

NEW ENGLAND SUPPLY CHAIN CONFERENCE MONDAY OCTOBER 3, 2011

CONFERENCE CO- CHAIRS

Ken Glasser, C.P.M, CPIM
& Joanne Brennan

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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 2011 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 2011 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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Supply Chain Best Practices
*Winning Strategies
for Sustainability and Growth*

6 EDUCATIONAL TRACKS:

- *Supply Chain Leadership and Microsoft Office Tools for Business (Track A)*
- *Purchasing and Materials Management (Track B)*
- *Operations Management: Demand Planning and ERP (Track C)*
- *Global Logistics (Track D)*
- *Improving the Biotech Supply Chain (Track E)*
- *Supplier Showcase (Track T)*



North Shore Chapter
& Boston Chapter
& South Shore Chapter

New England
ROUNDTABLE



Northeast Supply
Management Group

NEW ENGLAND SUPPLY CHAIN CONFERENCE AND EXHIBITION

Sunday, October 2, 2011

4:00 PM - 7:00 PM REGISTRATION

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

Monday, October 3, 2011

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

8:00 AM - 5:00 PM EXHIBIT HALL OPEN

Track A - Supply Chain Leadership and Microsoft Office Tools for Business
Track B - Purchasing and Materials Management
Track C - Operations Management: Demand Planning and ERP
Track D - Global Logistics
Track E - Improving the Biotech Supply Chain
Track T - Supplier Showcase

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 data – you probably won't have read it in the Wall Street Journal yet – 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 cost of energy, employment information, mortgage rate info/forecasts, or real estate values. You'll definitely want your notebook on the table for this breakfast.

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

10:00 - 11:15 AM EDUCATIONAL SESSIONS

A-1

Pamela Conway, Vice President, CompuWorks

(Supply Chain Leadership and Microsoft Office Tools for Business)

What's New in Microsoft Office 2010 – Changes & New Features in Outlook, Word, PowerPoint and Excel

This workshop will be a live demonstration of the new features found within the core Microsoft Office 2010 applications of Word, Excel, PowerPoint, and Outlook. The presenter will focus on how these new features will increase productivity and save users time. The purpose of the workshop will be to introduce these new products to the participants and to generate excitement about the future of these products. As a result of this workshop, participants will have a better understanding of the new features available in Office 2010 and a sense of excitement about the future of these key business applications and their ability to enhance productivity.

In Word, attendees will learn to use the Navigation pane and apply new text effects. In Excel they will use sparklines, filter data with slicers, and improvements to conditional formatting. In PowerPoint they will organize slides into sections, edit movie clips, apply animation effects, and learn how to broadcast slide shows. In Outlook they will manage e-mail conversations, create Quick Steps, and use the People Pane. In addition, attendees will learn about ribbon customization & Backstage view, and new paste options.

B-1
(Purchasing and
Materials
Management)

Gregory S. Rosenblatt, Partner (Intellectual Property Practice Group), Wiggin and Dana LLP

New Wrinkles in Procurement Law

Intellectual Property (IP) rights are obtained from patents, trademarks, copyright and by rule of law. The owner of IP rights may have the authority to prevent the making, selling and using of products infringing on IP rights. While a supplier's offer to indemnify for IP infringement may give the supply chain manager some comfort, indemnification is not an adequate remedy if the owner of the IP rights seeks to enforce non-use of a product or your supplier lacks adequate resources for indemnification.

In a discussion directed to those who develop supply chains for products or services, Greg Rosenblatt will provide:

- An overview of the types of intellectual property
- A summary of the rights granted an owner of intellectual property
- Examples of the use of United States Patent and Trademark Office databases to quickly check for obvious red flags
- A definition of "patent exhaustion" and an explanation why products are marked with patent numbers; and
- Suggested clauses to minimize your company's and your customer's exposure to intellectual property problems.

C-1
(Operations
Management:
Demand Planning
& ERP)

William Howell, Senior Vice President & Chief Information Officer, Accellent Inc.

Ten Essential Lessons of ERP Implementations

Many a company and a career have landed on the rocks of failed ERP implementations. More than one company has gone out of business due to a failed implementation, and countless more have lost millions of dollars on poor or complete failures in terms of ERP implementations. Even so-called successful implementations are likely to have come up short in terms of what they could have offered their company had they been done better.

