



Original Equipment Suppliers Association

AGENDA

OESA Sales Executive Council

June 20, 2019

The Townsend Hotel

100 Townsend Dr., Birmingham, Mich.

- 12:00 a.m. **Registration and Networking Lunch**
- 12:45 p.m. **Introduction, Review Agenda, and OESA Events**
Steve Horaney, Vice President, Membership & Sales, OESA
- 12:55 p.m. **OESA Supplier Barometer Update and Assessment by RSM**
Larry Keyler, Parnter, RSM, LLP
- 1:20 p.m. **Negotiation and Contracts: Best Practices / Resolutions for Manufacturers and Salespeople**
Dan Sharkey, member, Brooks Wilkins Sharkey & Turco PLLC,
- 2:05 p.m. **Industry 4.0 Meets the Commercial Suite: Best Practice Alignment of Supplier Tools for Commercial Efficiency and Improved Enterprise Forecasting**
John D. Brennan, EVP & Chief Strategy Officer, Saphran, Inc.
- 2:50 p.m. **Networking Break**
- 3:15 p.m. **Lucid Motors**
Peter Hasenkamp, Vice President, Global Supply Chain, Lucid Motors
Peter will discuss recent developments in the EV market as well as future trends. He will also provide an overview of Lucid Motors, their business and production plans and what they need from the suppliers.
- 4:00 p.m. **Meeting Close – Discussion of Topics for Next Meeting**
Steve Horaney, Vice President, Membership and Sales, OESA
- 4:05 p.m. **Networking opportunity with Lucid Motors**

Meeting Adjourn

2019 Meeting Dates:

- September 19, 2019
- December 5, 2019