



## **OESA - Sales Executive Council**

September 8, 2022

Laurel Manor

39000 Schoolcraft, Livonia, MI 48150

**In Person Only**

- 11:30 a.m. **Registration and Networking Lunch**
- 12:30 p.m. **Introduction, Review Agenda, and OESA Events**  
**Steve Horaney**, Vice President, Membership & Sales, OESA
- 12:40 p.m. **Automotive Production Forecast and Industry Outlook**  
**Michael Robinet**, Executive Director, S&P Global Mobility  
Michael will review the vehicle production outlook in major markets and discuss how suppliers can embrace the ICE to BEV transition.
- 1:40 p.m. **Supplier Barometer: Q3 2022 Executive Summary**  
**Joe Zaciek**, Sr. Manager, Research & Industry Analysis, OESA  
Joe will provide information and analysis from the 3<sup>rd</sup> Quarter 2022 Supplier Barometer while highlighting key industry trends.
- 2:00 p.m. **Networking Break**
- 2:30 p.m. **Navigating the Ongoing Supply Chain Challenges – Michael Brady**, Partner and Co-chair of the Automotive Industry Group, and **Adam Ratliff**, Associate  
Michael and Adam will share best practices and strategies for dealing with the multitude of supply chain challenges, including ongoing supply disruptions, strategies for re-pricing or exiting bad programs, responding to changing release schedules, aggressive cost recovery actions, and contracting strategies going forward.
- 3:30 p.m. **Council Roundtable**
- 4:00 p.m. **Meeting Close** – Discussion of Topics for Next Meeting  
**Steve Horaney**, Vice President, Membership and Sales, OESA
- 4:05 p.m. **Meeting Adjourn**

### **2022 Meeting Dates:**

- December 1, 2022