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NEW ENGLAND SUPPLY CHAIN CONFERENCE

MONDAY OCTOBER 6, 2008

CONFERENCE CO- CHAIRS

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

STEERING COMMITTEE

Mike Broderick
Greg Cornelius
Diane Cotter
Adrienne Galbraith, CPIM
Julie Hale
Bernie Hennessy
Dave Rivers, CFPIM, CIRM, CSCP
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 2008 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 2008 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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5 EDUCATIONAL TRACKS:

- Negotiations (Track A)
- Operations Management (Track B)
- Global Logistics (Track C)
- Supply Chain/
Sourcing/Purchasing (Track D)
- Supplier Showcase (Track T)

APICS The Association for
Operations Management

North Shore Chapter
&
Boston Chapter

New England
ROUNDTABLE

CSCMP Council of Supply
Management Profes

ISM
Institute for
Supply Management

Northeast Supply
Management Group

NEW ENGLAND SUPPLY CHAIN CONFERENCE AND EXHIBITION

Sunday, October 5, 2008

4:00 PM - 7:00 PM REGISTRATION

6:00 PM - 8:00 PM CONFERENCE RECEPTION (Cash Bar)

Monday, October 6, 2008

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 high cost of energy)

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 cost of energy, employment information or real estate values.

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

10:00 - 11:15 AM EDUCATIONAL SESSIONS

A-1 **Richard G. Weissman, C.P.M., Director of The Center for Leadership, Endicott College**
APICS (Negotiations) **Negotiation 101 - Back to Basics**

Negotiation is not just about price, but about managing and improving overall supplier performance. When do you negotiate? Always! Negotiation is an underutilized, yet critical business skill that lies dormant within most organizations. Many employees (including mgt), are uncomfortable with negotiation, and may be unaware of how that is impacting their own job performance, as well as the overall performance of their organizations. This workshop will prepare attendees to hone their personal negotiating style and skills, as well as identify and defend against the negotiating techniques that may be used against them by suppliers, customers, and even co-workers.

B-1

Bruce Hamilton, President, GBMP

APICS
(Operations/Materials)

Lean Accounting – “Learning to See” the Right Measures

Management and cost accounting models developed in the 1930's are substantially out of sync with twenty-first century world economics punctuated by a scarcity of both natural resources and customers. Bruce will speak to the fundamental changes required of accounting models to unshackle capital and labor productivity. Lean accounting measures will energize Lean, but traditional measures will absolutely stop it dead! “VP's of Finance and Accounting” may be unlikely heroes in the revitalization of American manufacturing and service sectors,” claims Hamilton, “but they can be change-masters, if they understand the key financial implications of Lean.”

David Jacoby, CPM, CPIM, CIRM, CTL, President, Boston Strategies International

C-1

Global Logistics: Hot Spots and Major Developments

NERT/CSCMP
(Logistics)

The session will highlight major shifts in logistics infrastructure around the world and their impact on rates and service worldwide. By highlighting dramatic mega-projects and painful bottlenecks, it will identify the largest opportunities and the most critical bottlenecks for shippers in sourcing hotspots such as China, Malaysia, and Latin America. The presenter will draw from benchmarks, company examples, pictures, and interactive quiz questions. The content will be based on a series of mostly "live onsite" sessions in various countries, has explored the current challenges and opportunities facing global shippers today.

D-1

Subroto Roy, PhD, Associate Professor – Communications & Marketing, University of New Haven

NSMG (Supply
Mgt/Sourcing)

Transition Issues in Global Outsourcing

Your organization has crunched all the numbers and evaluated offers and signed the global outsourcing contract. You've involving your internal users in the RFP, and concluding some great win-win supplier negotiations. You knew that global supply chains were the way to go....

Two years later, you find that the envisaged contract volumes have not emerged. Suppliers are complaining, your internal organization had changed over time, and it's difficult to find the people who knew what originally was going on. This presentation involves understanding what you & your organization need to do at the early post-contractual phase/transition phase, to realize the Global Outsourcing's great potential.

T-1

Marie-Louise Hannan, Consul and Senior Trade Commissioner, Canadian Consulate

Exhibitor Presentations

Innovation, Culture, and Delivery: Three Reasons to Select Canada as Your Partner for Global Sourcing

A company's supply chain must be resilient and prepared to rebound from the economic challenges of today and tomorrow. The changing logistics landscape, (fuel costs/investment in infrastructure/etc) is causing many companies to question past practices, and assess the alternative shipping routes & carriers available.

