# ECR Community Sell More, Waste Less Workshop – Prague Thursday November 30<sup>th</sup> 2017



3rd of 800	THEODAY NOVEMBED 20TH
VSE 3	THURSDAY NOVEMBER 30TH UNIVERSITY OF ECONOMICS /ACADEMIC CLUB, NÁM. W. CHURCHILLA 1938/4, PRAGUE 3
9.30am	Arrivals & Coffees
10.00am	Welcome, Introductions, Agenda Overview & Meeting Expectations - Colin Peacock, ECR
10.15am	Winning in Fresh – James Bacos, Partner, Oliver Wyman  An introduction to the Global Food Waste Framework, and brought to life with insights from multiple case studies from around the world, illustrating the importance of end to end collaboration.
10.45am	Maturity Model Research – Sandra Transchel, KLU Logistics University and Dustin Wisotzky, Oliver Wyman  Based on the inputs from practitioners and academics, this session will be the launch of the ECR maturity model, the self-assessment benchmark tool and pilot results.
11.30am	Coffee
11.45pm	Operationalizing the Maturity Model Round Table – Facilitated Round Table  Facilitated by Sandra and Dustin, the round table discussions will focus on the relevancy of the model to the respective organizations, and plans they may have to leverage the model within their organization and with their partners in collaboration.
12.30pm	Lunch
1.15pm	GS1 Databar – Finiper Case Study and Round Table Discussion  The GS1 Databar is not new, however until now relatively few have implemented it in retail. In the case study presentation, the use case and business model for adoption from Italian supermarket, Finiper, will be shared, there will then follow a round table discussion on the data bar and its relevancy for food waste reduction.
2.15pm	Break
2.30pm	Fresh from Academia – Nevin Mutlu and Rob Broekmeulen, Eindhoven University of Technology  In this closing session, the academics will share new insights from recent research on food waste collaboration in Europe and facilitate a round table discussion on the question of "what new research does the industry need?"
3.30pm	Wrap Up, Expectations Review, Next Steps
4.00pm	Close

Anti-trust caution: ECR Europe will not enter into any discussion, activity or conduct that may infringe, on its part or on the part of its members and participants, any applicable competition laws. By way of example, members and participants shall not discuss, communicate or exchange any commercially sensitive information, including non-public information relating to prices, marketing and advertisement strategy, costs and revenues, trading terms and conditions and conditions with third parties, including purchasing strategy, terms of supply, trade programmes or distribution strategy. This applies not only to discussion in formal meetings but also to informal discussions before, during or after meetings.







# **S**PEAKERS

## **James Bacos**



James Bacos is a Senior Partner of Oliver Wyman and the Global Leader of the Retail and Consumer Goods Practice. He is based in Munich.

Before joining the firm, James was a Partner and Global Board Member of Braxton Associates, the strategy consulting division of the Deloitte & Touche Consulting Group. James holds an M.Sc. from the Massachusetts Institute of Technology, and an undergraduate degree from the University of Lund, Sweden. He is fluent in English, Swedish and German. James is an American citizen and has lived in Europe since 1977.

James specializes in value creation strategies, particularly in retail. A particular emphasis in his work is growth and profitability strategies, large-scale company transformation, post-merger integration and change management. James works throughout Europe, the United States and Asia and has more than 30 years of consulting experience

#### Emanuela Casalini



Emanuela works for GS1 Italy, with the role of Barcode Specialist. She has worked for GS1 Italy since 2010, after the graduation in management and production engineering.

Emanuela deals with all the issues related to identification and barcoding, in particular for the fast moving consumer goods sector. She follows all the activities of the GS1 working groups about AIDC, fresh food and unique Identification, and supports the Italian companies in the adoption the GS1 Standards, with consulting and training.

Emanuela participated to the Italian working groups related to traceability of meat and fish products and to the adoption of Regulation 1169, moreover she has coordinated the Italian working group for the introduction of GS1 DataBar in Italy.

#### Rob Broekmuelen



Rob Broekmeulen (1961) is an Assistant Professor of Retail Operations at Eindhoven University of Technology. He graduated at Wageningen University in Biotechnology and Operations Research in 1986. After his graduation he worked for four years as assistant professor at the Department of Mathematics of Wageningen University. Subsequently, he worked as senior researcher at the Agrotechnological Research Institute (ATO-DLO) till 1997. During six years he worked on various client projects related to post-harvest supply chains of vegetables and fruits. He received his PhD in 1998 at Eindhoven University of Technology on research regarding storage policies for perishables at distribution centres.

## Dr Nevin Mutlu



Dr. Nevin Mutlu is an Assistant Professor in the Industrial Engineering Department at Eindhoven University of Technology. Nevin received her PhD degree from Virginia Tech in the USA. She holds a dual Bachelor's degree in Industrial Engineering and Economics from the University at Buffalo, State University of New York in the USA. Nevin's current research interests lie in understanding the effects of customer interactions with various channels and interchannel dynamics on retailers' pricing, inventory, and fulfillment decisions in an omni-channel business environment.



