

2014 New England Supply Chain Conference & Educational Exhibition

Monday, October 6, 2014

Best Western Royal Plaza Hotel & Trade Center, Marlborough Massachusetts

\$199: One of the best educational values in the entire Northeast!



Conference Chair

- Ken Glasser, Axcelis Technologies, APICS-NS

Conference Co-Chair

- Joanne Brennan, APICS-Boston

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- Tim Barre, ISM-VT & NSMG
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- Diane Cotter, NAPM-NH & NSMG
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- Bernie Hennessy, NSMG
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- Lee Petri, NERT, CSCMP
- Dave Rivers, APICS-Boston

New England Collaborative

- APICS Boston Chapter
- APICS North Shore Chapter
- New England Roundtable: Council of Supply Chain Management Professionals (CSCMP)
- The Northeast Supply Mgt Group (NSMG) a special interest group of ISM™
- APICS South Shore (Collaborator)
- PMAB (Collaborator)

Premier/Platinum Sponsor & Exhibitor 2014:

- Ariba 

2014 Exhibitors (so far – more to come!)

- Avotus
- C3 Solutions
- Index Packaging
- MetaProcure
- Northeastern Univ (D'Amore-McKim)
- Proactis
- Smart Software
- Unicorr Packaging Group
- PMAB
- More to come – you could be in this spot!



Marlborough, MA, October 6, 2014: The New England Supply Chain Conference & Exhibition will be taking place on October 6, 2014 at the Best Western Royal Plaza Hotel & Trade Center. This conference provides an excellent opportunity for individuals to keep pace with rapid changes in the supply management profession. Early-bird discounts are available **only through THIS Friday** = September 19, 2014. **Only \$199** for the entire day--a true value!

Registration and program information is available on-line at: www.nescon.org. Register now, before all the slots fill up! Register now, before all the slots fill up! Also, a key highlight of the conference will be the lunchtime Keynote (sponsored by Ariba/SAP). This will highlight a talk given by Clark Merrill, Global Master Trainer for Dale Carnegie. His topic: Three (F)laws of Leadership Communication. Clark does training in Leadership, Communications, & Staff Dvpt. He is truly one of the best and most dynamic & exciting speakers you will EVER see!

The New England Collaborative has consistently received rave reviews for delivering one-day conferences with superior value – “A great bang-for-the-buck!” Attendees agree that NESCON is remarkable for its professional breadth, originality and overall cost effectiveness. This year's program promises to be just as engaging as the record-setting 2013 conference, with six distinct learning tracks, two Keynotes, and Exhibitor presentations covering a wide range of supply chain topics, emerging trends and solid solutions. This is a great way for professionals to leverage their time and spend precious training dollars wisely at a first class, **LOCAL** event.

Six Custom Learning Tracks: Risk Management & Compliance, Microsoft Office Tools for Business, Purchasing & Materials Management, Global Logistics, Operations Mgt: Demand Management Toolbox, and Supplier Showcase

2013 attendees were excited by the inclusion of several premier tiered tracks, so we've continued our **Basic, Intermediate, Advanced** programs for some of the tracks. Attendees can leverage six new, 3-part professional development tracks, for a customized learning experience. Mix-'n-match from any or all of these bodies of knowledge to suit *your* professional needs! *With the rapid pace of advancement in the field, it's even more important to keep up with what's new, and to network and benchmark with others in your profession!*

➤ Supply Chain Compliance: RoHS, Reach, EICC, Conflict Minerals, etc.
➤ Supply Chain Risk Mgt: Innovative Best Practices
➤ Taking the Risk Out of Sourcing
➤ Windows 8.1 – Intro: How to make it work for you (Even if Microsoft isn't fully listening!)
➤ Microsoft Office 2013 (and 365/Cloud) –Key Changes/Tips (Word, Outlook, Excel,& PPT)
➤ Business Intelligence in Excel (Pivot Tables & Other Data Mgt Tools!)
➤ Electronic Body Language & Meeting-itis: The Antidote!
➤ Dependent Negotiations: Seeking Advantage Through Leveraged Relationships
➤ Sourcing Tools & Systems: Creating Sourcing Strategies Through Spend Analysis (and Capture Savings for Your Organization!)
➤ Logistics: Gaining Competitive Advantage in a Dynamic Transportation Marketplace
➤ Distribution: Distribution Center Support of Omni Channel Retail
➤ US-Canada Cross-Border Logistics
➤ Demand Mgt: Demand Driven Blueprint for Planning and Execution in the 21st Century
➤ Smart Metrics: For Today's Complex Supply Chains
➤ Demand Driven Factory: Lead Time Compression & Working Capital Reduction Strategies
➤ Economic Outlook - A New England Perspective (Special segment on the adverse effects of the recession, and the forecast for recovery)

