FUTURE OF BUSINESS:
REVOLUTIONIZE THE WORKFORCE,
CUSTOMER ENGAGEMENT AND STRATEGIES

GROWTH, INNOVATION AND LEADERSHIP:
A FROST & SULLIVAN EXECUTIVE MINDXCHANGE
STRATEGIC IMPERATIVES AND ASPIRATIONAL IDEAS FOR GROWTH

SEPTEMBER 15 – 18, 2019
HYATT REGENCY LOST PINES RESORT AND SPA
AUSTIN, TX
5 REASONS WHY YOU MUST ATTEND

1. READY YOUR ORGANIZATION
Persistent change is sweeping across industries and disrupting internal environments. Now is the time to embrace change in the organization and usher in a new future of adaptive structures, transformational workforces, and agile processes.

2. SPARK INNOVATION
Make this event an essential element of your innovation ecosystem. It is THE place to be to get clarity on big picture issues to fuel sustainable top-line revenue growth, create customer value, and deliver a long-term competitive advantage.

3. BROADEN YOUR PERSPECTIVE
Experience a jolt of inspiration by engaging in strategic conversations with trusted minds outside your immediate circle of contacts. Gain new insight through divergent and convergent thinking.

4. NAVIGATE THE COMPLEXITIES
Be the force in upending “business as usual” and building new capabilities to make better business decisions. In short: Future proof your company and career.

5. INSPIRE YOUR PEERS, COLLEAGUES AND YOUR INTELLECTUAL CURIOSITY
Our events are designed for you to open up your most formidable challenges and forge lasting connections with your industry peers. Ultimately, you will leave the event feeling invigorated, inspired and ready to enact purposeful change.

YOUR NEW FAVORITE EVENT

COLLABORATE, COLLABORATE, COLLABORATE
Engage in a multitude of brainstorming sessions with other growth and innovation leaders, guaranteed to generate new growth ideas.

RELAX, HAVE FUN, AND MAKE NEW FRIENDS
Keep your contact list building and your engines revving while enjoying many unique networking events.

GAIN INSIGHT THROUGH GROWTH STRATEGY DIALOGUES
Book personal time with key Frost & Sullivan executives to explore your unique business challenges and benefit from their executive insights.

SEE INNOVATION IN ACTION FIRST HAND
Join us for this year’s innovation center site tour of Dell EMC AI and HPC Lab, and get exposure to the innovative high performance computing and artificial intelligence technologies being developed there.

LOCATION, LOCATION, LOCATION
Located fewer than 30 miles from downtown Austin and its eclectic live-music scene centered on country, blues and rock, Hyatt Regency Lost Pines Resort and Spa is a luxury resort that feels like a wilderness retreat, with stunning natural scenery and a myriad of activities. Relax and rejuvenate in this rustic natural setting, along the banks of the lower Colorado River.

EXECUTIVE PROFILE / WHO WILL PARTICIPATE

Join us if you are a forward-thinking business leader who drives growth and innovation in your organization. The event draws from global high technology industries; and across business disciplines and cross-functional teams including:

- C-Suite
- Innovation
- Research & Development
- Strategic Planning
- Business Development
- Product Strategy & Development
- Digital Strategy
- Strategic Marketing
- Strategic & Competitive Intelligence
- Customer Experience
- Finance
- Information Technology
- Sales
- Technology
- Aerospace & Defense
- Automotive & Transportation
- Business & Financial Services
- Chemicals, Materials & Food
- Consumer Goods
- Energy
- Environmental & Building Technologies
- Government
- Healthcare & Life Sciences
- Information & Communication Technologies
- Measurement & Instrumentation/Industrial Process Control

*please note this profile is based on past Executive MindXchange events.

97% of surveyed organizations would recommend this event to their colleagues and/or peers.

Source – TechValidate survey of 2018 Growth, Innovation and Leadership Executive MindXchange participants.

ABOUT FROST & SULLIVAN

Frost & Sullivan, the Growth Partnership Company, enables clients to accelerate growth and achieve best-in-class positions in growth, innovation, and leadership. The company’s Growth Partnership Service provides the CEO and the CEO’s Growth Team with disciplined research and best-practice models across 10 industries, 35 sectors, and 300 markets to drive the generation, evaluation, and implementation of powerful growth strategies. Frost & Sullivan leverages over 50 years of experience in partnering with Global 1,000 companies, emerging businesses and the investment community from more than 40 offices on six continents.
Frost & Sullivan extends its appreciation to the following Growth Innovation Leadership Council members for their expertise and valuable support in ensuring the agenda delivers relevant and valuable content.

**Vicki A. Barbur, Ph.D.**  
Senior Director, Partnerships and Technology Commercialization  
Commercial Business  
Battelle

**Ben Brenton**  
Chief Innovation Officer  
Snap-On

**Simon Chan**  
Head of Corporate Innovation, Thought Leadership  
Communitech

**John A. Cote**  
Global Marketing Leader, Measurement & Controls  
Baker Hughes, a GE Company

**Bob Daigle**  
Senior Vice President & Chief Technology Officer  
Rogers Corporation

**Rodney Davenport**  
Vice President, Strategic Insights  
Alliance

**Svetlana Dimovski**  
Vice President, Transformation Lab  
Pact

**Angela Femmer**  
Director, Competitive Positioning  
Brewer Science

**Tom Fiske**  
Principal Technology Strategist  
Yokogawa

**Rasha Hasanean**  
Vice President - Product Management Excellence & Innovation  
Ingersoll Rand

**Tom Lantzer**  
New Business Development & Partnership Manager  
DuPont

**Su Le**  
Managing Director, IoT Incubation Services  
Cisco Systems

**Karen Leeker**  
Chief Innovation Officer  
Wright Brothers Institute

**Karen Murphy**  
Chief Innovation Officer  
Geisinger

**Ali Raza**  
Chief Digital Officer  
Apergy

**Michael Wajsgras**  
Director, Product Innovation & Channel Development  
Constellation Energy

**Matthew Wolfe**  
Director, Body & Exterior Systems  
Honda

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**SNAPSHOT OF COMPANIES WHO HAVE JOINED US AT PREVIOUS EXECUTIVE MINDXCHANGE EVENTS**
**SCHEDULE-AT-A-GLANCE**

**SUNDAY, SEPTEMBER 15, 2019 | GROWTH INNOVATION LEADERSHIP COUNCIL ANNUAL MEETING AND EXECUTIVE MINDXCHANGE KICKOFF**

* Please note participation in the annual meeting is restricted to Council Members only. See page 21 for further information on the Council.

- **9:00 AM** Growth Innovation Leadership Council Registration and Continental Breakfast
- **9:30 AM** Growth Innovation Leadership Council Mixer
- **10:00 AM** Annual Council Meeting Begins
- **3:00 PM** Council Meeting Concludes

**GROWTH, INNOVATION AND LEADERSHIP EXECUTIVE MINDXCHANGE EVENT KICKOFF AND NETWORKING**

- **4:30 PM** Speaker & Thought Leader Orientation
- **5:15 PM** Participant Meet ‘n’ Greet

This end-user/practitioner networking activity is your opportunity to identify – right out of the gate – those peers who share challenges similar to your own. It’s a great way to find participants who have thought leadership you can benefit from and to facilitate later dialogues throughout the event.

