I-e SCM Lab's 2015 Fall Meeting
November 12
Morning Agenda

7:30 AM to 8:30 AM   ***Check-In and Breakfast*** (McCord Hall, Room 456)

8:30 AM to 9:00 AM   ***Opening Remarks*** (McCord Hall, Room 456)

Amy Hillman
Dean, W. P. Carey School of Business at Arizona State University

John Fowler
Chair, Supply Chain Management Department, W. P. Carey School of Business at Arizona State University

9:00 AM to 9:15 AM   ***Welcome and Updates*** (McCord Hall, Room 456)

Elliot Rabinovich and Dale Rogers
Professors, Supply Chain Management Department, W. P. Carey School of Business at Arizona State University

9:15 AM to 10:00 AM   ***Omni Channel Retailing: Challenges and Opportunities***
(McCord Hall, Room 456)

Discussant:

Tim Vaio
Vice President Information Technology, Gap, Inc.

10:00 AM to 10:15 AM   ***Break***

10:15 AM to 11:00 AM   ***The Role of the Sharing Economy in Supply Chain Management: Transforming Local Pick Up and Delivery***
(McCord Hall, Room 456)

Discussant:

Kevin Valsi
Head of Growth, Cargomatic

11:00 AM to 11:15 AM   ***Break***

11:15 AM to 12:00 PM   ***The Digital Supply Chain: Data as a Commodity***
(McCord Hall, Room 456)

Discussant:

David Knight
Founder and CEO, Terbine

12:00 PM to 1:00 PM   ***Lunch***
(McCord Hall, Room 456)

I-e SCM Lab's 2015 Fall Meeting
November 12
Afternoon Agenda

1:00 PM to 1:45 PM	**Research Developments Towards a Real-Time Enterprise** (McCord Hall, Room 456)
	Discussant:
	Doug Standley CEO, n.io
1:45 PM to 2:00 PM	**Break**
2:00 PM to 2:45 PM	**Actionable Deliverables to Address Pressing Challenges and Opportunities** (McCord Hall, Room 456)
	Discussants:
	Elliot Rabinovich and Dale Rogers Professors, W. P. Carey School of Business, Arizona State University
2:45 PM to 3:00 PM	**Break**
3:00 PM to 3:45 PM	**Research Developments in Omni-Channel Retail** (McCord Hall, Room 456)
	Discussants:
	Annibal Sodero Assistant Professor, Sam M. Walton College of Business, University of Arkansas
	Elliot Rabinovich Professor, W. P. Carey School of Business, Arizona State University
3:45 PM to 4:00 PM	**Break**
4:00 PM to 4:45 PM	**Research Developments in the Sharing Economy** (McCord Hall, Room 456)
	Discussants:
	Yousef Abdulsalam, Sina Golara, Zac Rogers Doctoral Candidates, Arizona State University
4:45 PM to 5:00 PM	**Break**

I-e SCM Lab's 2015 Fall Meeting
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Evening Agenda

5:00 PM to 6:00 PM	**Panel: Internet Driven Innovation in Supply Chain Management** (McCord Hall, Room 456)

Discussants:

Dale Rogers
Professor, Arizona State University

Anthony Wooten
Product Management Leader, Trax Technologies

George Moakley
Lead Solution Architect, Intel

Karl Siebrecht
Co-Founder and CEO, Flexe

Todd Johnson
VP, JDA

6:00 PM to 8:00 PM	**Dinner**

I-e SCM Lab's 2015 Fall Meeting
November 12
Abstracts and Bios

Omni-Channel Retailing: Challenges and Opportunities
Tim Vaio (Vice President Information Technology, Gap Inc.)

Abstract

As consumer buying preferences and practices have changed, the concept of channel specific logistics and fulfillment networks has substantially been impacted. The discussion will focus on the implications of the accelerating omni-channel consumer behavior on the logistics fulfillment network of retailers. The design, technology implications and management of the traditional channel focused network is fundamentally changing and retailers need to determine how to optimize their logistics/fulfillment network to be in alignment with customer buying behaviors globally.

About Tim Vaio

Tim has over 25 years of experience in Supply Chain, Operations and Information Technology and has worked across multiple industries throughout his career. In his career he has deep experience in leading large complex technology enablement initiatives. He holds an undergraduate degree from The Ohio State University and an MBA from University of Nevada, additionally he has post graduate education from Harvard University. His work experience includes roles with Kraft Foods, Advanced Micro Devices, The Coca-Cola Company, Hitachi Consulting, Kaiser Permanente and Gap, Inc. Tim is married to Julianne (21 years) and has three children (Tyler – 20, Alec – 16 and Peter – 16) and resides in the Sacramento, CA area.

