

NEW ENGLAND SUPPLY CHAIN CONFERENCE MONDAY OCTOBER 5, 2009

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& Joanne Brennan

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Deb Paton
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Joe Savage

LOCATION

Best Western Royal Plaza Hotel
and Trade Center
181 Boston Post Road West
Marlborough, MA 01752

SUCCESS THROUGH KNOWLEDGE, SKILL DEVELOPMENT AND INDUSTRY BEST PRACTICES

Welcome to the 2009 New England Supply Chain Conference! The sponsoring organizations, conference supporters and exhibitors welcome you, thank you for supporting our program again this year, and want you to know how we strive to ensure that your time is well spent at the Conference. Your participation makes this the premier supply management event of the year in all of New England. We hope you will enjoy and benefit from the leading edge workshops, exhibitors and keynote speakers; as well as from the extraordinary networking opportunities, where we hope you will share challenges and successes with your colleagues.

-The 2009 New England Supply Chain
Conference Steering Committee
www.nescon.org

A collaborative effort sponsored by the leading supply chain management organizations in all of New England

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6 EDUCATIONAL TRACKS:

- Project Management (Track A)
- Operations Management (Track B)
- Procurement/Supply Chain / Sourcing (Track C)
- Global Logistics (Track D)
- Employment & Career Planning (Track E)
- Supplier Showcase (Track T)



North Shore Chapter
&
Boston Chapter

New England
ROUNDTABLE



Northeast Supply
Management Group

NEW ENGLAND SUPPLY CHAIN CONFERENCE AND EXHIBITION

Sunday, October 4, 2009

4:00 PM - 7:00 PM REGISTRATION

7:00 PM - 9:00 PM CONFERENCE RECEPTION (Cash Bar)

Monday, October 5, 2009

7:30 AM - 8:15 AM CONFERENCE REGISTRATION with Continental Breakfast

8:00 AM – 5:00 PM EXHIBIT HALL OPEN

8:15 AM - 9:45 AM BREAKFAST & KEYNOTE ADDRESS



Jeffrey B. Carr
President & Economist, EPR

Economic Outlook - A New England Perspective (special segment on the adverse effects of the recession, and the forecast for recovery)

Jeffrey Carr's regional economic forecast has been a highlighted keynote for logistics and supply chain conferences for over a decade. Be prepared for current – you probably won't have read it in the Wall Street Journal yet -- data and prognostications based upon Jeff's insight and intimate knowledge of how regional industries, institutions and governments respond to and interact with global socio-economic conditions. Bring your questions about how your industry, region or supply chains are being affected by the recession, cost of energy, employment information, mortgage rate info/forecasts, or real estate values.

9:45 PM – 10:00 AM **BREAK: EXHIBIT HALL**

10:00 - 11:15 AM EDUCATIONAL SESSIONS

A-1
(Project Mgt)

Richard G. Weissman, C.P.M., Director of The Center for Leadership, Endicott College
Project Management 101 - The Basics

Project management and the Project plan creation is more than just filling in spaces on software program. It is a formalized approach that includes creating an organizational structure and project framework, managing human and financial resources, controlling the flow of information, and meeting business objectives. The use of cross functional teams, the coordination of activities across a global supply chain, the management of complex projects, and the need for structured communication makes project management an important tool for supply management professionals.

B-1 Bix Hamby, Six Sigma Master Black Belt, Axcelis Technologies

(Operations/Materials) **Six Sigma - Threat or Menace? The Basics...**

This is a summary/basic introduction to some of the tools and techniques used by Six Sigma practitioners to solve problems and improve performance of their company practices. Emphasis is placed on the purpose and effect of the tools rather than the rigors of the mathematics that support them. This is a presentation that entertains as well as informs, with multiple "analysis" conclusions for the same data.

Bruce D. Caldwell, CPSM, C.P.M., MBA, Managing Principal, Lithography Associates

C-1 Procurement/Buying 101 - The Basics

(Procurement/Supply Chain / Sourcing)

Overview: Procurement / Buying 101, a fast-paced seminar, covering the basics of purchasing, up to the finer points of price/cost analysis. Newly appointed (as well as experienced buyers) can learn critical skills, or refresh their understanding of the basics. This intensive session will arm procurement / buying personnel, with the essentials they need to navigate within the framework of purchasing policies and procedures. These first steps toward mastery of the supply management process begin with the key concepts underlying a world-class purchasing and supply organization, and moves through leading-edge issues, including lean applications. Participants will discover innovative techniques and effective tools to become a valuable asset to their organizations.

