

NEW ENGLAND SUPPLY CHAIN ALL-STAR CONFERENCE

MONDAY OCTOBER 3, 2016



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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 2016 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 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 2016 New England Supply Chain
Conference Steering Committee*
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A collaborative effort sponsored by the leading supply chain management organizations in all of New England

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Supply Chain Innovation
NESCON ALL-STAR / LEGENDS
Best Practices

6 EDUCATIONAL TRACKS:

- *MS Office Tools, Supply Chain Risk Mgt / Compliance* (Track A)
- *Negotiations* (Track B)
- *Operations Mgt Toolbox* (Track C)
- *Project Management* (Track D)
- *Logistics* (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 & EXHIBITION



Sunday, October 2, 2016

5:30 PM - 7:00 PM REGISTRATION

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

Track A – MS Office Tools, Supply Chain Risk Mgt/Compliance
Track B – Negotiations
Track C - Operations Mgt Toolbox
Track D – Project Management
Track E - Logistics
Track T - Supplier Showcase

Monday, October 3, 2016

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

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 during this breakfast.

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

10:00 - 11:15 AM EDUCATIONAL SESSIONS

1-A

(Supply Chain Risk Management)

Roy Anderson, Executive Vice President, MetaProcure

Mitigating Supplier Risk

How do we mitigate supplier risk? The best supply chain teams have integrated SCM tools:

- With spend cubes
- P2P
- Audit programs
- Full scale Strategic Sourcing programs
- Contracts,
- Along with rigorous policy statements
- Compliance reporting
- Supplier Relationship Management.

After 30+ years of supply chain management, even mature teams have thousands of unmanaged suppliers. Many are using multiple disconnected systems, and manual methods, to manage suppliers and the flow of information.

Can a solution, approach or process eliminate risk? Is there a tool that has cornered the market on risk mitigation? In a world of social media, where accurate and inaccurate information can be sent to millions in minutes, we need to have a solid vision, clearly set expectations, and build a risk averse network. We need to work with our suppliers in a common exostructure that would support risk mitigation.

1-B
(Negotiations)

Mary Kachinsky, C.P.M., CPSM, Vice President Strategic Sourcing and Operations, FORMA Therapeutics

Brian J. O'Connor, CPSM, C.P.M., CPIM, Global Director Supply Chain Management, Lonza Biologics

Negotiation 101: Basic Elements for Negotiation Success

The key to successful procurement negotiations is in the preparation, including the development of an effective negotiation plan, as well as a clear understanding of both stakeholder and supplier requirements & positions, prior to entering the negotiation process.

The importance of collaborative negotiations, as well as management of long term supplier relationships has never been more essential to ensuring a successful outcome from professional negotiations – and developing the negotiation plan is a critical first step in managing the negotiation process.

This session will present the elements required in the preparation of an effective negotiation plan, in addition to reviewing in detail the methods used to best manage the negotiation process that actually lead to a successful and collaborative outcome from professional negotiations.

1-C
(Operations Management Toolbox)

Carol Ptak, MBA, CFPIM, CIRM, Jonah, CDDP, CDDL, Partner, Demand Driven Institute, LLC

Precisely Wrong – The MRP Challenge In the 21st Century

At the heart of most supply chains lies a planning tool called Material Requirements Planning (MRP). Invented in the 1950s, codified in the 1960s, and commercialized in the 1970s; MRP became THE way of life for supply order generation and synchronization. What used to take teams of people weeks to plan, could be done overnight with incredible precision. As products and supply chains became more complex, this precise synchronization capability seemed more valuable than ever, and the potential seemed limitless.

Yet planners and buyers that interact with MRP everyday know that something is very wrong. They may not be able to explain exactly why, but they know that if they did exactly what MRP told them to do, it would often have disastrous consequences for their company, and for their career trajectory. So, constant, costly, and error prone workarounds and adjustments are made. Have we all been fooled? Was the promise of MRP only fools gold?

What if there was one fatal flaw in MRP that makes it completely incapable of conveying relevant information? What if correcting this one fatal flaw allowed the promise of MRP to be attained? This presentation will reveal this fatal flaw, and trace its impact to everyday situations encountered by planners and buyers. Additionally, an elegant solution to overcome this flaw will be discovered.