- **6:00 PM** Welcome Networking Reception and Event Kickoff

**MONDAY, SEPTEMBER 16, 2019 | GENERAL SESSION, COLLABORATION ZONES, AND EXHIBITION**

- **8:00 AM** Registration, Continental Breakfast, and Exhibition
- **8:45 AM** Welcome and Keynote – Steering an Organizational Transformation of Significant Magnitude
- **9:30 AM** Navigating the 15th Anniversary Growth, Innovation and Leadership Executive MindXchange
- **9:45 AM** MEGA TREND COMPASS: Top 5 Global Trends to Drive Decision-Making Through 2030
- **10:15 AM** Networking, Refreshment, and Exhibition Break
- **10:45 AM** Concurrent Collaboration Zones – Roundtables

Roundtable sessions capture the power of all participants’ voices, insights and experiences via group discussion and exploration of the issue at hand.

Choose one of the following sessions:

<table>
<thead>
<tr>
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<tbody>
<tr>
<td>Zone 4. Factoring in Disruption in Your Growth Pipeline</td>
<td>Zone 5. Executive Coaching Clinic</td>
<td>Zone 6. Global Priorities Task Force on Environmental Urgencies</td>
</tr>
</tbody>
</table>

- **12:15 PM** Food For Thought Luncheon – Networking Roundtables Hosted by Industry Leaders

Participants and Frost & Sullivan thought leaders host a menu of luncheon discussions on pertinent industry issues. Dine and dish with industry experts. The list of discussion topics will be available on-site

- **1:25 PM** Session-to-Session Travel Time
- **1:30 PM** Concurrent Sessions – Executive Insights

Executive Insight sessions present current thinking on the topic at hand and explore parallels that apply to your own industry and company.

Choose one of the following sessions:

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<tr>
<th>Zone 1. AI Enabled Product Discovery and Innovation</th>
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<td>Zone 4. Smart Cities: Value Creation in the Transition to Urbanization</td>
<td>Zone 5. The Ocean Economy – Resource Development for Food and Mining</td>
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- **2:00 PM** Session-to-Session Travel Time
- **2:05 PM** Concurrent Sessions – Fireside Chats

Fireside Chats are moderated informal conversations that draw upon the experience and expertise of the featured executive.

Choose one of the following sessions:

<table>
<thead>
<tr>
<th>Zone 1. Integrating AI into Your Growth Plan</th>
<th>Zone 2. Beyond the Core: Sustaining a High Growth Business in Periods of Economic Contraction</th>
<th>Zone 3. Creating a Continuous Learning Culture: Skilling, Re-Skilling and Beyond</th>
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</thead>
<tbody>
<tr>
<td>Zone 4. Spotting Your Disruptive Competitors</td>
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</table>

- **2:35 PM** Session-to-Session Travel Time
- **2:40 PM** Ask the Experts! Panel Discussion – Preparing for the Workforce of the Future
- **3:30 PM** Networking, Refreshment, and Exhibition Break
- **4:00 PM** Executive Announcement – Leveraging Innovation to Solve Global Priorities
- **4:30 PM** Closing Address – How to Think Creative to be Creative: Building Critical Capabilities Across Your Organization
- **5:30 PM** Casino Night Networking Reception

You don’t have to travel to Vegas to test your luck. Bring your poker face as we enjoy a night of networking, cocktails & gambling. Get ready to party and don’t forget to bring your good luck charm!
**Tuesday, September 17, 2019 | General Session, Collaboration Zones, and Exhibition**

<table>
<thead>
<tr>
<th>Time</th>
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<tbody>
<tr>
<td>6:45AM</td>
<td>Early Risers Run/Walk</td>
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<tr>
<td>8:00AM</td>
<td>Continental Breakfast and Exhibition</td>
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<tr>
<td>8:30AM</td>
<td>Kickoff and Keynote – A Leadership Roadmap for Enterprise-Wide Digital Transformation</td>
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<tr>
<td>9:30AM</td>
<td>Technology Radar –  &lt;br&gt; Join us for a burst of insight into technologies with game changing potential.  &lt;br&gt; Quantum Computing  &lt;br&gt; Trust Technologies  &lt;br&gt; Robotic Exoskeletons  &lt;br&gt; Brain Machine Interfaces and Interactions</td>
</tr>
<tr>
<td>10:30AM</td>
<td>Networking, Refreshment, and Exhibition Break</td>
</tr>
<tr>
<td>11:00AM</td>
<td>Concurrent Sessions – Ask Me About... &lt;br&gt; Ask Me About sessions are immersive experiences devoted to addressing questions driven entirely by participants.  &lt;br&gt; Choose one of the following sessions:  &lt;br&gt; Zone 1. Intel's Take on Primary Forces in a Digital World  &lt;br&gt; Zone 2. Recruiting, Engaging, and Retaining a Workforce for the Future  &lt;br&gt; Zone 3. Increasing Operational Efficiency and Excellence in Innovation  &lt;br&gt; Zone 4. Cross Enterprise Collaboration to Capitalize on Connectivity and Confluence</td>
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<tr>
<td>11:20AM</td>
<td>Session-to-Session Travel Time</td>
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<tr>
<td>11:25AM</td>
<td>Concurrent Collaboration Zones – Roundtables – Roundtable sessions capture the power of all participants' voices, insights and experiences via group discussion and exploration of the issue at hand.  &lt;br&gt; Choose one of the following sessions:  &lt;br&gt; Zone 1. Design and Strategy: Driving Growth through Customer Focus  &lt;br&gt; Zone 2. Creating and Monetizing Next Gen Business Models Around Data  &lt;br&gt; Zone 3. How to Engage External Ecosystems to Drive Next Gen Transformation  &lt;br&gt; Zone 4. Global Priorities Task Force on Advancing Infrastructure and Smart Cities</td>
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<tr>
<td>12:45PM</td>
<td>Networking Luncheon</td>
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<td>1:30PM</td>
<td>Mover &amp; Shaker Interviews – Where the Ventures are Venturing</td>
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<tr>
<td>2:30PM</td>
<td>Capstone Address – Disrupting Leadership Beliefs and Behaviors</td>
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<tr>
<td>3:05PM</td>
<td>Insights and Ideas Roundup – Implementing the Best, Brightest and Boldest Ideas from the Program</td>
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<tr>
<td>3:45PM</td>
<td>Session-to-Session Travel Time</td>
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<tr>
<td>4:00PM</td>
<td>Industry Executive Boardrooms – Collaborate with fellow executives in your own industry to explore the trends and shared challenges you face. Unpack the golden nuggets and aha! moments, extract industry parallels and share the best practices you acquired throughout the event. Select Frost &amp; Sullivan industry experts will share insight and visionary perspective on the top technologies, groundbreaking trends, and innovations poised to dominate your industry.</td>
</tr>
<tr>
<td>5:00PM</td>
<td>15th Anniversary Growth, Innovation and Leadership Executive MindXchange Concludes</td>
</tr>
<tr>
<td>6:00PM</td>
<td>Industry Dine and Unwinds – Kick back and continue the conversations with your fellow industry executives and your Frost &amp; Sullivan hosts as we cap off the event! A great opportunity to deepen relationships with your fellow peers in an intimate setting!</td>
</tr>
</tbody>
</table>

**Wednesday, September 18, 2019 | Innovation Center Tour – Dell EMC**

The Dell EMC HPC and AI Innovation Lab encompasses a 13,000 square foot data center that is developing innovative high performance computing and artificial intelligence technologies through community collaboration.