You Will Learn:

- Tasks to focus on value-add activities; Using Lean tools to enhance purchasing' contribution; Tools for increasing acquisition process efficiency and value; Managing small-dollar buys
- Supplier Management Skills — RFI's, RFQ's, RPS, Bid Letters and competitive bidding; Approaches to supplier identification, evaluation, selection & performance measurement, establishment of KPI's; Managing supplier relations; Implications for quality & cost mgt.
- Key Elements of Negotiation — The what, when and why of negotiations; Negotiation philosophies & styles; Preparing for & conducting negotiations; Strategy development & tactics
- Cost Management Techniques — Steps in price & cost analysis; Identifying & estimating cost elements; Cost analysis; Market & pricing issues; Process mapping to locate cost drivers
- Ethical & Legal Aspects of Supply Management — Ethics & ethical behavior defined; T's & C's (and alternatives), Contract law and the Uniform Commercial Code (UCC); Law of agency; Basic types of contracts; Elements of contract formation

D-1 Patrick Barry, MBA, President & Founder, Precision Logistics LLC

(Logistics)

Logistics 101 – The Basics

This is the basics in Logistics, designed to help you be more comfortable the next time you are involved in a logistics transaction or discussion. Session will cover: FOB terms/ Incoterms, the language and definitions of logistics - including how to set up and compare basic logistics quotes for services required. If you do not know what the above abbreviations mean, or simply want a quick refresher course, this is the session for you! Questions will be encouraged!!

E-1 Mark Chockalingam, MBA, Ph.D., Managing Principal, DemandPlanning.Net

(Employment / Career Planning)

AND Kristofor Williams, CSCP, Manager of Business Systems, Skyworks Solutions

Social Networking – Leverage the professional power of the connected world!

- Welcome to Social networking 101. In this session, we discuss the popular social networks for professional communication and networking. Although there are numerous networks out there like MySpace, Linked-In, Facebook, Orkut, some of these are primarily for personal networking. We focus on business-oriented social networking sites like Linked-in, Plaxo, & Facebook -- and illustrate the features/functionality of these portals, to help increase online presence/visibility.

Come learn the power of social networking to maximize your professional opportunities.

Session outline:

- Introduce the concept of social networking (and their pros and cons).
- What are the major social networking portals?
- What functionality does the different networking portals offer?
- Discussion of how to leverage social networking effectively.
- How to build and brand your online presence.
- How to leverage professional peer to peer social networking sites?
- Can it help you to enhance your professional learning?

11:30 AM -1:15 PM KEYNOTE ADDRESS & LUNCHEON



Guy Yehiav, VP Strategy, Value Chain Planning, Oracle

The New S&OP Process = Integrated Business Planning - Just a Change of Words?

Guy Yehiav, VP Strategy from Oracle, will use his engaging presentation style, to outline industry best practices & trends, in the new S&OP process. These new/old ideas will help you structure or restructure your S&OP to enable a positive impact on your margins & revenue. By the end of the presentation and case study discussions, you will know how to move from coordination, into a better collaboration with Sales, Marketing, Finance - and most importantly your customers, creating high visibility, transparency and actions in your S&OP processes.

12:30 – 4:00 PM – EXHIBIT HALL: Desserts & Snacks

1:30 PM - 2:45 PM EDUCATIONAL SESSIONS

A-2
(Project Mgt)

**Larry Radowski, PMP, MBA, Six Sigma Black Belt, Director,
Integrated Project Management Company**

**Intermediate Project Management - Project Management Strategic Decision Making
(Case Studies)**

The strength of the PM process is predicated upon “planning and flawless execution”, but can also be applied to strategic decisions facing an organization, as typified by those encountered in managing the supply chain. At the strategic level, the decisions facing the executive team are complex, cross-functional, and financially impact the direction and success of the business. Sound familiar? Through real project case studies, learn how the principles of project management can be applied to also facilitate strategic decision making and corporate alignment.

Highlights include:

- Elevating project management to the strategic level
- Applying project management principles to the strategic process
- Effecting strategy through project design and execution
- Understanding net impact to the business
- Expanding project management competencies within the organization
- Balancing project management between strategy and tactics

B-2 Lynne M. Richards, MBA, President and Founder of Leading Generations

(Operations/Materials) **Leadership for Results in a Multi-Generational Workforce**

“Young people today have no work ethic!” “The over-the-hill crowd is clueless.”
“Workaholics? Get a life!” There is a new face to workplace diversity, it’s called age-diversity. Elders, Boomers, Xers & Millennials share different values and work styles that present new challenges to recruitment, retention, and motivation in the workplace. During this interactive workshop, participants will develop insights, and learn what working environment capitalizes on the strengths of generational diversity. Discussions include predominant traits, work values and key messages to keep in mind, when managing today’s multi-generational workforce.