Bill has seen those that were true failures, those that were labeled successes but really weren't, and he has overseen a truly successful implementation. An implementation that brought an ERP system live at sixteen manufacturing plants without missing or disrupting a single customer shipment. An implementation that delivered on time, on budget, and to agreed business functionality. An implementation that took the company's operations from 17 different ERP systems to a single ERP system with 98% of the corporation's revenue on that one system.

In this presentation, Bill shares the ten essential lessons that are required for a successful ERP implementation. These are the ten critical success factors that can help ensure your implementation is a success. By applying these lessons you will be able to look back knowing that you successfully navigated the shoals and stand among the few who have successfully implemented ERP.

Whether you are implementing a full blown ERP system, upgrading an existing one, changing a hosting partner, or adding new functionality, this session will provide key insights that you can take back to your company and apply tomorrow to help make your project a success.

D-1
(Global Logistics)

David Liddell, President & Founder SKYE Business Solutions

Improve Decision Making and Core Leadership Strengths for Supply Chain Managers

Leaders play a key role in the supply chain system. They are responsible for creating a link between upper management and front-line employees and have a dramatic impact on keeping employees engaged in their work. Although it is the people who do the work and are ultimately responsible for its success, it is the leader's responsibility to create an environment where people can be creative, thrive, grow professionally and perform at their best.

Companies with superior supply chain performance achieve superior financial performance. The key discriminator in supply chain performance is leadership, that is, companies need to ensure they have the right leaders in the right positions. In addition, these leaders need to possess the critical skills and competencies necessary to create a supply chain that will contribute to sustainable revenue growth, profit, and competitive advantage.

David Liddell, an insightful trusted advisor and widely respected trainer, will provide you with the tools you need to identify and develop skills that are essential for supply chain leadership success today and in the future. The presentation will include the following topics:

- The supply chain operating charter – the organizational characteristics and skills required to provide differentiation for sustainable revenue and profit

- Leadership support – a leadership competency model to serve as a benchmark for assessing individual leadership capability for those who will lead the organization
- The talent pipeline – a process to identify and develop high potential employees aligned to the defined leadership competency model.

Take-Away / Tangible Benefits Attendees Will Be Able To Apply in Their Jobs:

- Ability to identify the characteristics necessary for organizational success
- Learn a model for leadership development and growth
- Understand an approach for talent management

E-1

(Improving the
Biotech Supply
Chain)

Tim Salaver, MBA, PMP, CSSMBB Founder/EVP, Operations & Technology, Bio Supply Management Alliance

Driving Biotech Supplier-Distribution-Provider Collaboration for Cross Industry Operational Excellence

Healthcare costs in the United States are increasing at a faster pace than incomes. The industry has very little ability to influence its suppliers, or the prices it pays for products and materials. The solution is to drive greater collaboration between biotech manufacturers, distributors, and providers. This will increase operational efficiencies, eliminate waste, and ensure costs are market driven. Other industries have direct relationships between manufacturers and customers, and this session will identify key practices and performance benchmarks that the bio life sciences industry can utilize, leading to reduced costs in healthcare.

T-1

(Supplier
Showcase)

Don Hutcher, Account Executive, Ariba, Inc.

Doing Business in the Commerce Cloud – The Impact to Buyers and Suppliers

If you think about your business, on one side you are working with your suppliers to buy the goods and services you need to operate at the lowest possible cost. On the other side of the business, you are a seller trying to find new business first and then easily connect and serve your customers. And in between you are trying to manage your working capital the third leg of doing business – working capital. This would be hard enough to manage if you only had one supplier and one customer, but you don't. You have thousands of each.

Companies have spent years optimizing the processes that occur within their four walls but the next battle that will be fought is the battle of the supply chains and now companies need to really connect and build networks with all their trading partners. Companies need to consider their processes that are inter-enterprise (suppliers/customers) and automate these key activities to garner all the efficiencies, contract terms & discounts, working capital opportunities while freeing Procurement leaders to act strategically.

So this is where the Commerce cloud comes into it...it's secure, it's always on, its how we deliver the technology and it's where the community is. All the technology is SaaS so implementations are measured in weeks, not years and more importantly you don't need to get IT to operate it. It's about the community and the volume that's already there. In the next 24 hours, over \$450MM in commerce will occur there F500 and their commerce partners, so it's clear that the buyers and sellers have already found their way there. So now we are in the mass adoption phase and there is no going back. It's just a question of what your approach and strategy will be to harness the power of the Network.

