
JP MORGAN CHASE

"First, remarkable job putting together this very comprehensive and engaging conference during these times of social distancing. I was thoroughly impressed by the moderators, the presenters and the participants. Everyone had something of value and significant substance to offer at this OPEX Exchange. Even given the ZOOM platform, this was one of the best Exchanges I have attended."
GLOBAL PROCESS IMPROVEMENT MANAGER,
NEWELL BRANDS

"It was a great event with beneficial sessions that were educational and held my interest. The panel discussions also provided a nice variety of perspectives. It was organized, well-scheduled, and well-executed. Congrats on a great pivot to a virtual event that was truly successful!"
SVP BUSINESS PROCESS IMPROVEMENT,
COMMERCE BANK

OUR VALUED PARTNERS