Please note participation incurs an additional fee for those other than Growth Innovation Leadership Council members. See registration page for details.

This is a walking tour – comfortable shoes are highly recommended.

<table>
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<tr>
<th>Time</th>
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<tbody>
<tr>
<td>8:00am</td>
<td>Registration and Networking Breakfast</td>
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<tr>
<td>8:45am</td>
<td>Shuttle to Site</td>
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<tr>
<td>9:45am</td>
<td>Innovation Center Immersion: AI/HPC Lab</td>
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<tr>
<td>11:30am</td>
<td>Executive Briefing Center: Dell Technologies Advantage</td>
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<tr>
<td>12:30pm</td>
<td>Networking Luncheon</td>
</tr>
<tr>
<td>1:00pm</td>
<td>Growth Innovation Leadership Council Executive Roundtable – Steering External Partnerships</td>
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<tr>
<td>2:00pm</td>
<td>Executive Roundtable Concludes – Shuttle Transportation to Hyatt Regency Lost Pines Resort and Spa</td>
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**GROWTH, INNOVATION AND LEADERSHIP AWARDS GALA**

Join us in celebrating growth, innovation and leadership as Frost & Sullivan presents these prestigious awards recognized by industry leaders, the investment community, and the media at this awards gala and reception.
Steering an Organizational Transformation of Significant Magnitude

Lou Von Thaer  
President and Chief Executive Officer  
Battelle  

Lewis “Lou” Von Thaer was appointed President and CEO of Battelle, the world’s largest independent research and development organization, effective October 1, 2017. Formed in 1925 as a charitable trust and headquartered in Columbus, Ohio, Battelle delivers technology solutions for the national security, healthcare, energy, and environmental markets. The company has a storied history of innovation and technology advances and is highly regarded for its role in managing seven national laboratories in the United States. Most recently, Lou served as CEO of DynCorp International, a $2 billion company with 12,000 employees. There he was responsible for driving growth across several federal market sectors including aviation services, intelligence solutions, logistics and contingency operations, and operations and maintenance support.

How to Think Creative to Be Creative: Building Critical Capabilities Across Your Organization

Michael O. “Coop” Cooper  
Founder  
Innovators + Influencers  

Michael O. “Coop” Cooper is an internationally recognised executive coach, advisor, facilitator and trainer who specialises in working with executive teams to develop the leadership skills, alignment and strategies to grow and thrive in a constantly changing environment. Coop has 23 years of experience as a coach, management consultant, strategist and project leader with Fortune 1000 companies and small businesses in over 20 countries. He has worked with leaders at Accuray, eBay, Genentech, Google, Novell, Sony Computer Entertainment America, Southwest Airlines, TeleNav, Wells Fargo, Yahoo, Yammer and hundreds of other organisations large and small. He co-led the teams to develop the world’s first wireless web platform for Vodafone and Verizon deployed in 27 countries and developed the specifications for the first custom internet car-ordering system for Honda. He has also been selected to coach the prestigious TED Fellows. Coop is a contributor to Fast Company.
### Sunday, September 15, 2019

**Participant Meet n Greet**

5:15 PM

This end-user/practitioner networking activity is your opportunity to identify – right out of the gate – those peers who share challenges similar to your own. It’s a great way to find participants who have thought leadership you can benefit from and to facilitate later dialogues throughout the event.

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**Welcome Networking Reception and Event Kickoff**

6:00 PM

Howdy, y’all! Meet your fellow peers and colleagues as we engage in an ice breaker over cocktails to get the conversations started and set you up for an event whose foundation is built on collaboration.

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### Monday, September 16, 2019

**Casino Night Networking Reception**

5:30 PM

You don’t have to travel to Vegas to test your luck. Bring your poker face as we enjoy a night of networking, cocktails & gambling. Get ready to party and don’t forget to bring your good luck charm!

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### Tuesday, September 17, 2019

**Run/Walk**

6:45 AM

Calling all walkers, joggers and runners! Lace up your sneakers and get your endorphins flowing with a little exercise. It’s the perfect start to a great day of content and networking!

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**Industry Dine & Unwind**

6:00 PM

Kick back and continue the conversations with your fellow industry executives and your Frost & Sullivan hosts as we cap off the event! A great opportunity to deepen relationships with your fellow peers in an intimate setting!

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### Wednesday, September 18, 2019

**Dell EMC HPC and AI Innovation Lab Tour**

8:00 AM

The Dell EMC HPC and AI Innovation Lab encompasses a 13,000 square foot data center that is developing innovative high performance computing and artificial intelligence technologies through community collaboration.
Howdy, y’all! Meet your fellow peers and colleagues as we engage in an ice breaker over cocktails to get the conversations started and set this end-user/practitioner networking activity is your opportunity to identify – right out of the gate – those peers who share challenges and are or can be expected to become the disruptive technologies of the future. These Critical Issues will then be put forth to the membership at large for a vote on the most relevant areas of interest. The top Critical Issues then serve as the foundation for the content of both the Council’s live events, virtual events, and curated thought leadership throughout 2020.

Speaker & Thought Leader Orientation
An essential meeting for speakers, facilitators and confirmed thought leaders to preview the event, highlight your roles and network with fellow peers.

Participant Meet ‘n’ Greet
This end-user/practitioner networking activity is your opportunity to identify – right out of the gate – those peers who share challenges similar to your own. It’s a great way to find participants who have thought leadership you can benefit from and to facilitate later dialogues throughout the event.

Welcome Networking Reception and Event Kickoff
Howdy, y’all! Meet your fellow peers and colleagues as we engage in an ice breaker over cocktails to get the conversations started and set you up for an event whose foundation is built on collaboration.
Monday, September 16, 2019

GENERAL SESSION, COLLABORATION ZONES, AND EXHIBITION

8:00am
Registration, Continental Breakfast, and Exhibition

MASTER OF CEREMONIES:
Brian Fitzpatrick
Partner, Senior Vice President & General Manager, Events
Frost & Sullivan

WELCOME AND KEYNOTE

8:45am
Steering an Organizational Transformation of Significant Magnitude
Lou Von Thaer
President and Chief Executive Officer
Battelle

Session Abstract:
We’ve all heard it. Culture eats strategy for breakfast (and lunch, and dinner). It’s also been said that culture change takes 7 years or more. So how does a leader quickly implement lasting change while delivering high impact business results? An objective and foundational roadmap built on strategy and values.