6 TRACKS:**A: Microsoft Office Tools for Business****C: Operations Management Toolbox = Demand Mgt****E: Global Logistics***Also, special benefits for unemployed attendees!***B: Purchasing & Material Mgt****D: Risk Management & Compliance****F: Supplier Showcase.***New content added weekly! And don't forget our Sunday Night Reception on Sun Oct 5 @ 7 PM (INCLUDED!!) Monday Oct 6 schedule is below:*

Schedule	Sessions	Presenter	Topic
7:30 to 8:15 am	Registration & Breakfast	EDUCATIONAL EXHIBITS OPEN (7:30 am to 4:30 pm)	Please visit our exhibitors and you will not only be educated on the latest cutting edge technologies, but you will also be eligible to win some great prizes from the conference!
8:15 to 9:45 am	Welcoming & Morning Keynote	Jeffrey B. Carr Corporate President & Economist, EPR	Economic Outlook: A New England Perspective
10:00 to 11:15 am	1A	Mary Ellis Sr. Trainer, New Horizons Computer Learning Centers	Windows 8.1 (w/Update #1) – How to make it work for you! Even if Microsoft isn't fully listening
	1B	Stefanie Heiter Principal, Bridging Distance, LLC	Electronic Body Language™ & Meeting-itis: The Antidote
	1C	Brendan Fox, CSCP, LSSBB / TOC Jonah's Jonah President, Synchronata	Demand Driven Blueprint for Planning and Execution in the 21st Century
	1D	Steven Roberge Director of EHS, Axcelis Technologies, Inc.	Supply Chain Compliance
	1E	Chris Horacek Vice President, BravoSolution	Acceleration: Gaining Competitive Advantage in a Dynamic Transportation Marketplace
	1T	Roy Anderson Executive Vice President, MetaProcure	Move 'a-head' by Getting a Handle on your Tail
11:30 am to 1:15 pm	Keynote & Lunch	Clark Merrill Dale Carnegie® Global Master Trainer	The Three (F)Laws of Leadership Communication (sponsored by Ariba/SAP)
12:30 to 4:00 pm	Dessert & Snacks across from the Exhibit Hall		
1:30 to 2:45 pm	2A	Mary Ellis Sr. Trainer, New Horizons Computer Learning Centers	Tips and tricks in Microsoft Office 2013 (and Office 365/Cloud) – Best Business Features in Outlook E-Mail, Word, PowerPoint, and Excel
	2B	Richard G. Weissman, C.P.M. Director of Corporate Education & The Center for Leadership, Endicott College	Dependent Negotiations: Seeking Advantage Through Leveraged Relationships
	2C	Carol Ptak, CFPIM, MBA Partner, Demand Driven Institute, LLC	Smart Metrics for Today's Complex Supply Chains
	2D	Mickey North Rizza Vice President Strategic Services, BravoSolution	Innovative Supply Chain Risk Management Best Practices
	2E	Tim Barrett COO, Barrett Distribution Centers	Distribution Center Support of Omni-Channel Retail
	2T	Richard Stack, CPSM Value Engineering Director, Ariba, an SAP Company	How to Build a Business Case that Drives Continuous Improvement & Value in Your Spend Management Initiative
3:00 to 4:15 pm	3A	Mary Ellis Sr. Trainer, New Horizons Computer Learning Centers	Using Excel Pivot Tables & Other Tools to Make Your Data Work for You (Simplified for Today's Business Environment!)
	3B	Adam Long Senior Manager, Strategic Sourcing, Cubist Pharmaceuticals	Sourcing Tools and Systems: Creating Sourcing Strategies through Spend Analysis
	3C	Mike Lilly Delivery Performance Specialist, Synergy Resources	Lead Time Compression & Working Capital Reduction Strategies for a Demand Driven Factory
	3D	Gregg Brandyberry President, Rapid Deployment Procurement Excellence, Inc.	Taking the Risk Out of Sourcing
	3E	Jack T. Ampuja, CTL, C.P.M., CCSP President & CEO, Supply Chain Optimizers	US-Canada Cross-Border Logistics
	3T	Simon Dadswell Vice President, PROACTIS & Phil Robinson Vice President North America, PROACTIS	Procurement Automation: Key Trends & Hot Topics
4:30 to 4:45 pm	Raffle & Exhibitor Drawings in Exhibit Hall		