

**LARGE COMPANY OPS ROUNDTABLE**  
**Agenda at a Glance**  
Tuesday, June 7 – Wednesday, June 8, 2022

**DAY 1 – TUESDAY, JUNE 7, 2022**

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- 3:00 PM Registration Opens, Welcome Coffee and Reception  
*International Ballroom*
- 4:00 PM Session One | **Distribution Mergers & Acquisitions – Recent Trends and Best Practices for Integration**  
*Rome Sydney – Mezzanine level on the East side*
- Featured Speaker:
- Brad Weinbrum, *CEO, Nivalmi Consulting*
- 5:15 PM Break
- 6:00 PM Reception  
*International Ballroom*
- 7:00 PM Dinner  
*International Ballroom*
- Featured Speaker:
- Michael Rogers, *Futurist-in-Residence, The New York Times; Columnist, MSNBC*
- 9:00 PM Evening Concludes

**DAY 2 – WEDNESDAY, JUNE 8, 2022**

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- 7:00 AM Registration Opens & Breakfast  
*International Ballroom*
- Featured Speaker:
- Seth Waugh, *Vice President of Government Relations, NAW*
- 8:00 AM Session Two | **Emerging Technology in Warehouse Safety**  
*Rome Sydney – Mezzanine level on the East side*
- Featured Speaker:
- Alan Davies, *Senior Expert, McKinsey & Co.*
- 9:15 AM Break

- 9:30 AM      Session Three | **Conquering Labor Shortages**  
*Rome Sydney – Mezzanine level on the East side*
- Featured Speaker:
- Kevin O'Brien, *Chief Marketing Officer, Atlas Staffing*
- 10:45 AM      Break
- 11:00 AM      Roundtable Discussion  
*Rome Sydney – Mezzanine level on the East side*
- 12:00 PM      Lunch  
*International Ballroom*
- 1:00 PM      Session Four | **Scheduling Strategy and Solutions that Optimize  
Employee Contribution**  
*Rome Sydney – Mezzanine level on the East side*
- Featured Speaker:
- Jim Dillingham, *Partner, Shiftwork Solutions*
- 2:15 PM      Adjournment

**LARGE COMPANY OPS ROUNDTABLE**  
**Speaker and Session Details**  
Tuesday, June 7 – Wednesday, June 8, 2022

**Session One | Distribution Mergers & Acquisitions – Recent Trends and Best Practices for Integration**

*This session focuses on the recent acceleration of M&A activity within the distribution industry and provides strategies for integrating diverse operating environments into one operational enterprise.*



**Brad Weinbrum, CEO, Nivalmi Consulting**

Brad Weinbrum is an experienced business leader and trusted business advisor focused on measurable results. As founder and principal of Nivalmi Consulting, LLC, he helps executives find the answers to critical questions: How to best serve customers, develop teams and increase profitability. A transformation leader, Brad guides a collaborative analysis of strategy, structure, systems, and talent to evolve businesses and their people. He has grown success for a variety of businesses from \$50M-\$1.3B across the United States. Motivated by the belief that people are the heart of any business, and that leadership, accountability, and structure are necessary to support culture. Culture, in turn, powers strategy.

Before founding Nivalmi, Mr. Weinbrum was president of ABB Optical Group, a New Mountain Capital portfolio company. In his more than two decades at the company, he oversaw its revenue growth from \$36 million to \$1.3 billion annually – making it a leading distributor of optical products in the nation. Mr. Weinbrum expanded its employee base from 27 to 1,200, created shareholder value through challenging market conditions, successfully integrated seven acquisitions and developed a company culture of trust and shared purpose.

His consulting services to CEOs and leadership teams often involve the following areas:

- Putting people, strategy, and systems in place to accommodate sustainable growth and profitability
- Guiding mergers, acquisitions, and integrations
- Building and reinforcing a dynamic corporate culture
- Developing leaders and high-performing teams
- Strategic planning, alignment, AND execution

**Session Two | Emerging Technology in Warehouse Safety**

*This session showcases the latest impactful, emerging technology designed to improve warehouse safety in areas such as material handling, vehicle operations, and transportation.*



**Alan Davies**, *Senior Expert, McKinsey & Co.*

Alan is a supply chain expert whose clients are typically close to the end of the supply chain - tier one vendors, retailers, distributors and 3rd party providers in that space. Alan co-leads McKinsey's warehousing service line in North America and has recently opened a digital capability center for warehouse automation in Atlanta. Prior to McKinsey Alan held leading roles with Black and Decker in operations and supply chain around the globe. Alan is based in Tampa Florida.

### **Session Three | Conquering Labor Shortages**

*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 onboarding, and incentive alignment.*



**Kevin O'Brien**, Chief Marketing Officer, Atlas Staffing

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 Four | Scheduling Strategy and Solutions that Optimize Employee Contribution**

*This session offers strategy and solutions to address the increasing complexity of operational scheduling in a labor environment where flexibility and adaptation are becoming the new normal.*



**Jim Dillingham, Partner, Shiftwork Solutions**

Jim Dillingham is a partner at Shiftwork Solutions LLC. For the last 32 years, he has helped companies around the world, evaluate, design and implement shift schedules. His broad industry experience includes shiftwork operations in the Food Industry, Manufacturing, Mining, Distribution, Semi-conductor, Port Operations, Packaging, Pharmaceutical and Chemical operations. Jim Graduated from the Naval Academy in Annapolis, MD with a degree in Mathematics. After several years of active military service, he went to work for Pepsi Cola Bottling group before moving on to Shiftwork Consulting. Along the way, Jim picked up a Masters in Management from Purdue University as well as an MBA in International Finance from ESC, a top business school in Rouen, France.

Jim's passion is project work; working with a company and its employees to achieve a mutually beneficial outcome. As a partner with Shiftwork Solutions, Jim focuses on Change Management. His process involves identifying and quantifying any change. He is a firm believer in employee involvement; with years of experience that say, "The more the workforce understands and participates, the better the outcome."

Jim lives in San Rafael, California with his wife and dog.