

# Digital Disruption: Realizing Growth Potential

September 17 – 20, 2017 | Hyatt Regency Lost Pines Resort and Spa | Austin, TX, USA



**Growth, Innovation and Leadership: North America**

## WHY YOU MUST ATTEND

- 1. INNOVATE AND GROW:** The future is coming fast. Are you ready? Is your company ready? Gain clarity on big picture issues to fuel sustainable top-line revenue growth, and create customer value and long-term competitive advantage.
- 2. THRIVE:** Identify and capitalize on the 100+ growth opportunities enabled by digital transformation, the new normal in every industry and every company. Ignore these at your peril.
- 3. LEAD:** Find out what you need to do to remain relevant amidst change, whether it be Connected, Autonomous Products & Services; New Business Models of Product as a Service and IoT Platforms; Digital Channels to Market and B2B e-Commerce; or Connected Supply Chain and Industrial Internet of Things (IIoT).
- 4. EXPAND:** Get a jolt of inspiration by engaging in high level conversations with great minds outside your immediate circle of contacts. Step outside your company and industry four walls, liberate your thinking, embrace the future and reinvent your business practices.
- 5. PUSH BOUNDARIES:** Become a bold and visionary leader. Be the force in upending your “business as usual” and future proof your company and your career.

## AN INTERACTIVE EXPERIENCE LIKE NO OTHER...

**COLLABORATE, COLLABORATE, COLLABORATE:** Engage in interactive think tank exercises 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 engines at high rev, while enjoying many unique networking events!

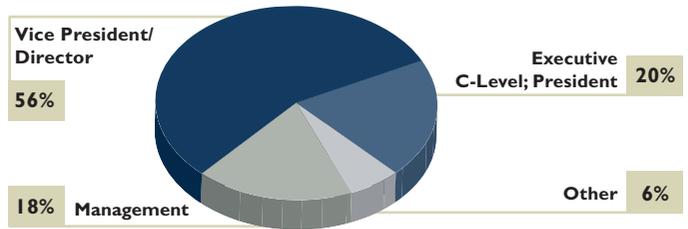
**STAY AHEAD OF THE TECHNOLOGY CURVE:** One-to-one targeted discussions will focus around new services that executives can take advantage of to meet the specific needs of their businesses.

## LOCATION, LOCATION, LOCATION



*Nestled along the banks of the lower Colorado River, 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, one that is surprisingly fewer than 30 miles from downtown Austin and its eclectic live-music scene centered on country, blues and rock.*

## EXECUTIVE PROFILE / WHO WILL PARTICIPATE



Forward-thinking business leaders who drive growth and innovation in their organizations. 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
- Sales
- Technology
- Aerospace and Defense
- Automotive and Transportation
- Chemicals, Materials & Food
- Consumer Goods
- Energy
- Electronics, Measurement and Instrumentation
- Environmental and Building Technologies
- Financial Services
- Government
- Healthcare and Life Sciences
- Information and Communication Technologies
- Investment Community

*\*please note this profile is based on past Growth, Innovation and Leadership events.*

## HIGHLY RECOMMENDED BY YOUR PEERS

**93%** of surveyed participants would recommend this event to their colleagues and/or peers.

## 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.

# SCHEDULE-AT-A-GLANCE

*Schedule-at-a-glance is preliminary and will be updated as information becomes available.*

**SATURDAY, SEPTEMBER 16, 2017 | ARRIVAL DAY**

**7:00pm Suggested Arrival Time**  
*Arrive Saturday to participate in Sunday's Networking Activities.*

**SUNDAY, SEPTEMBER 17, 2017 | NETWORKING DAY**

*\*Please note Networking Day is open to all event participants and sponsors.*

**8:30am Austin Taste & Tour**  
**2:00pm Sponsor Workshop**  
**3:15pm Sponsor Registration & Orientation Reception**  
**4:30pm VIP Exhibit Hall Guided Tour**  
**5:15pm 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.  
**6:00pm 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.  
**7:00pm Welcome Networking Reception and Event Kickoff**

**SUNDAY, SEPTEMBER 17, 2017 | GROWTH, INNOVATION AND LEADERSHIP COUNCIL ANNUAL MEETING AND NETWORKING DAY**

*\*Please note participation in the annual meeting is restricted to Council Members only.*