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



Birgit Matthiesen, Senior Advisor, US Government Relations, to the President for the Canadian Manufacturers and Exporters Association

North American Manufacturing – the Move Back

- Companies no longer look exclusively for low wage production, but also for product quality and shorter supply chains as well
- Returning to North America is becoming more and more common!
- Overseas Manufacturing Challenges:
 - o Skilled labour inconsistencies/shortages
 - o Regulatory inconsistencies
 - o Onerous compliance
 - o Inconsistent quality manufacturing standards
 - o High transportation costs (far from markets)
- North America Manufacturing Advantages/Competitiveness:

- o Lots of skilled labour/talent pool
- o High level of Innovation
- o High quality manufacturing standards
- o Closer to markets / Lower transportation costs
- Trade Initiatives:
 - o Obama/Harper Feb 4th announcement
 - o Beyond The Border Working Group
 - o Regulatory Cooperation Council
 - o Formation of the B3 (Businesses for a Better Border – a manufacturing coalition to advise both U.S & Canadian governments on policies for perimeter security, regulatory compliance and economic competitiveness).
- Innovation is as close as the next customer, North America's ability to adapt quickly to consumer trends
- The Oil Sands industry; and their implications for New England, the economy, and on business-to-business market growth
- And more to come – keep an eye on this website for further info!

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

1:30 PM - 2:45 PM EDUCATIONAL SESSIONS

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|-----------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <p>A-2
(Supply Chain Leadership and Microsoft Office Tools for Business)</p> | <p>Richard G. Weissman, C.P.M., Director of Corporate Education & The Center for Leadership, Endicott College</p> <p><i>Supply Chain Leadership: Adapting to a Changing Environment</i></p> <p>This session focuses on the critical employee leadership and development issues that are prevalent in today's workplace. The goal of this session is to increase the attendees' understanding and use of leadership, team building, communication and conflict management skills. Through active participation, students will develop an understanding of the principles of each area, examine how each can be used in their specific work environment, plan their implementation and practice the concepts necessary for the principles to be successful. Ultimately, the session will result in easier and clearer interactions, increased performance and a more positive work culture.</p> |
| <p>B-2
(Purchasing and Materials Management)</p> | <p>Frank J. Casale, Founder & CEO of The Outsourcing Institute (OI) & Tony R. Mataya, Managing Partner, ThinkSolutions, Inc.</p> <p><i>Outsourcing 2011 - The Latest Trends & Mine Fields, as well as Opportunities Your Company Can Leverage!</i></p> <p>The Outsourcing Institute will lead a panel discussion, of industry experts in the field of procurement, and specifically in the area of Outsourcing. Outsourcing In 2011 is more pervasive than ever before. In addition, the growth of nearshore and offshore destinations in places like Asia and Latin America are allowing for greater choices & greater benefits. There are also however many new challenges facing those who outsource. Here are some of the points of discussion:</p> <p>CHALLENGES (Presentation):</p> <ul style="list-style-type: none"> • Destination selection (what areas are best at what??), • Vendor selection, • Transition issues, • Logistics, • Cultural issues, • Lowest cost areas, • Price vs Total Cost, • Information Security, • Safety (where is it safe for your employees to do business, and where is it not?) • Limited budgets, • Limited Spend – can I participate in Outsourcing??, and • Governance & Relationship Management <p>The above are just a few of the things that can determine success or failure in today's Outsourcing</p> |

environment. The panel will address each of the above issues, as well as:

PANEL DISCUSSION:

- Understanding different types of outsourcing relationships, and their key challenges
- An approach to defining a governance model to fit the expected challenges
- Examples of useful tools, metrics, and skills required, for different types of relationships
- Supporting governance across multiple provider relationships

C-2

(Operations
Management:
Demand Planning
& ERP)

Edna Conway, Chief Security Strategist, Customer Value Chain Management, Cisco

Building and Sustaining Transformational Supply Chain Capabilities

Change is the one constant for supply chain professionals today. In this session, hear specific examples and get actionable advice from a recognized supply chain leader, at one of the world's top supply chain organizations, on how to build and sustain the capabilities that will enable your supply chain to respond more quickly to new business requirements and customer expectations. For example, Edna will share how Cisco created an end-to-end framework for value chain sustainability, and successfully embedded it into existing supply chain functions, as well as how Cisco is developing a comprehensive supply chain security capability to address current and emerging cyber-risks.

D-2

(Global Logistics)

Joseph Wyson, Executive Vice President & Co-Founder of OCEANAIR Inc.