The Role of the Sharing Economy in Supply Chain Management: Transforming Local Pick Up and Delivery
Kevin Valsi (Senior Director Marketplace Strategy, Cargomatic)

Abstract

In this discussion, Kevin will give an overview of Sharing Economy business models in the B2B Logistics industry. He will focus particularly on local freight logistics services. He will discuss how Sharing Economy models can add visibility to supply and demand and improve the flow of goods at the intersection between freight logistics and sea ports.

About Kevin Valsi

Kevin Valsi is the Senior Director, Marketplace Strategy at Cargomatic where he focuses on growing and sustaining healthy markets. An experienced operator at high-growth startups, Kevin launched multiple new markets for Cargomatic and previously for Uber Technologies as a General Manager. Kevin began his career practicing corporate law at Skadden Arps and received his J.D. from Harvard Law School

The Digital Supply Chain: Data as a Commodity
David Knight (Founder and CEO, Terbine)

Abstract

The progression of computing power and communications is leading to the emergence of a new type of marketplace, where data is bought and sold. Prior marketplaces in the digital world such as Amazon and eBay have utilized data to enable the purchasing and vending of goods and services. Now, data marketplaces are rapidly developing that exist solely for the selling and buying of information itself. This brings both new opportunities to create 'digital supply chains' and associated challenges to include regulatory issues, ownership rights, data provenance, quality control and other elements.

About David Knight

David Knight is the Founder of Terbine, a data marketplace focused on information about the physical world aka the Internet of Things. With an extensive background in the technology industry, Knight has been involved with consumer, commercial and industry sectors, often operating at the leading edge of technological advancement. He has founded or co-founded software companies based in the U.S. and Europe, and participated in numerous startups as a board member or angel investor. His philanthropic activities focus on STEM education, as an original team member of the XPRIZE Foundation, and he currently serves as a Trustee of the California Science Center, bringing the Space Shuttle Endeavour to the Western U.S. He is a UCLA alum (Applied Physics) and served on the venture board of the university's College of Letters and Sciences. He was also on the Venture Lab committees for both Stanford University and CalTech. www.terbine.com @IoTcurator

Research Developments towards a Real-Time Enterprise
Doug Standley (CEO, n.io)

Abstract

In his this discussion, Doug will focus on industrial, agriculture, and retail use cases of IoT applications. Doug will also provide a demonstration of these applications and share with the audience a participation exercise

About Doug Standley

Doug is a recognized leader in the design of disruptive technology innovation strategies. He is currently the founder and CEO of Societal Innovation Holdings Limited and its subsidiaries nioInnovation Ltd, nioMedia Ltd. Doug is passionate about applying emerging technologies to create "societal innovation" solutions with broad commercial application, bringing visionary thinking to actionable strategy. As an innovation evangelist and entrepreneur, he constantly scans the environment, uncovering and interpreting trends for new technology applications, and opportunities to create societal innovation. He is known for building teams of smart, energetic, and creative individuals. In his former role as Principal, Practice Leader, and Eminence Fellow at Deloitte Consulting. He is recognized for his pioneering research on: digital technologies, digital, RFID, M2M, Internet of Things, and Advancing Semantic Platforms. Previously, Doug was the Founder and President of the Broadcast Division of SpectraSite Communications, a leading provider of wireless and broadcast towers worldwide. There he conceptualized an industry aggregation opportunity and led the IPO that increased the enterprise valuation by

over $300 million. He also advised the FCC on the feasibility of transitioning from analog to digital – and is in part responsible for HDTV in U.S. households. Earlier, he was a management and turnaround consultant serving Fortune 500 companies as an interim executive and lead engagement consultant.

Doug holds an MBA from Pepperdine University and a Certificate in Strategy and Innovation from MIT. He is a founding member of the Board of Advisors for the University of Arkansas RFID Research Center, the #1 RFID laboratory in the world. His community service work includes founding the Hometown Foundation that grants college scholarships to deserving students

Research Developments in Omni-Channel Retail
Annibal Sodero (Assistant Professor, Sam M. Walton College of Business, University of Arkansas)
Elliot Rabinovich (Professor, W. P. Carey School of Business, Arizona State University)

Abstract

Retail has undergone a great transformation over the past twenty years. In this session, we will present and discuss research that has accompanied this transformation, from the inception of Amazon.com, through the incorporation of multiple channels by traditional retailers, until the emergence of new players in the global marketplace. We will focus on five areas that capture the key drivers of change in the retail landscape: consumer behavior, technological innovation, entrepreneurship, globalization, and the shift of power in retail supply chains.