Key Take-Aways:
- Critical factors in generating an honest assessment of your organization
- Best practices for setting business priorities based on a foundation of values
- Proven ways for measuring (and celebrating) success

9:30am
Navigating the 15th Anniversary Growth, Innovation and Leadership Executive MindXchange

MEGA TREND COMPASS

9:45am
Top 5 Global Trends to Drive Decision-Making Through 2030
Richard Sear
Partner & Senior Vice President: Visionary Innovation
Frost & Sullivan

10:15am
Networking, Refreshment, and Exhibition Break
**Concurrent Collaboration Zones – ROUNDTABLES**

Roundtable sessions capture the power of all participants’ voices, insights and experiences via group discussion and exploration of the issue at hand.

*Choose one of the following zones:*

**Zone 1. Driving Transformational Business Model Innovation at Scale**

**Lisa Wardlaw**  
*Executive Vice President, Chief Operating Officer & Head of Business Transformation  
Munich American Reassurance Company*

**Session Abstract:**
To lead in a time of continuous change, organizations need to accelerate their rate of innovation and re-imagine their business models. End-to-end operational transformation will be critical to realizing success at scale and will require digitization and emerging technology application.

**Key Take-Aways:**
- Insight into new and emerging business models and cross-industry ecosystems
- Operational transformation best practices - covering people, process, systems
- Fresh perspectives into existing and emerging digital enablers

**Zone 2. Predictive, Profitable and Accelerated Product Innovation**

**Angela Femmer**  
*Director, Competitive Positioning  
Brewer Science*

**Session Abstract:**
As companies look to become more diversified in new markets, the customer requirements for suppliers is changing at faster speeds than ever before. This is resulting in companies needing to look at more systematic pathways for their growth opportunities. This interactive session will look at how to standardize your new product development by analyzing and connecting the endless amounts of data people have today.

**Key Take-Aways:**
- Framework for aligning business strategies to innovation strategies
- Techniques for gathering data and communicating it
- Key findings to align and accelerate product development

**Zone 3. Mapping the Customer Journey and Experience**

**Deb Zell**  
*Director of Customer and User Experience  
Dell EMC*

**Session Abstract:**
Many organizations go through journey mapping exercises, but few come out of these exercises with journey maps that guide next steps and execution. This interactive session will cover key features of effective journey maps, the data needed to complete them, and how to use them to identify next steps and achieve desired outcomes.

**Key Take-Aways:**
- Template for creating an effective journey map that clearly articulates action items and next steps
- Techniques to collect data and complete the journey map
- Guide of how/when to effectively weave metrics into the journey map
- Lessons learned from journey map shortcomings and how to avoid them
Monday, September 16, 2019

Zone 4. Factoring in Disruption in Your Growth Pipeline

Krishna Srinivasan  
Global President & Managing Partner  
Frost & Sullivan

Jason Yotopoulos  
Founder & Head of Channel Partnerships  
Mach49

Zone 5. Executive Coaching Clinic

Michael O. “Coop” Cooper  
Founder  
Innovators + Influencers

Session Abstract:
Only about 20% of leaders have experienced coaching and how it can accelerate their careers and leadership. We’re making this opportunity available for you because we care about you, your career and your business. Coaching is about gaining clarity, creating change and making progress on your goals, outcomes or strategies. This is a chance to bring your most challenging opportunities and blocks, get coaching or learn from your peers’ examples. This interactive session will offer the opportunity to be coached, ask questions after your peers have been coached or just listen and learn vicariously. If you’d like to be coached, be sure to bring an actual problem that you really want to change and want help on.

Zone 6. Global Priorities Task Force on Environmental Urgencies

Svetlana Dimovski  
Vice President, Transformation Lab  
Pact

Richard Sear  
Partner & Senior Vice President: Visionary Innovation  
Frost & Sullivan

12:15pm  
Food For Thought Luncheon – Networking Roundtables Hosted by Industry Leaders
Practitioners and Frost & Sullivan thought leaders host a menu of luncheon roundtable discussions on pertinent industry issues. Dine and dish with industry experts. The list of roundtable discussion topics will be available on-site.

1:25pm  
Session to Session Travel Time

1:30pm  
Concurrent Sessions – Executive Insights
Executive Insight sessions present current thinking on the topic at hand and explore parallels that apply to your own industry and company.

Choose one of the following zones:

Zone 1. AI Enabled Product Discovery and Innovation

Matthew Versaggi  
Senior Director of Artificial Intelligence and Cognitive Technology  
UnitedHealth Group/Optum

Session Abstract:
As Artificial Intelligence and Cognitive Technology change the competitive landscape it is vital to leverage it effectively in the spaces of product discovery and innovation.

Key Take-Aways:
- Lessons learned from examining 260+ use cases in the Artificial Intelligence Healthcare space in 2 years
- Best practices on creating Artificial Intelligence/Machine Learning products and going to launch
- Key ideas from examples of real world delivered Artificial/Machine Learning projects
- Insights from introducing two new unique technologies and considering an “AI First Approach”
Zone 2. Born to Fly: A New Era of Personal Transport is Upon Us

Gwen Lighter
Chief Executive Officer and Founder
GoFly

Zone 3. Augmented Reality in the Real World

Dr. Suraj Kapa
Director, Augmented and Virtual Reality Innovation
Mayo Clinic

Zone 4. Smart Cities: Value Creation in the Transition to Urbanize

Ron Baker
Director of Geospatial Content & Analytics, Smarter Cities Strategist
IBM

Session Abstract:
We are in the midst of the SINGLE largest migration in human history, where 70% of the population will live in urban areas by 2050. This phenomenon will continue to cause social unrest and systemic issues, which bring new opportunities. This talk will focus on cities, their specific challenges and the latest trends and business models.

Key Take-Aways:
• Insight on the current urbanization trend, creating disruptive opportunities
• Guide to the six technology trends that are shaping these opportunities, and crossing multiple industry areas
• Blueprint of the new business models that require public-private partnerships and creative funding arrangements

Zone 5. The Ocean Economy – Resource Development for Food and Mining

Mark D. Gordon
President and Chief Executive Officer
Odyssey Marine Exploration

Session Abstract:
Mankind’s future survival will be dependent on environmentally sensitive extraction of minerals from the deep ocean. Developing the systems and methodologies required to successfully carry out seafloor mineral harvesting presents a tremendous opportunity for the companies and investors that are first to develop the various elements that this emerging business segment will require.