Incoterms 2010 – from a Procurement Perspective

Incoterms or International Commercial Terms are a series of international sales terms, published by the International Chamber of Commerce (ICC) and widely used in international commercial transactions. They are used to divide transaction costs and responsibilities between buyer and seller and reflect state-of-the-art transportation practices. Since the last revision in 2000, there have been many changes in global trade. Cargo security is now at the forefront.

Joe will be discussing the following:

- What is Incoterms?
- What do Incoterms cover?
- What do Incoterms not cover?
- How are they used?
- Why are they changing?
- What about contracts already entered into?
- What are the main changes in Incoterms 2010 that you should be aware of?

E-2

(Improving the
Biotech Supply
Chain)

Joe Shedlawski, CPIM, President, JFS Associates; Past President of APICS Corporate

Leveraging Biotech Sales & Operations Planning, To Master A Volatile Environment

In the face of particularly challenging global economic and political uncertainties, it is critically important for biotech supply chain and logistics executives, managers, and practitioners to know how best to navigate complex supply chains. Sales and Operations Planning is vital to ensuring your supply chain can respond quickly to changing demands, while providing a cohesive plan to achieve the business objectives such as maintaining market-leading customer service and superior margins. Join supply chain management expert, Joe Shedlawski as he addresses the most significant challenges in supply chain and operations management, offering best practices, proven strategies, and new approaches to Sales and Operations Planning that can help any organization to overcome difficulties, prevent disruptions, and turn its operations function into a key strategic advantage. Attend this meeting to explore:

- How S&OP (Sales & Operations Planning) can improve flexibility, and lower expenditures
- Strategic inventory management
- The application of sound demand planning practices
- Quick response to global supply issues
- A proven methodology for executing the process

T-2
(Supplier
Showcase)

Birgit Matthiesen, Senior Advisor, US Government Relations, to the President for the Canadian Manufacturers and Exporters Association

Competitive Advantages of Sourcing from Canada

PRESENTATION:

- a. A map & description of Canada, regional strengths and resources
- b. New areas of growth in Canada that might surprise you!
- c. Country comparisons
- d. Tips for successful sourcing
- e. Canada vs..... India/China/Eastern Europe.....or?
- f. Labor costs
- g. Infrastructure status
- h. The trends in outsourcing (future growth in outsourcing: clean technologies, biomass/fuels)
- i. Current and longstanding outsourcing partnerships
- j. Niche' commodities.
- k. The forecast of future outsourcing in Latin America.
- l. Q&A

PANEL DISCUSSION:

1. Why nearshoring in Canada?
2. Would it make sense to utilize vendors from various regions?
3. Can you discuss pricing differences from region to region?
4. Which companies (that we would recognize) have major investments in outsourcing?
5. How do the attrition rates compare to other countries?
6. What are the most common misconceptions about sourcing in Canada?
7. Are there any disadvantages to nearshoring to Canada?
8. Which countries do you see leading the way?
9. What services are mostly getting outsourced to this region? Which make more sense than others?
10. How is outsourcing to Canada different than outsourcing to India or China, from a procurement standpoint as well as from a governance standpoint? (think security, exchange rate, infrastructure, banking, labor, etc)
11. What are some risks that buyers should be wary of?
12. What do you suggest to buyers who have not yet considered sourcing to Canada?

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

3:00 PM - 4:15 PM EDUCATIONAL SESSIONS

A-3 Pamela Conway, Vice President, CompuWorks

(Supply Chain
Leadership and
Microsoft Office Tools
for Business)

Business Intelligence in Excel – Using Pivot Tables & Other Tools to Make Your Data Work for You (Simplified for Today's Business Environment!)

This workshop is designed to show attendees how to use some of the business intelligence tools native to Excel manipulate and read the data stored in spreadsheets. First we will spend time looking at how to manage data. We will look at the proper method of setting up a table of data and then we will review how to sort, filter and perform simple queries of the data.

Next, we will spend an extend period reviewing the powerful feature known as Pivot Tables. A Pivot Table is a data summary tool that allows you to count, total, sort, average and much more, the data stored in a spreadsheet. The results are displayed in a table that can be dynamically manipulated by dragging and dropping fields to view the data from different angles. We will learn how to create and manipulate both Pivot Tables and Pivot Charts. We'll also learn how to use slicers, new in Office 2010, to create a dashboard affect for a spreadsheet.

B-3

(Purchasing and
Materials
Management)

James V. Kelly, C.P.M., CEO of JVKellyGroup, Inc.