**8:30am Austin Taste & Tour**  
**1:00pm Council Meeting Registration**  
**12:45pm Annual Meeting of the Growth Innovation Leadership Council Commences**  
**4:15pm Council Meeting Conclusion**  
**4:30pm VIP Exhibit Hall Guided Tour**  
**5:15pm 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.  
**6:00pm 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.  
**7:00pm Welcome Networking Reception and Event Kickoff**

**MONDAY, SEPTEMBER 18, 2017 | GENERAL SESSION, VISIONARY THINK TANKS, AND EXHIBITION**

**8:00am Registration, Continental Breakfast, and Exhibition**  
**8:45am Welcome and Chairman's Insight – Digital Transformation of Industries: Ready for the Business and Social Impact**  
**9:00am KEYNOTE – Prepare to Pivot: Agile Organizations Will Be the Ones to Succeed in Times of Disruption, Ambiguity, and Uncertainty**  
**9:30am Navigating Growth, Innovation and Leadership: North America**  
**9:45am PROVOCATEUR SESSION – The Blockchain: Ready for a Technology with the Potential to Upend the Way You do Business**  
**10:00am VISIONARY INSIGHTS – The Rising Era of Digital Interactions: How Digital Interactions are Transforming Society and Industry**  
**10:15am Networking, Refreshment, and Exhibition Break**  
**10:45am EXPERIENTIAL – An Interactive Exercise in Assessing Your Digital Interaction Possibilities**  
**11:25am Session to Session Travel Time**  
**11:30am PIONEERING DISRUPTION: Spotlight on Companies to Watch**  
 Meet some companies that are amazing growth catalysts. These are the disruptive innovators of industry and value chains; companies engaging in new business models or disruptive technology; game changers exploiting a global mega trend. This is where their growth ideas meet your growth opportunities to fuel future innovation.  
**12:30pm Food for Thought – Networking Roundtables Hosted by Industry Leaders**  
 Practitioners and solution providers 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.  
**1:40pm Session to Session Travel Time**  
**1:45pm CONCURRENT INTERACTIVE SESSIONS – Visionary Think Tanks**  
 Take away great ideas and insights from progressive business leaders on opportunities generated from the digital transformation of business and society, and engage in interactive exercises to ignite growth ideas.

Choose **one** of the following concurrent sessions:

<p><b>TT1. Personal and Freight Mobility:</b> Identifying and Realizing Growth Opportunities Generated by Digital Transformation</p>	<p><b>TT2. Artificial Intelligence:</b> Accelerating Innovation with Fast and Agile Decision Making</p>	<p><b>TT3. Outcomes as a Service:</b> New Revenue Models for Value Selling in a Digital Business Age</p>
<p><b>TT4. Healthcare 2025:</b> Identifying and Realizing Growth Opportunities for Healthcare Insiders and Outsiders</p>	<p><b>TT5. Smart Manufacturing:</b> Rethinking Organizational Roles &amp; Leadership to Leverage the Factory of the Future</p>	<p><b>TT6. Smart Becomes Cognizant:</b> The Awakening of Automation in Oil &amp; Gas through Digital Transformation</p>

**3:45pm Networking, Refreshment, and Exhibition Break**  
**4:15pm THE DIGITAL TRANSFORMATION SPOTLIGHT**  
**5:00pm PROVOCATEUR SESSION – Reinventing Your Role in the Value Chain**  
**5:15pm Four Truths and a Lie Networking Reception**  
**6:30pm Wine & Dine**

# SCHEDULE-AT-A-GLANCE

*Schedule-at-a-glance is preliminary and will be updated as information becomes available.*

**TUESDAY, SEPTEMBER 19, 2017 | GENERAL SESSION, IMPLEMENTATION THINK TANKS, AND EXHIBITION**

**6:30am Early Risers Walk/Run**

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!

**8:00am Continental Breakfast and Exhibition**

**8:45am KICKOFF AND KEYNOTE – Future Forward Thinking: Companies that Recognize and Understand Social Trends Driving Change Will Be the Ones to Succeed**

**9:25am Session to Session Travel Time**

**9:30am CONCURRENT SESSIONS**

Choose **one** of the concurrent sessions:

**BRIEFING SESSIONS: MEET THE INNOVATORS**

These 15-minute, one-to-one targeted discussions will focus on new capabilities and services that organizations can take advantage of to meet the specific needs of their businesses.

