

Operator/Manufacturer Collaboration Model Best-Practices Training Advances Industry Knowledge



06/24/2015

8:00 am - 8:30 am

Registration

8:30 am - 8:40 am

Introduction

8:40 am - 9:10 am

Setting the Stage

What is the need for greater collaboration between manufacturers and national accounts and why change the current process? TPG will “set the stage” for the remainder of the training session.

9:10 am - 9:50 am

Operator and Manufacturer Collaboration Perspectives

What does a “great” supplier look like? What are the top collaboration challenges? Hear these perspectives from a chain operator, who will provide their perspectives on these questions and more.

9:50 am - 10:05 am

Break

10:05 am - 10:20 am

Introduction to OCM

What is Operator Collaboration Model and how was it created? TPG will provide an overview of the industry’s best-practice collaboration framework.

10:20 am - 11:50 am

OCM Segmentation

During this walk-through of steps 1-4 of the OCM, engage with industry peers during workshops and case studies.

11:50 am - 12:40 pm

Lunch

12:40 pm - 2:00 pm

Continued Instruction and Group Activities

The group will reconvene to continue learning about the OCM and participate in workshops and group activities.

2:00 pm - 2:15 pm

Break

2:15 pm - 3:15 pm

Joint Business Planning

An overview of steps 4-8 of the OCM, which focuses on Joint Business Planning.

3:15 pm - 3:30 pm

Closing Remarks and Adjourn