1-D
(Project Management)

Richard G. Weissman, C.P.M., Director of Corporate Education & The Center for Leadership, Endicott College

Project Management 101 for Supply Management Professionals

Project management, and the project plan creation and execution, is more than just filling in spaces on a popular software program. It is a formalized approach that includes:

- Creating an organizational structure and detailed project framework,
- Managing human and financial resources,
- Controlling the flow of information, and
- Meeting business objectives.

This session will focus on the concepts of:

- Creating the project framework,
- Forming the work breakdown structure,
- Establishing communications protocols, and
- Addressing the challenges of using the project management process to manage complex projects within a global supply chain.

Special consideration will be given to internal and external project team management and development, especially those challenging situations involving suppliers.

1-E
(Logistics)

Bruce Arntzen, Ph.D., Executive Director, MIT Supply Chain Management Program, MIT Center for Transportation & Logistics

Stocks are Soaring (for now): Simple Steps to Get Your Supply Chain Ready for the Next Crash!

I cannot tell you when the stock market will crash. But everyone knows it will crash. It will send us into another recession, as it has done every seven years on average, since the 1920's. And we all act surprised and horrified.

There are so many things companies should be doing right now, during good times, to prepare their supply chains for the next crash. But in good times it's easy to hire more employees, invest in more plant and equipment, allow the salesmen to give away terms, and turn a blind eye to product developers using unique raw materials.

Many decisions made in good times will cause you to lose money, lay off workers, and lose market share, during bad times.

The recession-readiness of companies is a favorite research area for Dr. Arntzen who will engage the audience in a lively discussion. How about you? Are you ready? Do you know what you should be doing? By the way, the last crash was 71/2 years ago.

1-T
(Supplier Showcase)

TBD, TBD
TBD
TBD....

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



Andy Pratico, International Business Development Manager, Synergy Resources

Cut Through the Hype – A Fresh Approach to ERP Selection

Survey after survey indicates that the majority (75%) of companies are dissatisfied with their current ERP systems. There are plenty of theories why implementations have problems:

- Poor planning or no planning at all
- Unreliable data
- Poor selection process
- Business processes are not corrected
- Top Management not involved or did not
- Lack of training or implementation assistance
- Lost project momentum

All of the above may contribute to implementation failure, but the key reason is more fundamental. The problem is that the legacy selection process that is commonly used is flawed.

The most important factor in selecting a new system is to make sure your company will be successful with the new system. A fresh and different approach to ERP software selection is needed that avoids the pitfalls of the traditional process. In this session you will:

- Learn how to get information about the real performance you can expect from an ERP solution.
- Learn some of the techniques used by software vendors to make their product shine in a demo.
- Learn how to request references so the vendor can't give you their best three customers.

By following a simple process with emphasis on the unique requirements of your organization, you will not only get the right system fit for your company, you will increase your chances of successful implementation.

2-A
(Supply Chain
Compliance)

Steven Roberge, Director of EHS, Axcelis Technologies, Inc.

Supply Chain Compliance – Updates for 2016!

Legally required Environmental, Health and Safety (EHS) Corporate Social Responsibility (CSR) regulations, AND voluntary corporate compliance programs (see below), are having an increasing impact on relationships between manufacturers and their supply chains.

Regulations such as the following, either restrict or require reporting on the material content of finished goods:

- EU REACH (Registration Evaluation, and Authorization of Chemicals) and Korean REACH
- EU RoHS (Restriction of Hazardous Substances), RoHS 2, China RoHS and China RoHS 2
- US Conflict Minerals and EU Conflict Minerals (Proposed)

Industry associations such as the Electronics Industry Citizenship Coalition (EICC) are also interested in cascading corporate social responsibility requirements in the areas of:

- Labor relations
- Environmental stewardship
- Health and safety
- Ethics down through the supply chain to the subcomponent level.

Suppliers are increasingly being asked to subscribe to such requirements, and show evidence of management systems, to ensure compliance and continual improvement in these program areas.