**PROVOCATEUR SESSIONS:**

Challenge Your Thinking: New Perspectives on Simple Things

(OR)

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

**11:00am IMPLEMENTATION EXCELLENCE THINK TANKS**

Maximize your business impact and unleash your true capabilities. Take away best practices and lessons learned in meeting business imperatives and demands faced by key organizational business disciplines charged with driving growth and innovation.

Choose **one** of the following Think Tanks:

**TT7. Innovating Digital Customer Engagement** and Experience for Competitive Advantage

**TT8. Mastering the Strategic Execution of New Business Models**

**TT9. Aligning Growth Vision and Innovation Strategy**

**TT10. Monetizing in New Technology Spaces**

**12:10pm Session to Session Travel Time**

**12:15pm Food for Thought – Networking Roundtables Hosted by Industry Leaders**

Practitioners and solution providers 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.

**1:15pm Session to Session Travel Time**

**1:20pm IMPLEMENTATION EXCELLENCE THINK TANKS**

**TT11. Infusing Product Innovation with a Customer Orientation**

**TT12. Leveraging Digital Channels in Your Go to Market Model**

**TT13. Managing and Executing on Innovation Pipelines and Processes**

**TT14. Integrating Strategic Intelligence in Decision Making:** Succeeding in an Intensifying Competitive Environment

**2:25pm Session to Session Travel Time**

**2:30pm PROVOCATEUR SESSION – Innovative Partnership Models for a Digital Ecosystem**

**2:45pm PROVOCATEUR SESSION – Embedding Personalization at the Core of the Business Model**

**3:00pm Networking, Refreshment, and Exhibition Break**

**3:30pm PROVOCATEUR SESSION – Cultivating Digitally-Minded Talent and Leadership**

**3:45pm CAPSTONE KEYNOTE – Digital Disruption at the Human Level: Impacts on the Mind, Body, and Soul**

**4:15pm FINALE – Transformational Growth Ideas to Take Away**

**4:45pm Growth, Innovation and Leadership: North America Concludes**

**WEDNESDAY, SEPTEMBER 20, 2017 | INNOVATION LAB IMMERSION**

Join us on a field trip and take a tour of a local innovation center, guaranteed to spark and inspire innovation within your own organizations.