Four Steps to Improved Supplier Risk Management

Supplier risk management is defined as the process of predicting and preparing for the probability of variables which may adversely or favorably affect the supply chain. Supplier risk management is not a new concept; however, the type of risk that can affect the supply chain and the way in which these risks are managed and mitigated has evolved significantly. The need for proactive and predictive management strategies is ever present in business today.

If you're implementing a supplier risk management process, examine the following four steps to ensure that you cover every aspect of risk through the entire supplier lifecycle:

1. Certify
 - a. Understand the marketplace and the suppliers' health BEFORE you sign a contract
 - b. Collect pertinent information from new and existing suppliers in one centralized system
 - c. Validate your suppliers' information
 - d. Make the process repeatable so information is always up to date
2. Monitor
 - a. Identify the weaknesses in your supply chain; both INTERNAL and EXTERNAL
 - b. Monitor the right metrics
 - i. "If you are not measuring it, you're not controlling it."
 - ii. "If you are measuring the wrong thing, you're wasting your time."
 - iii. "If the decision-maker doesn't have the information on their desktop, you're wasting your time."
3. Analyze
 - a. Visibility leads to better, more informed decisions
 - b. Combine third party intelligence with your own supplier performance and criticality data for impact analysis
 - c. Evaluate, trend and report on quality and performance metrics
 - d. Conduct an in-depth analysis and view your supplier spend data by risk, SIC, diversity & more
4. Mitigate
 - a. Develop Disaster Recovery and Continuity of Business Plans specific to your supply chain
 - b. Create and document alternative sourcing strategies
 - c. Continually evaluate suppliers via targeted questionnaires that enable you to collect more information such as inventory, financial results, technology and awards and certifications.

C-3

(Operations
Management:
Demand Planning
& ERP)

David L. Rivers, CFPIM, CIRM, CSCP, APICS Int'l Board of Directors, NE District Director

Keeping the Shop Running: Two Methods for MRO Point of Use Replenishment!

This presentation will address the replenishment of independent demand items without the benefit of an MRP/ERP system. Two examples are provided. The first solution is a high tech, internet based, automated solution implemented for Maintenance Repair and Operating (MRO) supplies. The low tech, manual solution is used for service and repair parts. The presentation will demonstrate the similarities and differences between both solutions. The take away is that you will be educated to alternatives for point-of-use parts control methodologies and be a step closer to choosing the process needed at your facility.

Both MRO items and parts required for service and repair experience independent demand. Independent demand items require a forecast at some level and frequency. What's really needed however is not the most accurate forecast, but a process that ensures that we don't run out and we don't have excess.

This discussion will contrast a successful low tech manual Kanban process with a high tech internet based process. The manual process is used to control a good number of the independent demand service and repair parts in a very large service organization. The internet based high tech solution is used to replenish MRO parts such as drills, end mills, gloves and other tools needed in a 45 thousand square foot job shop. Both groups of items experience independent demand, both become critical if stockouts occur.

D-3
(Global Logistics)

Bruce Arntzen, PhD, Senior Research Director at MIT's Center for Transportation & Logistics
Future of Sourcing: Trends & Technologies in Logistics, Supply Chain, and Manufacturing

What are the big trends that are gaining momentum which will change how and where we do sourcing? By 2015 the Chinese middle class will be twice as big as the whole US population. They will consume 29% of the global production of luxury goods. Big changes are underway in the labor situation in China – wages are rising and workers no longer want to migrate en-mass to giant factories in the east. How long can the Yuan continue to be artificially held at 40% below its free market value – and how will that affect your landed cost analysis? Don't forget the Green Revolution. Green is the new battlefield where companies will compete to be greener than each other. Expect to see Green Labels on products just like we have Nutrition Facts on food products today. Already activists are posting maps and carbon footprints of long distant supply chains to shame companies into near-shore / on-shore sourcing. Will you be their next target? And how will the race toward "personalization" change your delivery model? The speaker will address these and many other trends to put them in context of the size, timing, and direction of their impact on future sourcing strategies.

E-3
(Improving the
Biotech Supply
Chain)

**Keith Launchbury, CFPIM, CIRM, CSCP, President of Keith Launchbury & Associates, and
Past President of APICS International**

How to Develop the Talents Necessary for the Future Leaders of Bio Supply Networks

One of the most important issues facing Biotech and Pharmaceutical Supply Chain Executives is the development of future Supply Network Leaders. Chief Executives are recognizing the importance of managing Supply Networks, and the critical role that effective Supply Management plays in achieving and maintaining business objectives. The increasing globalization of business is creating complex supply network challenges, making effective Supply Network Leadership a critical success factor for all Biotech/Pharmaceutical companies.

