

**BILLION DOLLAR OPS ROUNDTABLE**  
**Agenda at a Glance**

Tuesday, May 10 – Wednesday, May 11, 2022

**DAY 1 – TUESDAY, MAY 10, 2022**

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- 6:00 PM Registration Opens, Reception, & Dinner  
*Grand Ballroom*
- 7:00 PM Featured Speaker: Michael Rogers, *Futurist-in-Residence, The New York Times; Columnist, MSNBC*
- 9:00 PM Evening Concludes

**DAY 2 – WEDNESDAY, MAY 11, 2022**

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- 7:00 AM Registration Opens & Breakfast  
*International Ballroom*
- Featured Speaker: Jade West, NAW Chief Government Relations Officer
- 8:00 AM Session One | **Emerging Technology in Physical Distribution**  
*Room 2033*
- Featured Speaker: Guy Courtin, *Vice President of Industry and Advanced Technology, Tecsys; Forbes Technology Council Member*
- 9:30 AM Break
- 9:45 AM Session Two | **Conquering Labor Shortages**  
*Room 2033*
- Featured Speaker: Kevin O'Brien, *Co-Founder and Partner, echogravity*
- 11:15 AM Roundtable Discussion  
*Room 2033*
- 12:15 PM Lunch  
*International Ballroom*
- 1:15 PM Session Three | **Steering the C-Suite: How Operations Leaders Can Influence Business Strategy**  
*Room 2033*
- Featured Speakers:
- Dustin Ogden, *Senior Client Partner, Korn Ferry*
  - Seth Steinberg, *Senior Client Partner, Korn Ferry*
- 2:45 PM Adjournment

**BILLION DOLLAR OPS ROUNDTABLE**  
**Session and Speaker Information**  
Tuesday, May 10 – Wednesday, May 11, 2022

**Session One | Emerging Technology in Physical Distribution**

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*This session showcases the latest impactful, emerging technology in areas such as material handling, transportation, safety, and inventory management that will reduce the cost of operations.*

**Featured Speaker**



*Guy Courtin, Vice President of Industry and Advanced Technology, Tecsys;  
Forbes Technology Council Member*

Guy Courtin is a seasoned supply chain expert with decades of experience in the technology and supply chain space. Currently serving as Tecsys' vice president of industry and advanced technology, he has held leadership roles at 6 River Systems (a Shopify company), Infor Retail, and i2 Technologies (now Blue Yonder). He has likewise served as an industry analyst at Constellation Research, SCM World (Now Gartner), and Forrester Research. Guy holds an MBA in Management from the Olin Graduate School of Business, a Master's in International Relations from Loyola University Chicago, and a bachelor's degree in Political Science from the College of the Holy Cross.

## Session Two | Conquering Labor Shortages

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*This session explores how distributors are meeting the increased demand for labor in a historically tight labor market through tactics that include schedule flexibility, rapid on-boarding, and incentive alignment.*

### Featured Speaker



Kevin O'Brien, Co-Founder and Partner, echogravity

Kevin O'Brien is one of the foremost voices of the staffing industry, regularly sharing his valuable strategic insight with staffing leaders and executives across the nation. He has spoken to an array of audiences including internal corporate teams and executive leadership groups, and has been a featured speaker at several regional staffing conferences.

During his nearly thirty years in staffing, Kevin has gained his expertise through firsthand involvement as a Recruiter, Recruiting Manager, Business Development Manager, Branch Manager, Managing Director, VP of Sales, and Strategic Advisor. Kevin's wealth of knowledge led him to co-found echogravity, a leading marketing agency to the staffing industry. Additionally, he currently resides on the Board of Directors for the Illinois Search & Staffing Association and sits in the Chief Marketing Officer position for Atlas Staffing, based in Spokane Washington. Throughout every one of his roles, Kevin became a top producer while achieving a track record of success that speaks for itself.

These experiences have granted Kevin a unique and well-rounded perspective on how to excel in the world of staffing, one that he loves to share with leaders and executives in the industry. His meticulous understanding of the staffing field, sense of humor, and approachability make him a great addition to your conference agenda or speaker lineup.

## Session Three | Steering the C-Suite: How Operations Leaders Can Influence Business Strategy

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*This session lays out a set of critical questions top distributors consider as they consider optimizing existing facilities versus designing and building new ones.*

### Featured Speakers



**Dustin Ogden, Senior Client Partner, Korn Ferry**

Mr. Ogden is responsible for the firm's Chief Supply Chain and Operations Officers practice in North America in the recruitment of senior supply chain leaders across the spectrum of procurement, sourcing, logistics, and distribution.

Mr. Ogden has deep expertise in the recruitment of C-suite executives in private equity portfolio companies. He also helps public company clients address their strategic human capital needs across a spectrum of situations - from igniting growth to investor activism. Mr. Ogden creates value for his clients by coordinating their needs with the breadth of Korn Ferry's talent acquisition and advisory services. As a key market influencer, he partners closely with industry associations, consultancies, investment banks and academicians in the advancement of talent-related issues.

Mr. Ogden brings considerable talent acquisition and advisory experience to Korn Ferry, having previously served another global executive search firm in the Global Industrial sector. He is a member of the State Bar of Georgia and the State Bar of Florida and the Association of Executive Search Consultants. Aside from producing thought leadership, he regularly presents on the topic of talent to industry associations, including the National Association of Wholesaler-Distributors and the Council for Supply Chain Management Professionals.

Mr. Ogden received a master's degree in business administration from the Scheller College of Business at Georgia Institute of Technology where he continues to serve as an ambassador. He also holds a juris doctor from the Levin College of Law at the University of Florida and earned a bachelor of arts from the College of Charleston.



**Seth Steinberg, Senior Client Partner, Korn Ferry**

Seth's track record includes end to end supply chain assignments for Fortune 500 clients as well as start-ups and private equity-backed businesses across industrial, technology, consumer, life sciences and financial sectors.

As a core member of Korn Ferry's Supply Chain Center of Expertise (COE), Seth conducts searches for senior leaders in Supply Chain, Operations and Procurement as well as for functional reports in manufacturing, strategic sourcing, demand and supply planning/S&OP, and distribution and logistics. In addition, he is often asked to take on assignments in Operational Excellence, Global Business Services, and Quality for cross-sector clients (e.g. Danaher, Honeywell, Medtronic, Ford Motor, Medtronic, General Mills, etc.) and serves on Korn Ferry's NA steering committee focused on business transformation and continuous improvement.

Prior to joining Korn Ferry in 2015, Seth was a Director at another large retained search firm where he earned "Top Director" honors three consecutive years in a row. He began his search career in 2006 with a boutique search firm whose Founder was cited in BusinessWeek's "World's 50 Most Influential Headhunters'.

Seth graduated from the University of Florida and earned an MBA from Nova Southeastern University. He later completed post-graduate studies in Strategic Human Resources Practices from Cornell University. He currently resides in south Florida with his wife and two children.