We will discuss these issues, as well as updates necessitated by recent court rulings, to the reporting requirements that are necessary to satisfy Regulatory and customer reporting requirements. This presentation will give an overview of each of the above programs, and offer useful tools and techniques that can help you manage them successfully!

2-B
(Negotiations)

Mary Kachinsky, C.P.M., CPSM, Vice President Strategic Sourcing and Operations, FORMA Therapeutics &

Brian J. O'Connor, CPSM, C.P.M., CPIM, Global Director Supply Chain Management, Lonza Biologics &

Karen Fedele, CPSM, C.P.M., MICIPS, Head of Integrated Procurement Solutions, Shire Biopharmaceuticals &

Intermediate Negotiations: Characteristics of Supply Chain Partnerships

The increasing global complexity and resulting challenges in managing global supplier relationships requires a new set of skills and approach, to insure continued successful results from supply chain partnerships. The challenges resulting from:

- Supply base globalization
- Supplier market concentration
- Industry consolidation,
- Pressures to identify new and emerging technologies

– require the development of strategies to both increase collaboration, and at the same time insure that a sound base for negotiation can be maintained.

The panel will discuss key aspects of supplier relationship management and negotiation strategies, that have been successful in meeting these new challenges in their own companies. Through the application of both strategic tools, as well as development of collaborative approaches to relationship management, it's possible to build a successful platform, to ensure both increasing value from the supply base, as well as the maintenance of long term collaborative relationships.

2-C
(Operations
Management
Toolbox)

Michael D. Ford, CFPIM, CSCP, CQA, CRE, CQE, ACPF, CPSM, Principal, TQM Works Consulting
Lean Six Sigma Performance Metrics

It has often been said that we cannot manage what we do not measure. But measurement is not in itself sufficient, and we must first ensure that we are measuring the right things. Next we must identify the appropriate standard to benchmark against. Finally, we must initiate corrective action where there are gaps between what was planned for versus the actual results.

The facilitator will utilize a combination of slideshow presentation, hands-on individual and team exercises, roundtable discussion and Q&A to accomplish the following learning objectives:

- Identifying traditional metrics that promoted dysfunctional behavior
- Adopting improved metrics consistent with the concept of integration
- Understanding the balanced scorecard (BSC) approach
- Learning benchmark approaches such as historical, competitive, world class and best practices
- How to utilize the Kano Model to respond to the voice-of-the-customer (VOC).

2-D
(Project
Management)

Daniel A. Marino, CPIM, Senior Partner, Marino Associates, LLC

Intermediate Project Management: How to Use Project Management/Project Teams to Improve Operational Excellence!

This presentation will discuss the importance of utilizing Project Management and Project teams to gather resources, lay out plans, program work, and spur effort for a temporary endeavor, which is finite in that it has a defined beginning and ending, and which is undertaken to create a unique product, services, or processes.

In the ever-demanding business climate of the 21st Century, it is increasingly important for companies to become creative and agile, when it comes to managing products, services, and processes; precisely – without the need for long periods of debate and discussion. The presentation will also discuss how Project Teams play a major role in any project's success, and how to combine multiple tools & techniques that Project teams can best utilize, for fast tracking your company to operational excellence.

2-E
(Logistics)

David Jacoby, CTL, CEP, CFPIM, CSCP, CIRM, C.P.M., President, Boston Strategies Int'l
The Impact of Energy Prices on Logistics & the Global Supply Chain

With oil and gas prices hovering around \$40/barrel, logistics professionals should be asking lots of questions, such as:

- Should manufacturers and distributors further centralize their distribution networks, and drop conversions to alternative fuel fleets?
- What is the state of alternative fuel vehicles in corporate fleets?
- How long will energy prices stay low?
- Is it even ethical to consume more oil and gas, when we could be stocking goods on the shelves instead?
- Will we see-saw with every cycle in energy prices, or should we pick a logistics strategy, and stick with it?

This session will engage you in a memorable debate about important strategic, environmental, and economic tradeoffs in logistics today. You will walk away with facts, frameworks, and benchmarks, that could change your company's logistics strategy.

2-T
(Supplier
Showcase)

Mark Lilly, Owner, Synergy Resources

What's Gone Wrong in the ERP Industry? Introducing the Next ERP Paradigm!