Key Take-Aways:
• Real world case study of a project currently underway that could produce a massive high-grade phosphate supply, a key to food production, that could eradicate hunger issues in Mexico and feed North, South and Central America for over 100 years
• Insights into how responsible seafloor mineral extraction could solve a variety of economic, political and societal issues radically transforming nations, and our world
• Lessons learned on building an entirely new business segment from ground zero with a focus on building the alliances necessary to achieving a mission that has never before been accomplished

2:00pm Session to Session Travel Time
**Concurrent Sessions – Fireside Chats**

Fireside Chats are moderated informal conversations that draw upon the experience and expertise of the featured executive. Choose one of the following zones:

<table>
<thead>
<tr>
<th>Zone 1. Integrating AI Into Your Growth Plan</th>
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| **Fireside Chat With:** | Chris McLaughlin  
*Head of Strategy, Cloud Artificial Intelligence*  
*Google Cloud*  
**Moderator:**  
Richard Sear  
*Partner & Senior Vice President: Visionary Innovation*  
*Frost & Sullivan* |
| **Session Abstract:** | AI holds the promise of transforming data into business value at massive scale. However, most companies don’t know where to start and most AI pilots eventually fail. This fireside chat will examine strategies for driving a flywheel of value creation with AI. |
| **Key Take-Aways:** |  |
| • A framework for analyzing where AI can create value and drive competitive differentiation for your business  
• Examples of how businesses in different industries have applied AI to their highest value workflows to drive efficiency and effectiveness  
• A playbook for launching an AI pilot, ensuring it sticks, and driving a flywheel of digital transformation and value creation |

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<th>Zone 2. Beyond the Core: Sustaining a High Growth Business in Periods of Economic Contraction</th>
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| **Fireside Chat With:** | Jason Yotopoulos  
*Founder & Head of Channel Partnerships*  
*Mach49*  
**Moderator:**  
Krishna Srinivasan  
*Global President & Managing Partner*  
*Frost & Sullivan* |

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<th>Zone 3. Creating a Continuous Learning Culture: Skilling, Re-Skilling and Beyond</th>
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</table>
| **Fireside Chat With:** | Viv Goldstein  
*Vice President*  
*Bionic* |
Zone 4. Spotting Your Disruptive Competitors

Fireside Chat With:
Jay Nakagawa
Director, ISG Competitive Intelligence
Dell EMC

Moderator:
Lauren Taylor
Principal Consultant: Visionary Innovation
Frost & Sullivan

Session Abstract:
This session will explore the challenges that face organizations when identifying future disruptive competitors based on early warning signals given off by the market, and the right techniques and tools that can provide those “early warning” indicators. Gain insights into some of the strategies you can employ in your businesses on a daily basis to identify changes to the competitive landscape, enabling you to take proactive action before the tsunami hits.

Key Take-Aways:
• Vision of what new workers will look like in 2025—what skills they bring to the table and what they will need for success
• Perspectives on what Gen Z desires from an employer and work environment
• Insight into working across generations and, increasingly, across new technologies

2:35pm
Session to Session Travel Time

Ask the Experts! Panel Discussion

2:40pm
Preparing for the Workforce of the Future

Moderator:
Jillian Walker
Principal Consultant: Visionary Innovation
Frost & Sullivan

Panelists Include:
Viv Goldstein
Vice President
Bionic

Deb Zell
Director of Customer and User Experience
Dell EMC

Session Abstract:
Leading voices who are paving the way for a new generation of workers share all you need to know about Gen Z. From maintaining attention spans to encouraging entrepreneurship, integrating the gig economy, and determining the role of social media, learn how others are creating a dynamic workplace to win in the next decade.

Key Take-Aways:
• Vision of what new workers will look like in 2025—what skills they bring to the table and what they will need for success
• Perspectives on upcoming generations—Gen Z and, by the end of the next decade, Gen Alpha—as emerging disruptors
• Insight into what are the hot skills companies will need to quickly build capability

3:30pm
Networking, Refreshment, and Exhibition Break
EXECUTIVE ANNOUNCEMENT

4:00pm  
Leveraging Innovation to Solve Global Priorities

CLOSING ADDRESS

4:30pm  
How to Think Creative to Be Creative: Building Critical Capabilities Across Your Organization

Michael O. “Coop” Cooper  
Founder  
Innovators + Influencers

Session Abstract:
Growth organizations in highly competitive markets require more creative thinking than ever, but most organizations actually impede it. We’ll cover the neuro-science of creative thinking, how most organizations kill creativity and what you can do across your organization to build critical creative capabilities across your organization.

Key Take-Aways:
- A neuro-science framework for creative thinking
- A checklist of creativity killers to eliminate in your organization
- A list of creative capabilities to improve across your organization

5:30pm  
Casino Night Networking Reception

You don’t have to travel to Vegas to test your luck. Bring your poker face as we enjoy a night of networking, cocktails & gambling. Get ready to party and don’t forget to bring your good luck charm!

EARLY RISERS RUN/WALK

Wednesday, 6:45am

Calling all walkers, joggers and runners! Lace up your sneakers and get your endorphins flowing with a little exercise. It’s the perfect start to a great day of content and networking!
Tuesday, September 17, 2019

GENERAL SESSION, COLLABORATION ZONES, AND EXHIBITION

Early Risers Run/Walk
Calling all walkers, joggers and runners! Lace up your sneakers and get your endorphins flowing with a little exercise. It’s the perfect start to a great day of content and networking!

Continental Breakfast and Exhibition

KICKOFF AND KEYNOTE

A Leadership Roadmap for Enterprise-Wide Digital Transformation

TECHNOLOGY RADAR

Join us for a burst of insight into technologies with game changing potential.

- Quantum Computing
  
  Peter Hofstee  
  Distinguished Research Staff Member  
  IBM Power Systems Performance  
  Professor Big Data Systems,  
  TU Delft, Netherlands

Session Abstract:
This presentation will unpack the three key elements central in the future of Quantum Computing. First, an exploration of what makes Quantum Computing so powerful; Second, what does a Quantum Computer even look like? And finally, this session will explore Quantum Supremacy (the scenario in which a Quantum Computer outperforms a classical computer) and which types of problems are likely to achieve Quantum supremacy first.

Key Take-Aways:
• Blueprint of Quantum computing fundamentals  
• Insight on Quantum computer fundamentals and their implications  
• Guide into where Quantum computing is likely to first have an impact

- Trust Technologies

GROUP PACKAGES

91% of surveyed participants recommended sending 2 or MORE executives! Contact us today to learn about the savings and benefits you can receive and be sure to ask about our Team Experience Program.

For more information, please contact: Matthew McSweegan at 516-255-3812, or email him at Matthew.McSweegan@frost.com
**Robotic Exoskeletons**

**Kristi Martindale**  
*Chief Marketing Officer*  
*Sarcos Robotics*

**Session Abstract:**

Full-body, fully-powered robotic exoskeletons combine human intelligence and judgment with machine strength and precision to perform tasks that cannot be automated. With these advanced tools, companies can mitigate a projected 2.4 million worker shortage (by 2028) and dramatically reduce the number of on-the-job injuries.