The Advisory Board of the Bio/Pharma Supply Management Alliance (BSMA) has indicated that talent development of the future leaders is the number one priority of their organizations. Keith is actively involved in the Talent Management subcommittee of the BSMA, and will present the results of their work to develop a best practices road map for talent development of future Supply Network Leaders.

Join Keith Launchbury as he presents the results and findings of the BSMA Talent Development Initiative.

Attend this meeting to learn the following:

- Critical importance of supply management to business success
- Overcoming the challenges of managing complex global supply networks
- Overcoming the difficulties in finding and developing skilled practitioners
- Best practices for developing future supply network leaders
- A standard road map for talent development in supply network leadership

T-3
(Supplier
Showcase)

Roy Anderson, VP of Procurement Services, Metasys Technologies, Inc.

What Might Procurement Look Like in the Future? Are you Ready??

Times are Rapidly Changing and Transformation is Taking Place.

The Question is: Are you Ready?

Thought leader, Roy Anderson, Vice President of Procurement Services at Metasys Technologies Inc. leads a lively and interactive discussion on the future of Procurement. In our rapidly changing, highly "social" world, procurement organizations as we know them today will be vastly different in the years to come. Transactional work will be outsourced and highly successful procurement organizations will focus on the strategic initiatives that drive results. Processes will be automated and systems will be implemented to assure compliance. Companies will leverage market intelligence and real time business data communicated through social networks and communities consisting of peers and suppliers. Procurement's role will be to put these systems in place, start the automation engines and then monitor

and manage them to make sure they run efficiently and effectively.

Join Roy Anderson as he paints a vivid picture of what these organizations will look like and provides the profile of the procurement professionals that will work there. We will review:

- The critical skills you need in your tool kit to advance in your field
- The challenge to be positioned as the partner of choice for the best and most innovative suppliers
- How we use data within the systems to be more predictive in our analysis of the marketplace
- How innovation from the supply base drives your impact to the corporation
- As leaders, are we driving the activity in the organization to obtain the greatest value (growing profitability and decreasing risk) or filling our time with less essential tasks?

This is one conversation you want to be a part of.

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/2011/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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The Canadian Consulate General - Boston.
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Certificate of Completion

2011 New England Supply Chain Conference & Educational Exhibition

Monday, October 3, 2011

APICS / CSCMP / ISM	*****SAMPLE ONLY*****
ID# :	
First and Last Name:	*****SAMPLE ONLY*****
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I hereby certify my attendance at the sessions listed below and claim XX.X Continuing Education Hours (CEH).

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

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

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

Class Time	Hours	Track A	√	Track B	√	Track C	√	Track D	√	Track E	√	Track T	√
8:15 – 9:45	1.5	*****SAMPLE ONLY***** Economic Outlook – A New England Perspective (special segment on the adverse effects of the recession, and the forecast for recovery)											
10:00 – 11:15 Session 1	1.25	Economic Outlook – A New England Perspective		New Wrinkles in Procurement Law		Ten Essential Lessons of ERP Implementations		Improve Decision Making and Core Leadership		Driving Biotech Supplier-Distribution-Provider Collaboration		Consumerizing Business Commerce	
12:00 – 1:00	1.0	*****SAMPLE ONLY***** North American Manufacturing – the Move Back											
1:30 – 2:45 Session 2	1.25	Supply Chain Leadership: Adapting to a Changing Environment		Outsourcing 2011 - The Latest Trends & Mine Fields!		Building and Sustaining Transformational Supply Chain Capabilities		Incoterms 2010 – from a Procurement Perspective		Leveraging Biotech Sales & Operations Planning		Competitive Advantages = Sourcing from Canada	
3:00 – 4:15 Session 3	1.25	Business Intelligence in Excel – Using Pivot Tables & Other Tools		Key Steps Towards Improved Supplier Risk Mgt		Keeping the Shop Running: Two Methods for MRO Point of Use Replenishment!		Future of Sourcing: Trends & Technologies in Logistics, Supply Chain, & Mfg		How to Develop the Talents Necessary for future Leaders of Bio Supply Networks		What Might Procurement Look Like in the Future? Are you Ready??	
Total Hours:	6.25	****SAMPLE ONLY****		****SAMPLE ONLY****		****SAMPLE ONLY****		****SAMPLE ONLY****		****SAMPLE ONLY****		****SAMPLE ONLY****	

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