What has gone wrong in the ERP industry? What is it going to take to fix things? Introducing the next ERP Paradigm! This session will cover the following issues:

- Has Shop scheduling ever worked? Scheduling by Due Date is a fallacy. As soon as you calculate a schedule, the instant a new transaction hits, the schedule is wrong!
- How much time do you spend on weekly Shop Scheduling meetings now? How effective are those meetings?
- APS/Finite Scheduling looks great in theory, however it requires tremendous discipline and data accuracy. And with ever changing Customer orders, is keeping data accuracy even possible?
- If APS Scheduling isn't the cure-all, then what is?

2-T
(continued)

- We need to go back to basics. What is more basic than only focusing on the desired results?
- We need to focus on Shop Execution
- Introducing LillyWorks "Protected Flow Manufacturing"

2:45 PM - 3:00 PM BREAK: TIME TO VISIT EXHIBITORS

3:00 PM - 4:15 PM EDUCATIONAL SESSIONS

3-A
(Microsoft Office
Tools for Business)

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!)

A PivotTable report can help you see the "big picture", by summarizing and analyzing your data. Your worksheet has lots of data, but do you know what the numbers mean? Does your data answer all your business questions? PivotTable reports can help to analyze numerical data, and answer questions about it. In seconds you can see who sold the most, and where. See which quarters were the most profitable, and which product sold best. Ask questions, see the answers – without entering a single formula!

- Creating Pivot Tables
- Creating Pivot Charts
- Adding slicers
- And more...
- Manipulate Pivot Tables
- Sorting the data
- Adding Calculated Fields

3-B
(Negotiations)

Jonathan Hughes, Partner, Strategic Sourcing & Supply Chain Management Practice Leader, Vantage Partners

Advanced Negotiations – Creating Leverage with Single and Sole Source Suppliers!

Negotiating with suppliers is one of the most fundamental, and important responsibilities of sourcing and procurement professionals. But even the most experienced negotiators find themselves challenged when negotiating with single and sole source suppliers – or any situation where the stakes are high, and the other side seems to have all the leverage. How do you negotiate favorable terms with a supplier, when your company is highly dependent on them (and they know it!) – and no alternative suppliers exist? How do you convince a supplier to behave like a partner, when they seem focused only on maximizing advantage for themselves?

This presentation will build on experience applying lessons and advice for extreme negotiations in the supply chain context, to help you identify and make use of hidden sources of leverage, when the standard tools of strategic sourcing and competitive bidding come up short. A number of case studies will be used to show how to systematically address the financial, strategic, and psychological dimensions of negotiation – and how to respond assertively to pressure tactics from the other side – without being adversarial. Real world tools, for real world situations!

3-C
(Operations
Management
Toolbox)

Anthony Zampello, CPIM, CIRM, CSCP, President, Zampello and Associates

Sales & Operations Planning: The Basics & Real World Challenges of Implementation

Sales & Operations Planning has been in place since Dick Ling introduced it in the early 1980's. Continuous improvement is a key tenet of this process. This presentation will take the audience through two critical phases.

First it will introduce them to the very basic, critical steps of a formal, successful Sales & Operations Planning Process. Next, the presentation will guide the attendees through the major challenges in implementing and successfully maintaining a formal Sales & Operations Planning Process. \

This presentation will be supported by actual cases. It is intended for those seeking a thorough introduction to Sales & Operations Planning AND for those who have started the process but may be bogged down.

3-D
(Project
Management)

Alan G. Dunn, CPIM, 2015 APICS Chairman of the Board of Directors, and President & Chairman of GDI Consulting & Training Company

Advanced Project Management: Integrating Behavioral Change Management Capabilities Into Your Projects

Everyone understands that Project Management requires skills in planning, organizing, securing of resources and execution of pre-defined activities to bring about the successful completion of specific project objectives. But Project Management is substantially more than this. Every Project Manager must accomplish tasks with people. And often these people need a "mindset adjustment" for the project's objectives to be achieved. This presentation will address techniques, founded on solid research, for successfully pursuing the change-agent responsibilities in project management.