**Key Take-Aways:**

- The exoskeleton landscape: Passive, active and powered – which tool is right for you
- Real world examples of applications for full-body, fully-powered exoskeletons that enhance worker productivity and safety, as well as businesses’ ROI
- Use case exploration for automotive, aviation, oil and gas, construction, mining, defense and other industries;
- Insights on how exoskeletons will revolutionize the industrial workforce by augmenting productivity and extending the useful life of your valued workforce

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**Brain Machine Interfaces and Interactions**

**10:30am**  
**Networking, Refreshment, and Exhibition Break**

**11:00am**  
**Concurrent Sessions – Ask Me About…**

Ask Me About sessions are immersive experiences devoted to addressing questions driven entirely by participants.

*Choose one of the following sessions:*

**Zone 1. Intel’s Take on Primary Forces in a Digital World**

**Bernhard Ries**  
*Senior Director of Corporate Strategy*  
*Intel Corporation*

**Session Abstract:**

Bernhard sits at the intersection of strategy, communications and organizational development at Intel. In his current role as Senior Director of Corporate Strategy he leads a team responsible for researching and synthesizing key market trends across Intel’s business, informing Intel’s business strategy and providing strategic consulting to the CEO and the Board.

**Zone 2. Recruiting, Engaging, and Retaining a Workforce of the Future**

**Raleen Gagnon**  
*Managing Director, Global Market Intelligence*  
*Manpower Group Solutions*

**Session Abstract:**

Raleen is passionate about developing new insight into the market to change the way leaders perceive the workforce and how organizations hire globally. In her role as the Managing Director of Market Intelligence, she leads a team of Analysts to track candidate patterns, labor cost, and the business dynamics that impact total talent management.

**Zone 3. Increasing Operational Efficiency and Excellence in Innovation**

**April Bertram**  
*Senior Business Development Director*  
*GOJO Industries*
Tuesday, September 17, 2019

Zone 4. Cross Enterprise Collaboration to Capitalize on Connectivity and Confluence

Session to Session Travel Time

11:20am

Concurrent Collaboration Zones – Roundtables

Roundtable sessions capture the power of all participants’ voices, insights and experiences via group discussion and exploration of the issue at hand.

Choose one of the following sessions:

Zone 1. Design and Strategy: Driving Growth through Customer Focus

Joe Meersman
Director of Design Strategy
IBM

Josh Mason
Competitive Analysis Lead
IBM

Session Abstract:

This interactive session will focus on how the synergy of design and strategy efforts together – focused on customers/users – can drive business growth to a greater degree than either alone. While each capability is effective in its own context, when used together they increase speed, quality, and impact of outcomes.

Key Take-Aways:

• A framework to align business Strategy with Design
• Proven ways to increase the effectiveness of strategy through the use of Design Thinking tools
• Examples that highlight the payoffs and perils of getting Design right

Zone 2. Creating and Monetizing Next Gen Business Models Around Data

Su Le
Managing Director, IoT Incubation Services
Cisco

Session Abstract:

New insights from IoT connected device data enable organizations to create new business models and new business services. Sensors can detect location, environment, presence, and more and provide raw data and analytics to applications, which transform that insight into action that can provide competitive advantage. IoT platforms enable companies to securely connect devices and fuels applications that can be delivered as services. This opens the door to users paying for the end result, not the physical product. This creates new recurring revenue streams and new market opportunities.

Key Take-Aways:

• The impetus to create business models and offer new services
• Inspiration to create or enhance competitive advantage
• A keen understanding of the importance of data quality
• Steps to protecting against unintended/unlicensed use

Growth, Innovation and Leadership Awards Gala

Join us in celebrating growth, innovation and leadership as Frost & Sullivan presents these prestigious awards recognized by industry leaders, the investment community, and the media at this awards gala and reception.

Monday, September 16th, 5:30pm
Tuesday, September 17th, 5:30pm

Participation involves an additional fee and separate registration. See registration page for details.
**Zone 3. How to Engage External Ecosystems to Drive Next Gen Transformation**

**Lee Ng**  
*Vice President, Innovation*  
*Travelers*

**Session Abstract:**  
To accelerate innovation in a corporation, it is necessary to engage the external innovation ecosystem in addition to stimulating internal innovation efforts. The external innovation ecosystem spans from universities to startups to accelerators to venture capital funds. Should you do it alone and start a venture fund? Invest in startups? Join some accelerators? Participate in some venture funds? The choices are plenty. Are there any guidelines and success stories? When should you do what?

**Key Take-Aways:**  
- Insight into the pros and cons of various ecosystem partners  
- Real world examples of partnerships that work and the challenges  
- Framework to recognize internal limitation so as not to create activities which result in no positive business outcomes

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**Zone 4. Global Priorities Task Force on Advancing Infrastructure and Smart Cities**

12:45pm **Networking Luncheon**

**Mover & Shaker Interviews**

1:30pm **Where the Ventures are Venturing**

**Moderator:**  
*Susan Lucas-Conwell*  
*Executive Vice President*  
*CSIRO US*

**Panelists Include:**  
*Charlie Plauche*  
*Partner*  
*S3 Ventures*

**Session Abstract:**  
The trends leading corporate and venture capital investors follow and how they value ‘deals’ can create new as well as reshape established industries, often overnight. In this lively and candid discussion, investors from Silicon Hills and Silicon Valley will share insights into the top trends and companies they are watching. This esteemed group will discuss the state of financing entrepreneurship as well as where they look for innovation that will shape tomorrow’s economy.

**Key Take-Aways:**  
- Insight on Hot trends and topics driving today’s investment decisions  
- Examples of where they are finding true innovation and impact they will have on industries  
- Fresh perspective on how investors are valuing deals in times of global economic uncertainty
Tuesday, September 17, 2019

**Capstone Address**

**Disrupting Leadership Beliefs and Behaviors**

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| 2:30pm | Jim Haudan  
*Co-founder and Chairman*  
*Root Inc.*  
*Author of What are your Blind Spots?*  

Rich Berens  
*Chief Executive Officer and Chief Client Fanatic*  
*Root Inc.*  
*Author of What are your Blind Spots?*  

**Session Abstract:**
Tragically, truth-telling isn’t innate in most company cultures. Candid conversations happen in the hallway, bathroom, or by the watercooler – breeding disengaged employees and organizations that’ll never reach their potential. But, leaders can and must embrace the real conversations their people are having by making it safe and smart to tell the truth.

**Key Take-Aways:**
- An interactive framework designed to help you recognize and address the canyons that are hindering truth telling and honesty inside your organization
- Insight from real-life stories about how leaders like you can actively change key leadership blind spots, including behaviors around truth-telling
- Actionable steps to begin transforming your organization’s culture today into one that embraces truth-telling as part of its strategy for tactic creating a more engaged workplace

**Insights and Ideas Roundup**

**Implementing the Best, Brightest and Boldest Ideas from the Program**

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| 3:05pm | John Ruggles  
*Senior Vice President*  
*Frost & Sullivan*  

Participants at each Growth, Innovation and Leadership Executive MindXchange come away with a wealth of key learnings and it can be a challenge to take it all in. During this interactive session, members of the Growth Innovation Leadership Council will highlight the most important themes, key take-aways and lessons learned they can be readily operationalized once you are back in the office.