This presentation will offer information on Canada as a player in global supply chains & value chains, providing details about key industry clusters and how you can identify sources of supply from your northern neighbor. We will discuss North American highway, marine and rail systems and how your planning can capitalize on new transportation systems. The Canadian government and its network of international business development professionals are available to connect you with innovative and reliable suppliers in Canada. We will encourage you to "Look North" for solutions.

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



John Bermudez, Sr. Director, SCM Product Strategy, ORACLE

Using Planning Tools to Manage Business Cycle Downturns

The ever-changing global economy continues to offer opportunities in the supply chain space. Recent market volatility has heightened the need for accurate and actionable information, to assure both short-and long-term success.

This presentation will identify specific steps you can take to manage your business in a struggling economy, by using advanced planning systems. You will learn to better understand the critical supply chain levers and Best Practices that impact organizations and identify opportunities to reduce costs, optimize inventory and maximum revenue.

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

1:30 PM - 2:45 PM EDUCATIONAL SESSIONS

A-2

Robert A. Stahl, CPIM

APICS (Negotiations)

Intermediate Negotiation Session =Principled Supplier Negotiations

-- How to Earn Supplier Partnership

The purpose of this presentation is to show an alternative to the traditional practice of Positioned Negotiation. This alternative is known as Principled Negotiation and is an essential part of creating supplier partnerships that can be sustained.

Principled Negotiation is a structure that helps decide issues on their merits, rather than on a long and drawn-out haggling process about what each side will and will not do. Principled Negotiation separates the people from the problem, focuses on common interests, invents options for mutual gain, and insists on using objective criteria where settlement cannot be reached easily. In a partnership, the relationship must be maintained even when differences occur, because in any relationship, disagreements will happen. We will also explore the exercise of a BATNA (Best Alternative To a Negotiated Agreement).

B-2

Clark Merrill, Vice President of Training, Dale Carnegie

APICS
(Operations/Materials)

Effective Communications & Human Relations, Thinking Globally

This session will explore ways and practice techniques that will improve communications on a one-on-one level all the way to global corporate messaging. This interactive workshop is designed to quickly develop tools and strategies to improve our ability to communicate and make our message rise above the communications clutter.

C-2

Michael Goolden, CEO, L7 Performance Management

NERT/CSCMP
(Logistics)

The New Keys to Improving Management Performance & Productivity

This workshop will cover: current global business environmental changes, the Supply Chain Manager's new role in connecting the entire business, key considerations in assessing your current business, establishing your strategic plan, key measurements, tools to increase project effectiveness, as well as connecting & motivating your in house and outsourced employees, vendors, and networks for success. This system drive profits, employee development, & simplicity, in a new decentralized business environment.

D-2

NSMG (Supply
Mgt/Sourcing)

Moshe Cohen, MBA

Integrating Supply Chain Management into Operating Decisions

How often has it happened that purchasing has been called in to source a piece of equipment or service far too late into the process? Engineering has already designed their product or process around this equipment, and you get called in at the last minute to finalize the price. At this point, too much has been committed, and there is too little time for you to be effective. For people in supply chain management to be truly effective, they need to negotiate a different process with the operating departments within their organizations, in order to be included earlier in the cycle, and be more integrated into overall decision making process. This workshop helps supply chain management professionals integrate more effectively into their organizations, by negotiating internally for a better process, in which they are brought into sourcing decisions earlier and more consistently.

T-2

Exhibitor Presentations

John Bermudez, Senior Director - Planning Product Strategy, Oracle

Best Practices in Demand Management:

Learn how to implement best practices in demand management. Learn how to increase forecast accuracy, collaborate across departments and functions, how to gain consensus, and how to incorporate product lifecycles, promotions, and other events. This session will also discuss the process of evolving from demand management to sales and operations planning by using the flexibility and business process automation capabilities of today's planning platforms to support a wide range of day-to-day operations. Additionally, customer success stories will be presented.

2:45 PM - 3:00 PM

BREAK: EXHIBIT HALL

3:00 PM - 4:15 PM

EDUCATIONAL SESSIONS

A-3

APICS (Negotiations)

Beth Perdue, JD

Advanced Negotiations Session: Master Outsourcing – Or Else!

Spending on outsourcing is at an all-time high. Yet outsourcing is a frustrating endeavor – the cost savings and productivity gains that dazzle companies are hard to achieve. Many organizations are not happy with the results.

There are serious business and legal risks to consider. Market pricing, privacy of information, new laws, intellectual property rights, cultural barriers, service levels, metrics and relationship management are among the big issues in outsourcing.

With all these issues, it is easy to get lost in the weeds. In this session, Beth translates outsourcing trends & lessons learned into big picture insights that you can use now.