Objectives:

1. Understand the profiles of each generation.
2. Learn what working environment capitalizes on the strengths of generational diversity.
3. Discuss practical strategies for making the multigenerational workplace work.

C-2 Mickey North Rizza, Research Director, Procurement & Sourcing, AMR Research

(Procurement/Supply Chain / Sourcing) **Intermediate Procurement - Saving Money in a Recession = Managing End-to-End Supply Chain Costs**

Leaders are focusing on surviving the recession, in a way that prepares them for the recovery. The only thing worse than not scaling down fast enough in a downturn, is being caught flat footed at the recovery - and losing share to competitors. While survival most important, there are steps you can take to cut short-term costs, and position yourself to detect & profit from the upcoming recovery.

SESSION OUTLINE (Six short-term savings areas & building best-in-class supply organization):

- Supplier relationship and risk management must be a strategic priority
- Managing commodities in an economy with extreme commodity price volatility
- In the desperate pursuit of cost savings, make sure you include the hidden costs, and understand the impact on working capital
- Curtailed demand drives the reevaluation of global sourcing strategies, and restructuring the supply network to be more efficient, agile, and responsive
- Optimizing scarce R&D \$\$ = developing open design networks & early supplier involvement
- Enabling technologies that give you the biggest bang for the buck

Bottom Line: Companies change during a recession. Will the changes you make just help you survive, or will you emerge stronger than before?

D-2 Gil Williams, President, Williams & Associates, Inc.

(Logistics) **Intermediate Logistics- Best Practices**

Learn how to put your transportation business out to bid - using BEST practices. This will cover the step by step process required to insure that competitive rates are received for your type of business. In addition we will also cover how to compare the results, pick the real winner, and how to get it under contract. Lastly, we will give you the facts, to help you ensure that you are actually paying what you negotiated, addressing surcharges such as fuel, etc.

E-2 Anthony Avallone, Managing Partner/ Recruiter, Reitman Personnel

(Employment / Career Planning) **Resume Builder (for Supply Chain Professionals)**

Is your resume up-to-date? Are you prepared to conduct a targeted job search? Do you know strategies for successful change management? Are you out of a job? Feeling overwhelmed about creating your resume and writing a convincing cover letter?

We'll help you plan out these all-important job search documents, learn basic principles of resume writing, different types of resumes, successful use of a portfolio, writing cover letters that get employers' attention, and how to properly complete applications. This session will help you build a FIRST CLASS resume, and help you get noticed in your next job search!

SESSION OUTLINE:

- Typical Content and layout/format
- Today's hot "buzz-words" and acronyms (how to make your resume stand out above the others!)
- What NOT to put on your resume (most common mistakes!) Also, Cover letter??
- Chronological or Functional resume? Customized or targeted resume? Posted on a web site??
- GAPS in a resume (and how far back should I go?) And, handling multiple short-term job experience
- How do you handle your AGE? Volunteer Jobs? Degree vs Non-Degree??
- E-mail vs snail-mail vs CD, etc.

After this session, resumes may be submitted, for Reitman's database, in case there is a match!

T-2 David Hope-Ross, Senior Director, Procurement & Supply Chain Mgt, Oracle

Exhibitor Presentations **Procurement Strategies in Uncertain Times**

Procurement has always played an important role in cost containment. But in today's economy, procurement is critical to maintaining margin, managing risk, and preserving cash. In this session you will learn how others are tackling the challenges of a touch economy as we explore how collaboration between Procurement and other organizations can create broader improvements in revenue, working capital, and operating efficiency.

2:45 PM - 3:00 PM BREAK: EXHIBIT HALL

3:00 PM - 4:15 PM EDUCATIONAL SESSIONS

A-3 Neeraj Shah, PMP, Sr. Project Manager, Supply Chain IT, Biogen Idec

(Project Mgt) **Advanced Project Management - Challenges in Implementation**

Supply chain plays a critical role in improving the bottom line of an organization, as it directly impacts the development cycle time. This session highlights some of the key challenges, as well as ways to address these challenges, in ALL industries, via Project Management best practices.

What will you learn?

