



2008
New England Supply Chain
Conference & Exhibition

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Presented by APICS - The Association for Operations Management: North Shore Chapter 20 and Boston Chapter 10 • The Council of Supply Chain Management Professionals (CSCMP) New England Roundtable • The Northeast Supply Management Group, A Special Interest Group of ISM™

Monday, October 6, 2008

[Best Western Royal Plaza Hotel](#) & Trade Center
Marlborough, Massachusetts

Taking Supply Chain Management to New Heights

- Fully leverage your training dollars: 15 workshops and 4 tracks
- Transform your supply chain into a true value chain
- Enjoy an immediate ROI on your time and organization's money
- See the latest cutting-edge topics, trends and technology
- Translate innovative ideas into workable and practical solutions
- Interact with keynote Speakers and Exhibitors
- Network with your peers
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Includes presentations, exhibits, and meals.***

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PROGRAM & SPEAKERS

5 TRACKS:

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

Schedule	Sessions	Presenter	Topic
7:30 to 8:15 am	Registration	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	Breakfast Keynote	Jeffrey B. Carr President & Economist, EPR	Economic Outlook - A New England Perspective (special segment on the adverse effects of the high cost of energy)
10:00 to 11:15 am	1A	Richard G. Weissman, C.P.M. Director of The Center for Leadership, Endicott College	Negotiation 101 - Back to Basics
	1B	Bruce Hamilton President of GBMP	Lean Accounting – Learning to See the Right Measures
	1C	David Jacoby, C.P.M., CPIM, CIRM, CTL President of Boston Strategies Int'l	Global Logistics: Hot Spots and Major Developments
	1D	Subroto Roy, Ph.D., CPSM University of New Haven	Transition Issues In Global Outsourcing
	1T	Marie-Louise Hannan Consul and Senior Trade Commissioner, Canadian Consulate	Innovation, Culture, and Delivery: Three Reasons to Select Canada as Your Partner for Global Sourcing
11:30 am to 1:15 pm	Keynote & Lunch	John Bermudez Sr. Director, SCM Product Strategy, ORACLE	Using Planning Tools to Manage Business Cycle Downturns
12:30 to 4:00 pm	Dessert & Snacks in Exhibit Hall		
1:30 to 2:45 pm	2A	Robert A. Stahl, CPIM	Intermediate Negotiation Session: Principled Supplier Negotiations -- How to Earn Supplier Partnerships
	2B	Clark Merrill V.P. of Training, Dale Carnegie	Effective Communications & Human Relations, Thinking Globally
	2C	Michael Goolden President / CEO, L7 Performance Mgt	The New Keys To Improving Management Performance & Productivity
	2D	Moshe Cohen, MBA	Integrating Supply Chain Mgt Into Operating Decisions
	2T	John Bermudez , ORACLE: Sr. Director, SCM Product Strategy	Best Practices In Demand Management
3:00 to 4:15 pm	3A	Beth Perdue, JD	Advanced Negotiations Session: Master Outsourcing – Or Else!
	3B	Mark Chockalingam, MBA, Ph.D. Managing Principal, DemandPlanning.Net	Holistic Metrics And Organizational Performance Of A Global Value Chain
	3C	Greg Sue Service Logistics Mgr, Cisco Systems	Turning Your RFP Process Upside-Down
	3D	Robert N. Liptrot President & Founder of Boston Industrial Consulting	Getting Green, Saving Green - A Case Study of Tweeter's Logistics & Distribution Operation
	3T	Michael Goolden President / CEO, L7 Performance Mgt	The Secrets to Effectively Using Best Practices in Management: Balance Scorecards, Lean 6 Sigma, Baldrige and L7 Technologies
4:30 to 4:45 pm		Raffle & Exhibitor Drawings Exhibit Hall	