About Annibal Sodero and Elliot Rabinovich

Anníbal C. Sodero, Ph.D. (Arizona State University) is an Assistant Professor of Supply Chain Management in the Sam M. Walton College of Business at the University of Arkansas. He was born and raised in Brazil to a lineage of educators. He was the founder and leader of a successful IT business that provided software and consulting services for third-party logistics providers. His doctoral dissertation used experiments and econometrics techniques to investigate ways retailers might better manage inventory in the presence of social interactions among consumers in social shopping communities. His research on supply chain management, marketing, and information systems has appeared and is forthcoming in leading academic journals such as the Journal of Business Logistics, Journal of Operations Management, Decision Sciences, and Supply Chain Management Review.

Elliot Rabinovich (Ph.D., University of Maryland) is the John G. and Barbara A. Bebbling Professor of Business at the W. P. Carey School of Business, Arizona State University and the Co-Director of the Internet-edge Supply Chain Management Lab. His research centers on the role of electronic commerce in the definition of strategies and performance in supply chain management and operations and on the implementation of decisions involving information systems and inventory management. As part of his research, he has worked with companies such as Baker and Taylor, Cartbound, Cooking.com, eBags.com, Intel, PetSmart, and Twitter. His research has been recognized by the University of Maryland (his alma mater) with the Nash Outstanding Doctoral Alumni Award, with fellowships from the Institute of Supply Management, and with awards from the Council of Supply Chain Management Professionals and from numerous academic conferences and journals. He has recently published a book with some of his research (Internet Retail Operations: Integrating Theory and Practice for Managers, Taylor & Francis). Moreover, his research has been published in over 30 articles in California Management Review, Decision Sciences, Journal of Business Logistics, Journal of Operations Management, MIT Sloan Management Review, Production and Operations Management, and others.

Research Developments in the Sharing Economy: Managing Inventory Fluctuation Through On-demand Warehousing
Zachary Rogers, Sina Golara, Yousef Abdulsalam (Doctoral Candidates, Arizona State University)
Dale Rogers (Professor, W. P. Carey School of Business, Arizona State University)

Abstract

Managing inventory volatility is a daily concern for supply chain managers. We will discuss the drivers of inventory fluctuation, as well as the Internet-based solutions managers can utilize to deal with it. The proliferation of Internet technology has paved the way for developing solutions based on shared supply chain services, such as on-demand warehousing, for tackling inventory unpredictability. On-demand warehousing applies sharing economy concepts to the logistics and inventory management context, enabling firms to fluidly buy and sell warehouse space for short periods of time at a wide variety of locations. On-demand warehousing is scalable and can be used to hedge against short-term spikes in supply or demand when rapid changes to the existing infrastructure in infeasible or undesirable. The flexibility that on-demand warehousing proposes is especially valuable for firms looking to utilize the omni-channel as part of their competitive strategy, as it allows them to reposition and reconfigure their distribution network based on seasonality and consumer trends.
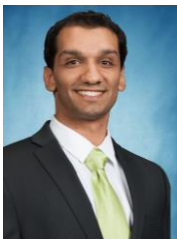
About Zachary Rogers, Sina Golara, and Yousef Abdulsalam

Zachary Rogers is a doctoral candidate in the Department of Supply Chain Management in the W.P. Carey School of Business at Arizona State University. His primary research interests are in supply chain sustainability, product lifecycle, and the omni-channel. His research has appeared in multiple academic journals. Zac previously worked for Quidsi, a subsidiary of Amazon, as a fulfillment center operations manager. He has an MBA from the University of Nevada.

Sina Golara is a doctoral candidate in the Department of Supply Chain Management in the W.P. Carey School of Business at Arizona State University. His current research focuses on how manufacturers can leverage service strategies to enhance their market intelligence and innovation performance. He received a Master of Science in Information Technology and a Bachelor of Science in Industrial Engineering. Prior to entering the PhD program, Sina worked in the manufacturing and management consulting industries and conducted research in the areas of supply network optimization and sustainability

Yousef J. Abdulsalam is a doctoral candidate in the Department of Supply Chain Management in the W.P. Carey School of Business at Arizona State University. His primary research interests are in supply chain integration of the health sector and the role of clinicians in supplier relationships and selection. Yousef is a certified Project Management Professional (PMP) and previously worked in Business Advisory at Ernst & Young. He has an MBA from the University of Miami.