- Project Management Life Cycle, Processes, and its interrelationships
- How to Create a Business Case, Project Scope, and Project Charter
- Gather Requirements & Create Work Breakdown Structure
- Budget Estimation Techniques, Building Project Schedule, and Creating Project Mgt Plans
- Stakeholder Management & Conflict Management Techniques
- Design & Deploy Effective Communication Plan.
- How to deliver your project on time, within budget and scope.
- Project Risk Management, as well as Monitoring & Reporting performance.

B-3 Martin Anderson, MBA, Professor - Babson College

(Operations/Materials) **Emerging Global Pull-Based Demand-Supply Chains**

Global demand-supply chains paced by Asian demand are being shaped by companies like Amazon.com on one end, and on the other end by new communications technology in remote mining regions. This trend is creating global 'pull' systems that are closing traditional retail businesses and transforming global logistics at a scale never seen before.

Global scale "user-assembled" demand chains are pulling industrial supply chains into completely

new formats, creating wide-ranging new business opportunities and making most push-based supply chains obsolete.

This presentation examines the design and management of complex supply chains and market demand systems in a global, rapid-response business environment. Major focus is on understanding industries as large systems of many organizations that now depend on networked alliances. We'll focus on how traditional strategies and operations are changing rapidly.

Subjects include market drivers of the supply chain, the role of logistics and distribution in the networked economy, and how information technologies link markets to supply and demand chains. The focus will be on a wide variety of industries. A major objective of the presentation is to understand how to manage the shift from PUSH strategies to PULL strategies across the entire supply chain.

This presentation is designed to be a strategic view - it will not be 'what systems to use'. It focuses on how to set up your organization to anticipate very different demand-supply chains.

C-3

(Procurement/Supply Chain / Sourcing)

Roger Patrick Francis O'Hanlon, President, Global Supply Chain Mgt, LLC

Advanced Procurement - Commodity Management / Strategic-Global Sourcing

All industrial operations (yes, all) in the past eight years experienced dramatic changes in their acquisition costs relating to all things (yes, all) involving commodities. Today's important questions:

- Did you fully recognize the inflation progress of this period and its impact on your operations?
- Did you sufficiently track the commodity activities important to your operations?
- Did you enter into agreements as close to the source of the commodity as possible?
- Did you arrange your agreement to align to the long-term attribute of your business?
- Did you make arrangements in your agreement to reap the benefits of deflation?

Many Commodities and acquisitions require knowledge of, and likely action in the global sourcing arena. This includes supply to mfg lines, IT requirements, Facilities management, Banking, Insurance operations, HR requirements, Financial requirements, and Customer Service activities. However, it is critical to know to what extent global sourcing is to be part of your sourcing activities. It's not always necessary to source outside of your normal supply network, to compete in the worldwide market. Many businesses today are scrambling, because their "global source" collapsed under economic pressures, and they are now desperate to find reliable replacement sources.

- Do you know the idiosyncrasies of the sourcing network?
- Do you know the present day status, financial health and make up of the suppliers you rely on?
- Do you know how many suppliers exist today, for such things as copper, nickel, brass, aluminum?
- How many suppliers exist today for such things as paper, forms, admin equipment, and software?
- How many suppliers exist today for such things as financial oversight, insurance requirements, and services integration?

Now that we know not all things global is the answer, what risk management process is required? This presentation reviews the past, and what's likely in the future, regarding these complex subjects.

D-3

(Logistics)

Peter H. Powell, Sr., CEO, C.H. Powell Co., AND

David Katzman, Director of Regulatory Compliance, C.H. Powell Co.

Advanced Logistics - New Regulations Impacting Your Supply Chain

This will cover the latest new import/export regulations, covering the many things that can delay your next delivery.

- ISF (Import Security Filing),
- "10+2", Ace (Automated Commercial Entry),

- C-TPAT (Customs and Trade Partnerships Against Terrorism),
- Fast Lane Program,
- And other of the latest regulations that directly affect your business!

Tips/suggestions will be given, to speed your procurement to delivery cycle time, in this new environment. This advanced level of the Logistics track should be attended by experienced attendees

E-3
(Employment /
Career Planning)

Bob McInturff, President, McInturff & Associates and MMD Temps Inc
Supply Chain Career Planning In Times of Economic Uncertainty

The topics covered at this conference, should alert many long-term Procurement personnel, that their career, job expectations, training, and education, are based on an outdated 20-year-old model. We speak of cross-functional skills, globalization of requirements, a major recession/economic-downturn (and the associated very high unemployment rate), and worry about the impact of the fewer jobs and loss of opportunities. What is the viability of our chosen profession? It is important to keep in mind that these changing trends should ultimately be positive, with an eventually upturning economy, and a broader job content providing some upfront challenges (while at the same time providing better opportunities for those who are ready and prepared).