**Session to Session Travel Time**

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**Industry Executive Boardrooms**

Collaborate with fellow executives in your own industry to explore the trends and shared challenges you face. Unpack the golden nuggets and aha! moments, extract industry parallels and share the best practices you acquired throughout the event. Select Frost & Sullivan industry experts will share insight and visionary perspective on the top technologies, groundbreaking trends, and innovations poised to dominate your industry.

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**15th Anniversary Growth, Innovation and Leadership Executive MindXchange Concludes**

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<th>Time</th>
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| 6:00pm | Industry Dine & Unwinds  
Kick back and continue the conversations with your fellow industry executives and your Frost & Sullivan hosts as we cap off the event! A great opportunity to deepen relationships with your fellow peers in an intimate setting!  

Innovation Center Tour – Dell EMC

Please note participation incurs an additional fee for those other than Growth Innovation Leadership. See registration page for details.

This is a walking tour - comfortable shoes are highly recommended.

8:00am
Registration and Networking Breakfast

8:45am
Shuttle to Site

9:45am
Innovation Center Immersion: AI/HPC Lab

Session Abstract:
The Dell EMC HPC and AI Innovation Lab encompasses a 13,000 square foot data center that is developing innovative high performance computing and artificial intelligence technologies through community collaboration.

Key Take-Aways:
• High performance computing (HPC) and artificial intelligence (AI) are converging as data is growing exponentially
• Putting together the right cross-disciplinary team contributes to innovation and discovery with tangible benefits
• Choose a partner that has more than one hammer so everything doesn’t look like a nail

11:30am
Executive Briefing Center: Dell Technologies Advantage

This session will provide a foundational overview of Dell Technologies, covering a broad view of its corporate strategy and portfolio.

• The market disruption/opportunity occurring across industries, stemming from the relentless advancement of technology
• The need for organizations to embrace digital transformation, to capitalize on this disruption
• Dell’s point-of-view regarding the four transformations critical to this journey (Digital Transformation, IT Transformation, Workforce Transformation and Security Transformation), with a high-level overview of each
• An overview of the Dell Technologies Family of strategically aligned businesses, inclusive of how this spans the entire IT Ecosystem, as well as strategic differentiators such as Innovation, Value and Leadership

12:30pm
Networking Lunch

1:00pm
Growth Innovation Leadership Council Executive Roundtable – Steering External Partnerships

Facilitator:
Mike Arterbury
Vice President, Global Technology Alliances
Dell EMC

Session Abstract:
Growth and innovation can no longer happen within your own 4 walls; the net must be cast wider. Effectively aligning partnerships to create value and enhance the organization’s ability to move quickly is essential.

Key Take-Aways:
• Realizing Value, from Innovation to Consumption
• Best Practices to Achieve Organizational Synergies
• Win/Win: Value Creation for Both Parties

2:00pm
Executive Roundtable Concludes
Shuttle Transportation to Hyatt Regency Lost Pines Resort and Spa
“You are the average of the five people with whom you spend the most time.”
—Jim Rohn, Entrepreneur

SPEND TIME WITH THE BEST TO BECOME THE BEST.

Are the people in your world today bringing new perspectives and sharing insights from other industries?

To stay competitive in your world of business spend time with others who have charted the course.

The Growth Innovation Leadership Council by Frost & Sullivan offers a unique opportunity to connect year-round with forward thinkers and change agents across a wide range of industries.

Join the Growth Innovation Leadership Council, and:

- Gain best practice learning based on real-world scenarios.
- Build an exclusive, executive network of peers in other industries.
- Gain access to Frost & Sullivan’s cutting edge industry and mega trends research.
- Develop your own and your team’s executive leadership capabilities.
- Remain a relevant and high-performing leader well into the future.

The Council’s platform allows me to peer across multiple industries and talk to professionals who face challenges similar to mine. However, it’s the perspective that matters. Where else can someone from the Oil and Gas industry have a dialogue with thought leaders from Healthcare, Aerospace, Transportation, Technology, Finance, etc., to solve problems? I like stepping out of my day-to-day bubble to engage with such a fantastic network of colleagues.

Baker Hughes
Global Marketing Leader
Update Your Business Playbook with Growth, Innovation and Leadership Executive MindXchange Chronicles

Take Control of Your Future

**Benefit from All Session Summaries**
These are not transcripts, but actual summaries focused on key observations and take-aways, featuring tactics and strategies for immediate implementation.

**Video Access to the Event Keynotes**
Watch and learn from lessons shared by event keynote speakers. These industry experts present case studies, lessons learned, and provide invaluable thought leadership and inspiration for senior executives.

**Take the Event Home**
For your colleagues who were not able to attend the event, you’ll have key questions and answers, best practices, tactics, and strategies that work – and those that didn’t – at your fingertips.

**Find Event Information Fast**
The entire event is catalogued and searchable so you can find what you are looking for quickly. Why waste valuable time looking when you could be learning?

**Stay Connected**
Take advantage of the ability to review all those great ideas you want to implement after the event and get info about expert presenters with whom you can follow up. Grow your professional network and guarantee your own ROI for years to come.

**Capture the Hidden Agenda**
Gauge where you are among your peers through on-site surveys that identify industry benchmarks, as well as question and answer sessions that go outside the pre-planned content.

**Savings**
Event participants will save up to $300.

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**Pricing**
The Growth, Innovation and Leadership Executive MindXchange Chronicles are now available for purchase. Additional savings apply when purchased prior to or on-site at the event.

**PARTICIPANT PRICING**
- Pre-event: $395
- Post-event: $495

**NON-PARTICIPANT PRICING**
- Post-event: $695

**Reserve Your Chronicles Today**
Matthew McSweegan
516.255.3812
Matthew.McSweegan@frost.com

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**NOTE:** Frost & Sullivan makes every effort to collect and ensure the quality of individual session chronicles; however, the summaries presented in the articles are the expert opinion of the writers and inclusion/exclusion of specific material is at the discretion of each speaker. While every effort is made, there is no guarantee that notes for each and every session will be submitted as requested.
Frost & Sullivan’s Aerospace, Defense & Security group assists customers in identifying growth opportunities in everything from airframe manufacturing to helping industry participants develop better solutions to serve military end users in the defense industry. We help local governments align their airport vision with industry trends while our security coverage expands our clients’ understanding of the technologies and solutions that are improving security and infrastructure.

Frost & Sullivan’s Business & Financial Services group helps investment banks, private equity firms, venture capitalists, government agencies, universities, and research laboratories make sense of global trends and regional developments to identify opportunities ripe for investment.

