



# Changing the Game in Consumer Industries



Special Edition Series of

## Coffee Break with Game-Changers

with your host **Bonnie D. Graham**

Presented by

Changing the Game in Consumer Industries,  
Presented by SAP  
Archives Available  
**January 10th 2019: Wholesale Distribution 2019:  
The Intelligent Enterprise**

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The buzz: “The Wholesale Distribution industry is at an inflection point of rapidly changing business fundamentals” (Deloitte). The future is becoming clear for Wholesale Distributors: revenue will come from customer-specific solutions that transform their business and help their customers to differentiate in the marketplace. How to achieve this? Provide value-added services, smart technologies, and automation – all geared to support real-time custom responses, proactively engage customer loyalty and re-focus employees on high-value tasks. The experts speak. Sebastian Valencia, Clarkston Con

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### Featured Guests



#### Sebastian Valencia

Sebastian Valencia is a partner with Clarkston Consulting, a Strategy, Operations and Technology Consulting firm. He is responsible for advising executives from global organizations through strategic business transformations.

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#### Magnus Meier

Magnus Meier is the Global Head of the Wholesale Distribution Industry Business Unit at SAP. Representing the industry inside and outside of SAP he works to provide industry thought leadership, portfolio direction and the global go to market strategy.

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#### Steve Okun

For over 20 years, Steve Okun has led digital transformations for some of the top retail brands in Canada and the US. Steve is a champion for the end-customer, and has proven repeatedly that a customer-centric approach will lead businesses to long-term financial returns.

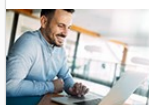
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