We'll cover career planning, current/emerging job market trends, and growth expectations:

- Strategic (and global) sourcing vs. tactical procurement skills
- Data analysis & quantitative skills, across all areas of demand mgt (esp. sourcing/purchasing)
- Altering your career expectations to reflect potential shorter stays with an employer, and the decrease of larger/midsize departments providing one-stop career growth
- The need to embrace the global economy not as a slogan, but as an integral part of your career

The current downturn in the market forces all of us to rethink where we've been and what lies ahead. No job is guaranteed, but you can make sure you're prepared for the next promotion, job search or trend. The direct benefit of career planning is most important during these turbulent times. This presentation should help everyone achieve his or her ultimate career goals.

After this session, resumes may be submitted, for McInturff's database, in case there is a match!

4:30 PM – 4:45 PM RAFFLE / DRAWING IN EXHIBITOR HALL

Get your Raffle Card stamped in the Exhibit Hall! Don't miss this opportunity to win great prizes, including an overnight stay for two at the Best Western Royal Plaza Hotel and a free APICS CPIM class!

5:00 pm CONFERENCE & EXHIBIT HALL CLOSE

Be sure to take credit for the Continuing Education Hours (CEH's) you've earned for both APICS and ISM Certifications by attending this conference!

REGISTRATION OPTIONS:

For those of you reading this on-line, and would like to register, please click here:

<http://www.newenglandsupplychainconference.org/cgi-bin/2009/index.pl?registration>

Also, we look forward to your participation in this event and invite you to join us Sunday evening, for some cash-bar networking at the Best Western's bar & restaurant, the All Star Bar & Grill!

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	<p>PaladinID, solving bar code, data collection and label problems, one customer at a time for over 20 years. Visit our Blog for more information at www.PaladinID.com/blog</p>
	<p>Helping businesses define, implement, & support information systems, to meet their strategic business goals. http://www.bluemoonind.com</p>
	<p><u>Guide to Supply Chain Management</u>, Author: David Jacoby, Publisher: Bloomberg Press <i>How getting it right boosts corporate performance</i> http://www.ordering1.us/bloombergbooks/product.php?pid=349</p>
	<p>Sales & Operations Planning Best Practices book, Sales and Operation Planning Standard System book, Lean Standard System book, The Right Choice book (software selection tools). http://www.grayresearch.com/</p>



Certificate of Completion

2009 New England Supply Chain Conference & Educational Exhibition

Monday, October 5, 2009

APICS / CSCMP / ISM	SAMPLE ONLY*****
ID# :	
First and Last Name:	*****SAMPLE ONLY*****
Title:	*****SAMPLE ONLY*****
Address:	*****SAMPLE ONLY*****
Telephone:	*****SAMPLE ONLY*****

I hereby certify my attendance at the sessions listed below and claim xx.x Continuing Education Hours (CEH).

Signature: *****SAMPLE ONLY*****

Date: *****SAMPLE ONLY*****

v Check Each Session You Attend To Total CEU Hours...

Class Time	Hours	Track A	v	Track B	v	Track C	v	Track D	v	Track E	v	Track T	v
8:15 – 9:45	1.5	*****SAMPLE ONLY***** Economic Outlook - A New England Perspective											
10:00 – 11:15 Session 1	1.25	Project Mgt 101 - The Basics		Six Sigma – Threat or Menace (The Basics)		Procurement/ Buying 101 - The Basics		Logistics 101 – The Basics		Social Networking – Leverage the Professional Power		N/A	
12:00 – 1:00	1.0	*SAMPLE ONLY *The New S&OP Process = Integrated Business Planning - Just a Change of Words?											
1:30 – 2:45 Session 2	1.25	Intermediate Project Mgt - Strategic Decision Making		Leadership for Results (Multi-Generation Workforce)		Intermediate Procurement - Saving Money in a Recession		Intermediate Logistics- Best Practices		Resume Builder (for Supply Chain Pro's)		Procurement Strategies in Uncertain Times	
3:00 – 4:15 Session 3	1.25	Advanced Project Mgt - Challenges		Emerging Global Pull-Based Demand-Supply Chains		Advanced Procurement - Commodity Mgt / Global Sourcing		Advanced Logistics - New Regulations		Supply Chain Career Planning during Economic Uncertainty		N/A	
Total Hours:	6.25	***SAMPLE ONLY*****		*SAMPLE ONLY****		****SAMPLE ONLY****		***SAMPLE ONLY**		****SAMPLE ONLY*****			