Our Growth Partnership Services and interactive workshops help our clients identify the top mega trends impacting the market, and build a robust pipeline of success.

Frost & Sullivan’s Energy & Environment team works closely with the world’s largest OEMs, utilities, service providers, and technology firms to help them find the opportunities in this sea of change and implement strategies to support growth. Our experts and consultants constantly engage with markets from oil and gas to electricity, grids to homes and buildings, and the critical needs for power, water, and environmental solutions across all sectors of the global economy.

New digital technologies are emerging at an unprecedented rate and changing the way we work and live. Digital transformation impacts every person in every industry. In a recent survey across regions and industries, we discovered that early adopters of IT already perform significantly better in revenue growth and have higher margins.

The Frost & Sullivan ICT and Stratecast teams use the breadth and depth of the IT industry and vertical market knowledge base to deliver unique and invaluable content to clients. Our advisory services help end users and suppliers of IT.

The Frost & Sullivan Intelligent Mobility practice provides global market intelligence and thought leadership to execute key growth opportunities and tailor-made advisory services within the personal and freight mobility industry. Our Growth Partnership Services and interactive workshops help our clients identify the top mega trends impacting the market, and build innovative business models in the areas of Mobility; Aerospace, Defense & Security; Vehicle Technology; Autonomous Driving and Connected Cars; Car Retailing and Aftermarket, Commercial Vehicles; Transport and Rail.

Market dynamics in the industrial space have created a hyper-competitive environment. It is no longer enough to manufacture the best quality product or engineer the fastest system. Our industrial program provides global market intelligence and thought leadership and interactive workshops to help our clients identify the top Mega Trends impacting the market, and build innovative business models.
Frost & Sullivan’s Transformational Health practice has a powerhouse team of analysts and strategists covering all facets of the industry. Within each industry segment, we have teams of experts who study trends to help predict where the next frontier of medicine will be in 10, 15 and even 25 years.

The Visionary Science group will help you understand, assimilate, and evaluate the future of the industry by analyzing mega trends, material substitution dynamics, and changing needs of customers and end-users. Position your company today to address the challenges facing the world in the food and agriculture industries, and better understand the future of the wellness, sustainability, and personal care markets.

Frost & Sullivan’s Visionary Innovation Group provides actionable and value-focused insights on how transformative developments will impact future markets and the world we will live in. A thought-leader in global future trends, the Visionary Innovation Group has built its expertise understanding early warning signals that help provide global companies insurance in the form of contingency planning for the future.

The TechVision group offers a suite of strategic services ranging from a continuous flow of forward-looking intelligence on emerging technologies and new age innovations; interactivity with technology and industry experts; bespoke strategy consulting on technology investments, roadmaps, IP landscapes, and executive workshops for innovation and R&D leadership teams. These services empower its users with ideas and strategies to leverage disruptive technologies and innovations to drive transformational growth in their organizations.

Frost & Sullivan has a powerhouse team of consultants covering all facets across all industries. To help our clients accelerate growth our consulting teams of experts study market trends in an effort to predict where the next frontier will be 10, 15 or even 25 years from now.

Our team provides specific tools and expertise to support clients through all five phases of the growth cycle: From developing a pipeline of growth opportunities while evaluating and prioritizing those opportunities, to formulating and implementing go-to-market strategies and ongoing monitoring.

Frost & Sullivan’s Brand & Demand Solutions convert prospects into customers at an accelerated rate. We do this by delivering an end-to-end turnkey solution, built on the foundation that a strategically planned, focused, and integrated program will yield the greatest return. By starting on the ground floor, Frost & Sullivan can validate your messaging and design and deliver a customized, multi-touch, integrated marketing solution while becoming an extension of your marketing department. These fully customized and integrated solutions can take the form of nurturing, demand generation, and/or pipeline development programs.
# Registration

**GROWTH, INNOVATION AND LEADERSHIP: A FROST & SULLIVAN EXECUTIVE MINDXCHANGE**

September 15 – 18, 2019 | Hyatt Regency Lost Pines Resort and Spa | Austin, TX

**REGISTER ONLINE**

www.growthinnovationleadership.com

**VENUE INFORMATION**

Hyatt Regency Lost Pines Resort and Spa
575 Hyatt Lost Pines Rd
Cedar Creek, TX 78612
(512) 308-1234

Frost & Sullivan will be reserving a limited number of discounted rooms at the event property. Please contact the property directly for rates, availability, and to book your accommodations. Be sure to mention you will be participating in the Frost & Sullivan event.

**EMAIL**

events.us@frost.com

**PHONE**

1.877.GO FROST (1.877.463.7678)

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**REGISTRATION | PRICING SCHEDULE**

- **Event Registration | Complete Series**
  - (Includes Event Registration, Chronicles and Innovation Tour)
  - $2,690
  - $2,440*

- **Event Registration**
  - (Inclusive of Event Registration only)
  - $2,295
  - $2,045*

**A-LA-CARTE OPTIONS:**

- **Dell EMC HPC and AI Innovation Lab Tour**
  - $100

- **Growth, Innovation and Leadership Executive MindXchange Chronicles**
  - $395

This includes a $750 Early bird is now $500 off, and it expires Friday, June 28, 2019! This savings can't be combined with any other offers.

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**GROUP DISCOUNTS AVAILABLE**

Contact: 1.877.GO FROST for details

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**GROWTH, INNOVATION AND LEADERSHIP EXECUTIVE MINDXCHANGE CHRONICLES**

A real Golden Nugget that continues to add value post-event! As a thorough and focused set of notes, the Growth, Innovation and Leadership Executive MindXchange Chronicles ensures you don't miss out on any sessions that run concurrently with those that you selected. If you are unable to sign up for this now, you may order post event. Please note that post event purchases will be $495 so get your hands on these collections at the lower rate now!

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**PAYMENT PROCEDURES**

Payment in full is required immediately upon registration and is non-refundable and also must be received by Frost & Sullivan prior to the event start date. If payment has not been received by Frost & Sullivan prior to the event start date you will not be able to attend the Executive Event. If, for any reason, you are unable to attend the Executive Event for which you are registered, and notify Frost & Sullivan in writing more than 3 weeks prior to the event start date, a one-time credit will be issued for use toward registration at any other Frost & Sullivan Executive Event. The credit must be used within 90 days of the original registration date and can be applied to any Executive Event scheduled up to one calendar year from the event for which you originally registered. Credits may not be transferred more than once, and all unused credit(s) will be forfeited after 90 days. Cancellation within 1 days prior to the event will incur a one time fee of $500. The remaining balance can be applied to any Executive Event up to one calendar year from the event for which you originally registered. Notification must be received by Frost & Sullivan in writing. If you do not attend the event and fail to notify Frost & Sullivan PRIOR to the event, no credit will be issued. Every effort is made to ensure that the speakers noted in this brochure are present, but changes beyond the control of Frost & Sullivan may occur. The program agenda will be updated biweekly and can be downloaded from www.growthinnovationleadership.com