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

**8:00am Networking Breakfast**

**8:45am Shuttle to Site**

**9:30am Innovation Center Immersion**

**12:30pm Networking Luncheon**

**1:30pm Executive Roundtable on a Critical Issue**

**3:00pm Shuttle Returns to Hyatt Regency Lost Pines Resort and Spa**

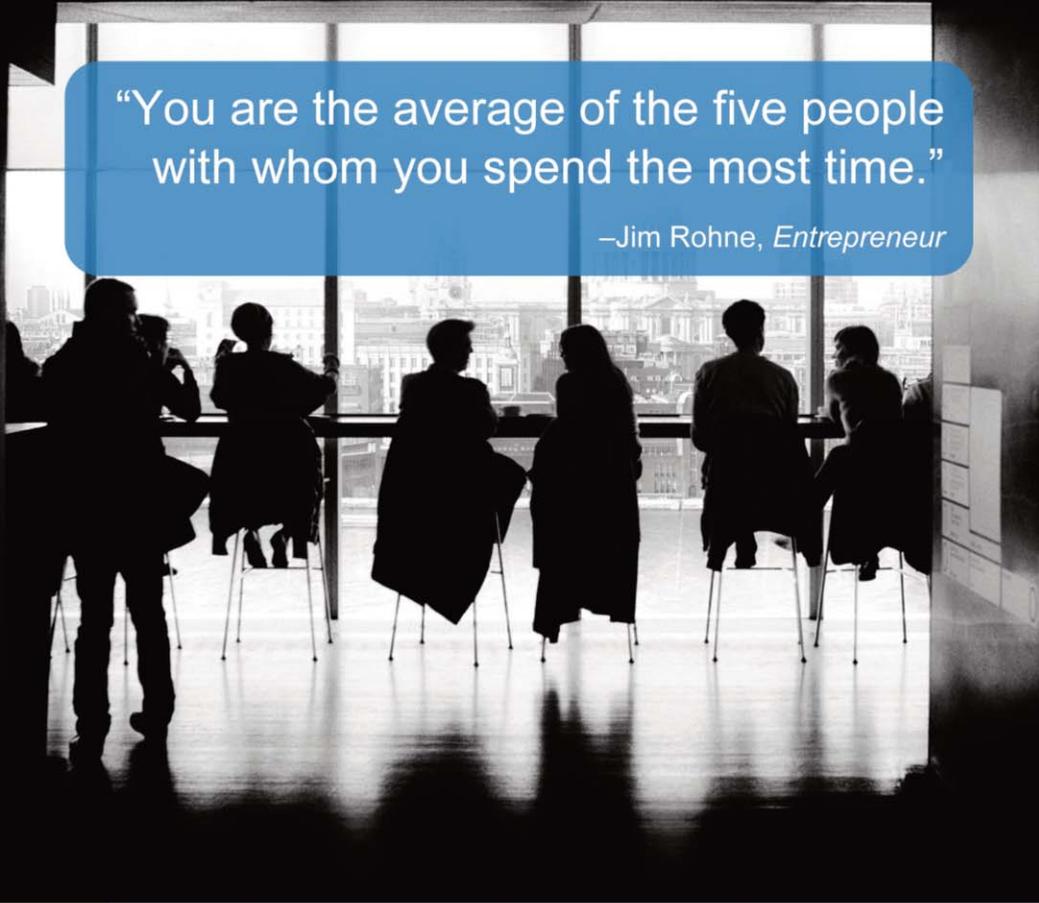
**Growth, Innovation & Leadership Awards Gala**

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 our Annual Growth, Innovation & Leadership Awards Gala and Reception.

Monday, September 18th, 5:30pm

Tuesday, September 19th, 5:30pm

*Participation involves an additional fee and separate registration. See registration page for details.*



“You are the average of the five people with whom you spend the most time.”

—Jim Rohne, *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.

Frost & Sullivan's Growth Innovation Leadership Council offers a unique opportunity to connect year-round with action takers and forward thinkers from across industries.

Join a Frost & Sullivan Leadership Council to:

- Gain best practice learning based on real-world scenarios.
- Build an exclusive, executive network of peers in other industries.
- Develop your executive leadership capabilities.
- Remain a *relevant* and *high-performing leader* well into the future.

JOIN THIS PREMIER COMMUNITY FOR EXECUTIVES IN INNOVATION, STRATEGY, BUSINESS DEVELOPMENT, PRODUCT DEVELOPMENT, MARKETING, AND STRATEGIC INTELLIGENCE.



Growth • Innovation • Leadership Council

FROST & SULLIVAN

Learn more and inquire about membership.

[www.frost.com/GILC](http://www.frost.com/GILC)

# NETWORKING ACTIVITIES

## Sunday, September 17, 2017

### Austin Taste & Tour 8:30am

Join us as we explore the best eateries in Austin while learning interesting and unique facts about the city along the way. We'll sample the top dishes from several restaurants that are considered favorites among the locals.



### Participant Meet 'n' Greet 6:00pm



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 7:00pm

Howdy, ya'll! Bring plenty of business cards and be ready to relax, enjoy a little C&C, conversation & cocktails, and meet your fellow peers and colleagues as we get excited for the days ahead deep in the heart of Texas!



## Monday, September 18, 2017

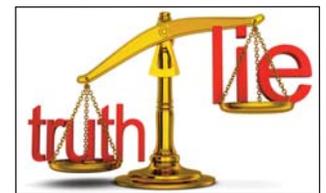
### Food for Thought Networking Lunch 12:30pm



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

### Four Truths and a Lie Networking Reception 5:15pm

Enjoy playing detective, while deciphering the truths from the lies! Guess correctly and you will be entered to win a fantastic prize.



### Wine & Dine 6:30pm



The networking never ends... join your colleagues in this Dutch treat gathering to kick back, relax, and enjoy the fine cuisine Austin has to offer. It's another great opportunity to make new friends and further business relationships.

## Tuesday, September 19, 2017

### Early Risers Run/Walk 6:30am

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!