Mr. Dunn will conclude with some recommendations to address typical technical, organizational, and behavioral impediments to project success – useful tips you can take back to the office with you!

3-E
(Logistics)

Judith Taylor, CPIM, CIRM, CSCP, Instructor & Supply Chain Professional

Data-Driven Optimizing Your Distribution Network – Now and In The Future (A Case Study)

An interactive case study that walks you through the development of a distribution network strategy for a company. Strategies to optimize your network today, as well as take advantage of future technology will be discussed.

3-T
(Supplier
Showcase)

TBD, TBD

TBD

TBD....

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

Get your raffle card stamped in the Exhibit Hall! On Monday at 4:30 p.m., a raffle will take place in the Exhibit Hall to recognize those of you who have met with each exhibitor. Don't miss this opportunity to win AMAZING prizes!

5:00 PM CONFERENCE & EXHIBITS CLOSE

Be sure to take credit for Continuing Education Hours (CEH's) earned for APICS & ISM Certifications.

REGISTRATION: For those of you reading this on-line, and would like to register, please click here: <http://www.newenglandsupplychainconference.org/cgi-bin/2016/index.pl?registration>

Also, we look forward to your participation, and invite you to join us Sunday evening, for some cash-bar networking with speakers and peers at the Hotel's Courtyard! Hot and cold appetizers will be served!

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<http://www.calyptusgroup.com>



Solutions for Supply Chain Risk Management.

<https://www.castlehillrisk.com/>



Protection by design.

<http://www.indexpackaging.com>



ISM-Greater Boston, Inc.

<http://www.ismgb.org>



A Maritime College of Engineering, Management, Science, and Transportation.

<http://mainemaritime.edu>



SmartForecasts: Inventory optimization & demand planning for organizations facing intermittent demand.

<http://www.smartcorp.com> // <http://www.smartforecaster.net>

EXHIBITORS (cont'd)



Implementation, Customization, & Integration of Microsoft Dynamics AX, GP, and CRM.
<http://www.trideapartners.com>



One Group...Many Packaging Solutions.
<http://www.unicorr.com>

Your Logo Can Be Here in 2017!

NESCON 2017 is on Monday October 2, 2017!
www.nescon.org

Certificate of Completion

2016 New England Supply Chain Conference & Educational Exhibition Monday, October 3, 2016

APICS / CSCMP / ISM	*****SAMPLE ONLY*****
ID# :	SAMPLE ONLY
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*****

√ 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	Mitigating Supplier Risk		Negotiation 101: Basic Elements for Negotiation Success		Precisely Wrong – The MRP Challenge In the 21st Century		Project Management 101 for Supply Management Professionals		Stocks are Soaring (for now): Simple Steps to Get Your Supply Chain Ready for the Next Crash!		TBD	
12:00 – 1:00	1.0	*****SAMPLE ONLY***** Cut Through the Sales Hype – The BEST Approach to ERP Selection (sponsored by Synergy Resources)											
1:30 – 2:45 Session 2	1.25	Supply Chain Compliance (Updates for 2016!)		Intermediate Negotiations: Characteristics of Supply Chain Partnerships		Lean Six Sigma Performance Metrics		Intermediate Project Management: How to Use Project Management / Project Teams to Improve Operational Excellence!		The Impact of Energy Prices on Logistics & the Global Supply Chain		What's Gone Wrong in the ERP Industry? Introducing the Next ERP Paradigm!	
3:00 – 4:15 Session 3	1.25	Using Excel Pivot Tables & Other Tools to Make Your Data Work for You (Simplified for Today's Business Environment!)		Advanced Negotiations – Creating Leverage with Single and Sole Source Suppliers!		Sales & Operations Planning: The Basics & Real World Challenges of Implementation		Advanced Project Management: Integrating Behavioral Change Management Capabilities Into Your Projects		Optimizing Your Distribution Network – Now and In The Future (A Case Study)		TBD	
Total Hours:	6.25	***SAMPLE ONLY		***SAMPLE ONLY		***SAMPLE ONLY		***SAMPLE ONLY		***SAMPLE ONLY		***SAMPLE ONLY	

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