B-3

APICS
(Operations/Materials)

Mark Chockalingam, PhD

Holistic Metrics and Organizational Performance of a Global Value Chain

This session will discuss the importance of a balanced set of holistic metrics for the vitality of a global Value chain. The element of human bias is inevitable in any organizational activity. What keeps this bias in check are fair & proper measurement techniques, combined with appropriate incentive mechanisms. It is not only important to measure the right areas, but also to define the measures correctly. We'll review a set of holistic performance metrics for the performance of a Global Value Chain.

C-3

NSMG (Supply
Mgt/Sourcing)

Greg Sue, Service Logistics Manager, Cisco Systems Inc.

Going Through the RFP Process, for Warehousing & Transportation

Greg was challenged with changing the existing RFP process, and started by asking some questions that may sound familiar. He confronted many hurdles, as he was tasked with initiating an RFP on a significant portion of Cisco's service logistics network. He'll tell you the story of overcoming these challenges by turning the existing RFP process upside-down, into a best practices / organization-wide process, to maximize bargaining leverage and take full advantage of procurement technology.

D-3

NERT/CSCMP
(Logistics)

Robert N. Liptrot, President & Founder, Boston Industrial Consulting

Getting Green, Saving Green - A Case Study of Tweeter's Logistics & Distribution Operation

How does a Distribution operation become more environmentally conscious in its Supply Chain operation – while saving significant costs? This workshop will show you how this strategy is working for Tweeter, and how a reorganization of their supply chain has saved energy and over 20% in total Logistics costs!

T-3

Exhibitor Presentations

Michael Goolden, CEO L7 Performance Management

The Secrets to Effectively Using Best Practices in Management: Balance Scorecards, Lean 6 Sigma, Baldrige and L7

This workshop will cover how Managers can improve their businesses overall performance, supply chain, & operations productivity. Also, we'll discuss how to use simple Management systems and tools to cascade key strategic measures, create visibility to the big picture track project results & employee performance in real-time.

We'll go into detail, as to how to easily and effectively incorporate best practice Mgt such as Balanced Scorecards, Lean 6 sigma, & Baldrige, with Level 7 Mgt systems. We'll show how connecting and motivating your in-house and outsourced employees, vendors, and networks -- for success through software as a service

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

Make sure you 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:

www.nescon.org/cgi-bin/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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EXHIBITORS

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	<p>Partners in Performance Excellence. http://www.massexcellence.com</p>
	<p>BarCode ID Systems specializes in supply chain data automation solutions for mfg and distribution environments. Warehouse/inventory management, mobile computing and printing systems, RFID solutions. http://www.barcodeid.com</p>
	<p>Enterprise Excellence through Shared Learning. http://www.ame.org</p>
	<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 Massachusetts reduce solid waste, cut disposal costs, and improve environmental performance. http://www.wastecap.org/</p>
	<p>Helping businesses define, implement, & support information systems, to meet their strategic business goals. http://www.bluemoonind.com</p>
	<p>ThreeCore's Integrated Supply Program provides customers with inventory mgt that is sourced globally, to improve material availability, decrease lead times, streamline procurement, and lower costs. http://www.threecore.com</p>



Certificate of Completion

2008 New England Supply Chain Conference & Educational Exhibition

Monday, October 6, 2008

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

<i>I hereby certify my attendance at the sessions listed below and claim <u>xx.x</u> Continuing Education Hours (CEH).</i>	
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 T	v
8:15 – 9:45	1.5	*****SAMPLE ONLY*****									
10:00 – 1:15 Session 1	1.25	Negotiation 101 - Back to Basics		Lean Accounting – Learning to See the Right Measures		Global Logistics: Hot Spots and Major Developments		Transition Issues In Global Outsourcing		Innovation, Culture, Delivery= Canada as Your Global Sourcing Partner	
12:00 – 1:00	1.0	***SAMPLE ONLY***									
1:30 – 2:45 Session 2	1.25	Principled Supplier Neg. How to Earn Supplier Partnerships		Communications & Human Relations, Thinking Globally		New Keys To Improving Management Performance & Productivity		Integrating Supply Chain Mgt Into Operating Decisions		Best Practices In Demand Management	
3:00 – 4:15 Session 3	1.25	Advanced Negotiations Session: Master Outsourcing – Or Else!		Holistic Metrics & Organizational Performance Of A Global Value Chain		Turning Your RFP Process Upside-Down		Getting Green, Saving Green - A Case Study		Best Practices in Mgt: Balanced Scorecards, Lean 6 Sigma, Baldrige and L7 Tech.	
Total Hours:	6.25	*****SAMPLE ONLY*****		*****SAMPLE ONLY*****		*****SAMPLE ONLY*****		***SAMPLE ONLY**		*****SAMPLE ONLY*****	