# UPDATE YOUR BUSINESS PLAYBOOK WITH GROWTH, INNOVATION AND LEADERSHIP CHRONICLES

## THE BENEFITS OF THIS DIGITAL EBOOK ARE NUMEROUS:

- ✓ **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 the 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** to your colleagues who were unable to attend—and you'll have key questions and answers, best practices, tactics and strategies that worked—and those that didn't—right at your fingertips!
- ✓ **THE ENTIRE EVENT** is catalogued and searchable so you can find what you are looking for fast. 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 to follow up with. 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 and question and answer sessions that go outside the pre-planned content.
- ✓ **SAVINGS** As an event participant, you'll save up to \$300.

### PRICING:

The **Growth, Innovation and Leadership 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 or email: matthew.mcsweegan@frost.com

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.

# REGISTRATION

## Growth, Innovation and Leadership: North America

Part of our 2017 International Growth, Innovation and Leadership Series

September 17 - 20, 2017  
Hyatt Regency Lost Pines Resort And Spa  
Austin, TX, USA

### Register online! [www.frost.com/gil](http://www.frost.com/gil)

Registration at Frost & Sullivan's Growth, Innovation and Leadership events is subject to review, and restricted to end user practitioners. Therefore, we reserve the right to decline attendance to any company deemed to be a vendor in the market. For information on how to sponsor a Frost & Sullivan Growth, Innovation and Leadership event, please contact Gary Robbins at [grobbins@frost.com](mailto:grobbins@frost.com).

#### VENUE INFORMATION

 Hyatt Regency Lost Pines Resort and Spa  
575 Hyatt Lost Pines Road  
Cedar Creek, Texas, USA, 78612  
Tel: +1 512 308 1234

#### TO REGISTER:

 **ONLINE**  
[www.frost.com/gil](http://www.frost.com/gil)

 **EMAIL**  
[events.us@frost.com](mailto:events.us@frost.com)

 **PHONE**  
**1.877.GO FROST (1.877.463.7678)**

*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.*

*We suggest you arrive on Saturday, September 16, 2017.*

### Participant Package Includes

1. Complete access to all keynotes, interactive workshops and non-stop networking
2. Subscription to our monthly GIL Community Newsletter
3. Access to dozens of industry articles and white papers
4. Complete access to our onDemand library of recent industry eBroadcasts
5. Preferred pricing for the Growth, Innovation and Leadership Chronicles; a collection of notes on the entire event.

### Schedule a Complimentary One-on-One Growth Strategy Dialogue

A Growth Strategy Dialogue (GSD) is a customized session for Senior Executives facilitated by a Frost & Sullivan growth strategy consultant and a tenured industry analyst. Ask questions and brainstorm with experts to evaluate and enhance your growth strategy. These free on-site sessions are exclusive with a limited number of slots, and reservations will be confirmed on a first-come, first-served basis.

- Please have a Frost & Sullivan associate contact me to secure my Growth Strategy Dialogue time slot.

### Registration/Pricing Schedule

<input type="checkbox"/> <b>Event Registration – Complete Series</b>	<b>\$3265</b>
<i>(\$300 Savings) (Inclusive of: Event Registration and Chronicles, Networking, Wine &amp; Dine, Innovation Tour)</i>	
<b>A-la-carte options:</b>	
<input type="checkbox"/> <b>Event Registration – General Session Pass Only</b>	<b>\$2795</b>
<i>(Inclusive of: General Session Registration ONLY)</i>	
<input type="checkbox"/> <b>Taste &amp; Tour Austin</b>	<b>\$150</b>
<input type="checkbox"/> <b>Wine &amp; Dine</b>	<b>\$75</b>
<input type="checkbox"/> <b>Innovation Tour</b>	<b>\$100</b>
<input type="checkbox"/> <b>Growth, Innovation and Leadership Chronicles:</b>	
<i>Pre-event/on-site</i>	<b>\$395</b>
<i>Post-event</i>	<b>\$495</b>
<i>Non-participant</i>	<b>\$695</b>

#### Growth, Innovation and Leadership 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 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!



**Group Discounts Available**  
Contact: 1.877.GO FROST for details

**More Content than One Person Can Handle!**  
91% of surveyed participants recommend sending 2 or more team members based on the amount of networking opportunities and the range of content being delivered.

### 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.frost.com/gil](http://www.frost.com/gil)