Internet Driven Innovation in Supply Chain Management
Dale Rogers (Professor, Arizona State University)
Anthony Wooten (Product Management Leader, Trax Technologies)
George Moakley (Lead Solution Architect, Intel)
Todd Johnson (Global Vice President, 3PL Business Unit, JDA Software)
Karl Siebrecht (Co-Founder and CEO, Flexe)

Abstract

Dale Rogers will moderate a panel discussion with leaders Anthony Wooten, George Moakley, Todd Johnson and Karl Siebrecht who are driving innovations from core Internet of Things technologies at Intel, Developing new ideas at JDA, new models for last-mile delivery (Uber), to new models for "on-demand" warehousing (FLEXE). The panel discussion will focus on how to make supply chains more flexible, responsible and competitive

About Dale Rogers, Anthony Wooten, George Moakley, Todd Johnson, and Karl Siebrecht

Anthony Wooten is responsible for driving the overall product strategy and roadmap for Trax's Logistics Data Refinery Applications. Anthony has held a variety of Product Management and Marketing leadership roles in his 25 year career in the software industry. Before joining Trax he held positions with leading technology vendors such as IBM, EDS, Computer Associates, Sage Group, Tivoli Systems and Pivotal Software. Anthony received a BS in Physics from Berea College and an MBA in Information Systems and Marketing from the University of Kentucky.

Dale Rogers, Professor of Logistics and Supply Chain Management at Arizona State University

Dale Rogers is a Professor of Logistics and Supply Chain Management at Arizona State University and the Co-Director of the Internet-edge Supply Chain Management Lab. Dr. Rogers is the Leader in Supply Chain Finance, Sustainability, and Reverse Logistics Practices for ILOS - Instituto de Logística e Supply Chain in Rio de Janeiro, Brazil. In 2012 he became the first academic to receive the International Warehouse and Logistics Association Distinguished Service Award in its 120-year history. He is a Board Advisor to Flexe and serves on the Board of the Reverse Logistics and Sustainability Council. Dale is a leading researcher in the fields of reverse logistics, sustainable supply chain management, supply chain finance and secondary markets, has published in the leading journals of the supply chain and logistics fields. He has been principal investigator on research grants from numerous organizations. He is a senior editor at Decision Sciences Journal and the Rutgers Business Journal, and associate editor of the Journal of Business Logistics and the Journal of Supply Chain Management. He has made more than 300 presentations to professional organizations and has been a faculty member in numerous executive education programs at universities in the United States, China, Europe and South America as well as at major corporations and professional organizations.

George Moakley, Lead Solution Architect for Intel's Connected Transportation and Logistics business

George Moakley is Lead Solution Architect for Intel's Connected Transportation and Logistics business, responsible for overall solution architecture (edge instrumentation, gateways, IoT infrastructure, and cloud and enterprise integration) for Intel's transportation and logistics segments (Fleet, Asset, and Infrastructure). He is responsible for working with Intel's customers to help them understand how IoT can transform their business operations. He also works with Intel's engineering and R&D organizations, guiding technology and product development to meet current and future customer needs. George has more than 30 years of industry experience, including 25 years with Intel, plus experience in precious metals exploration, retail industries, and aerospace engineering. At Intel, George has been an Enterprise Architect and Strategic Planner for manufacturing systems and Intel IT, founded and managed an Intel Labs program developing and prototyping Internet of Things solutions and infrastructure, and managed product development for Intel's professional services group. George pursued an MS degree in Zoology at Arizona State University and has a BS degree in Biology from City College of New York. He holds patents and filings in distributed systems et al. and has been responsible for numerous published articles and industry presentations.

Todd Johnson, Global Vice President, 3PL Business Unit, JDA Software

Todd Johnson is the Global Vice President (GVP) of the 3PL business unit at JDA Software, where he leads a team responsible for developing the 3PL industry solution vision and establishing, growing and retaining strong customer relationships with logistics service providers across the globe. Todd brings a proven leadership record to JDA, building and leading successful teams across the Americas, Europe and Asia-Pacific.

Todd has been with JDA for almost 20 years, and has held various positions at JDA, including product development, product management, customer support, and strategic consulting roles, where he developed strategic relationships and expanded business with JDA's top customers across the globe. Prior to JDA, Todd held a variety of positon at Office Depot and most recently led their Southwest District IT organization.

Karl Siebrecht, co-founder and CEO of FLEXE

 Karl Siebrecht is the Co-Founder and CEO of FLEXE, the Marketplace for Warehouse Space. In his role as CEO, he focuses on driving strategy, managing growth, and building a world-class team. Karl's initial experience in operations and logistics came when he was a Diving Officer in the US Navy and as a consultant at Bain & Company.

Karl is a seasoned technology executive with leadership experience in both startups and large, global corporations. Before founding FLEXE, Karl was CEO of AdReady and President of the Atlas division of aQuantive prior to its $6B acquisition by Microsoft.

Karl holds a degree in Economics from Duke University and an MBA from the Tuck School at Dartmouth.