

# SUPPLY CHAIN CONFERENCE

**Connect. Transform. Deliver.**

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Hyatt Regency Grand Cypress

*Trading Partner Alliance*

*FMI and GMA*

# Modernize Your Supply Chain to Improve Safety & Your Bottom Line

MODERATED BY

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# Modernize Your Supply Chain to Improve Safety & Your Bottom Line



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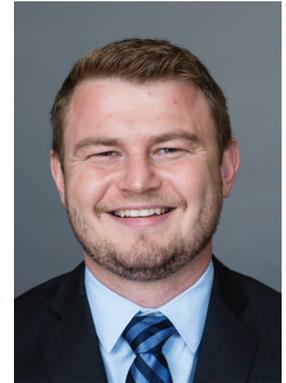
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Seal the Seasons



**Alex Sosnov**  
COO,  
Tiesta Tea

## Why is modernizing your supply chain important, and where do you start?

- Supply chain processes have changed dramatically in the last 20 years.
- Mounting food safety regulations are a source of worry and anxiety throughout our industry.
- Manual processes will barely suffice meeting FSMA regulations or provide you the support needed if your brand is faced with a food safety issue.

## Session Format

- Today's interactive discussion will examine supply chain inefficiencies and suggest ways to modernize.
- Attendees will join round tables for breakouts to discuss a specific topic of interest.
- Each table will have a group leader/moderator who will guide you through a discussion/exercise. Attendees will have the opportunity to share their company experiences/best practices, hear from their peers, and brainstorm solutions together.
- At the end of the session, moderators will report on the ideas; key takeaways will be added to the final slide deck for sharing on the conference website and app.

Katy Jones, TABLE 1

Sebastian Valencia, TABLE 2

## How to achieve buy-in from your C-Suite to maximize adoption through a change management plan

**Conversation starter:** If the phrase “legal risk” doesn’t get your C-Suite’s attention, then the \$10 Million price tag of an average recall should.

- Investing and changing processes will not only make you FSMA compliant now, but will save you time and money in the future.
- Modernizing the supply chain will support marketing claims of traceability, demonstrating to consumers that you are working with vetted suppliers who are aligned with your company’s values.
- Discuss how to present technology tools to the C-Suite to gain their interest and buy-in.

Bryan Cohn, TABLE 3

Lucelena Angarita, TABLE 4

## How to improve supply chain visibility to grow your business

**Conversation starter:** Whether you are managing domestic and/or foreign suppliers, discuss ideas on managing supplier onboarding and relationships while improving food safety and recall planning with technology.

- With automation comes a wealth of data to make informed smart decisions to increase business and improve the bottom line.
- By automating and documenting the recall plan in advance, companies can ensure speed of delivery and consistency of notifications to their supply chain partners when a recall happens.

## Alex Sosnov, TABLE 5

# Managing your vendor relations and understanding your business chain partners to modernize your supply chain

**Conversation starter:** When domestic and foreign companies work together, there must be collaboration and compromise to drive value in the supply chain.

- A good understanding of the strengths and weaknesses of your supply chain suppliers can help make the relationship successful.
- Regulations and business norms vary from country to country. Businesses in a global landscape have made great strides through vendor management to innovate, improve and modernize the supply chain.
- Different suppliers are at different levels of technology advancement in their respective companies. Understand, adapt and modernize.

## Round Tables Debrief

- Please summarize your table discussion.
- Agree upon three (3) key takeaways.
- Your table moderator will share your findings with session attendees.

# Recap of Learnings: