

NEW ENGLAND SUPPLY CHAIN CONFERENCE MONDAY OCTOBER 1, 2012

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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 2012 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 2012 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 Best Practices

*Leverage Learning for Supply Chain
Excellence and Sustainability*

6 EDUCATIONAL TRACKS:

- *Microsoft Office Tools for Business (Track A)*
- *Purchasing and Materials Management (Track B)*
- *Operations Management: ERP & Supply Chain (Track C)*
- *Global Logistics (Track D)*
- *Supply Chain Leadership, Teambuilding, and Communication (Track E)*
- *Supplier Showcase (Track T)*

APICS The Association for
Operations Management

**North Shore Chapter
& Boston Chapter
& South Shore Chapter**

**New England
ROUNDTABLE**

CSCMP Council of Supply
Management Professionals

ISM
institute for
supply management

**Northeast Supply
Management Group**

NEW ENGLAND SUPPLY CHAIN CONFERENCE AND EXHIBITION

Sunday, September 30, 2012

4:00 PM - 7:00 PM REGISTRATION

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

Monday, October 1, 2012

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 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

(Microsoft Office
Tools for Business)

Pamela Conway, Vice President, CompuWorks

Intro to Windows 7 (With a Sneak Preview of What's Coming in Windows 8 = Get Ready for More Changes!)

Windows 7 is Microsoft's latest operating system, and the best and easiest to use version in years. While most individuals overlook the operating system as an application that requires deep exploration, Windows 7 contains a treasure-trove of time-saving features most users are not taking advantage of. This workshop is designed to reveal many of these features, to help attendees work faster and smarter with all their applications, not just the operating system. In addition, this seminar will preview a few of the much anticipated features coming in Windows 8. Topics covered in this session will include:

- Shuffling through programs
- Managing and arranging windows
- Aero Peek and Aero Shake
- Using jump lists
- Customizing the Task Bar
- Searching in the Windows Explorer
- Understanding libraries
- Tips and tricks for working in the Windows Explorer
- 3 hot new features coming in Windows 8!

Track A - Microsoft Office Tools for Business

Track B - Purchasing and Materials Management

Track C - Operations Management: ERP & Supply Chain

Track D - Global Logistics

Track E - Supply Chain Leadership, Teambuilding, and Communication

Track T - Supplier Showcase

B-1
(Purchasing and
Materials
Management)

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

Integrate Innovation into Your Procurement Strategy, and Deliver Value

Procurement Leaders, change is occurring at an increasing rate and new technologies are creating all new business opportunities. Procurement needs to be in front of these changes or prepare to be left behind.

Your career path depends on your ability to bring supplier-based innovation to your organization. As the procurement team you have the opportunity to drive change, deliver results and transform your impact on corporate profitability. Innovation, Crowdsourcing and the Cloud are rapidly changing how work is done and creates an opportunity for you to drive impressive value.

Lead, follow or get out of the way as new tools are implemented in your company. In this interactive session, Roy Anderson will tell you how to deliver this value, the skill sets that you need to be the expert, the next steps, and the path to your career growth.

C-1
(Operations
Management: ERP &
Supply Chain)

William Howell, Chief Information Officer, RAND Corporation

The Seven Deadly Sins of Project Management

The Seven Deadly Sins, also known as the Capital Vices or the Cardinal Sins, is a classification of vices that have been used since early Christian times to educate and instruct Christian followers concerning humanity's tendency to sin. The seven sins being wrath, greed, sloth, pride, lust, envy, and gluttony.

Humankind struggled for ages to find a conceptual model for characterizing the shortcomings of humans. It needed to be broad and inclusive to implicate the vast range of unacceptable and disgusting behaviors, yet simple and memorable enough to inspire guilt in the most illiterate of peasants. And so the seven deadly sins came to be. In the early 14th century the European artists of the time popularized the sins in various art forms which in turn helped to engrain them in general throughout the world.

And so, in this spirit, rather than develop a new set of sins that can be used to characterize the shortcomings and unacceptable behaviors of project managers and project management, we will take up these age old and time tested seven deadly sins and apply them to our much newer discipline.

Projects often times go astray, costing much more than planned, delivering less than envisioned, failing altogether, or even in worse cases causing catastrophic business failure. What is it that causes some projects to go this way when others don't? What are those faults, those errors, those misjudgments, those slip-ups in planning ... those sins of project management?

In this session, we will revisit the original seven deadly sins and see how they relate to today's management of projects. Learn to avoid these seven deadly sins and you greatly enhance the likelihood of project success.

D-1
(Global Logistics)

Cynthia Wilkinson, Director, Supply Chain Sustainability, Staples, Inc.

Supply Chain Sustainability – Driving Environmental AND Financial Benefits from Quick Wins to Competitive Advantage

There are leaders and there are followers, when it comes to sustainability. Leaders embrace sustainability, make it part of their company's DNA, and drive change that delivers a positive impact on the environment – AND significant financial value. For the followers, there are usually higher costs and lost business opportunities. Is your company set up to be a leader, or just a follower?

In this discussion, we will explore how to:

- Leverage collaboration differently, to achieve sustainability goals
- Tap into the creativity and enthusiasm of your entire organization, to drive results
- Get quick wins early
- Develop a strategy for the future

At the end of this session, you will have an understanding of how to link sustainability with business results, some practical examples, and a roadmap for driving sustainability and competitive advantage for your company.

E-1
(Supply Chain
Leadership,
Teambuilding, and
Communication)

David Liddell, President & Founder, SKYE Business Solutions

Increase Your Leadership Effectiveness through Influential Communication

Leaders play a key role in any organization. They are responsible for creating a link between upper management and front-line employees, and have a dramatic impact on employee performance and behavior. Although it is the people who do the work of an organization and are ultimately responsible for its success, it is the leader's responsibility to create a working environment where people can thrive, grow professionally and perform at their best.

This is accomplished through win-win relationships and starts with effective communication that motivates and influences others in the organizations at all levels.

David Liddell, an insightful & industry-renowned professional, and widely respected trainer, will provide you with the tools you need to identify and develop skills that are essential for leadership success today and in the future.

The presentation will include the following topics:

- How people's perceptions and viewpoints differ
- The basics of face-to-face communication
- Explore the role of communication in interpersonal relationships
- Learn about alternative ways of communicating/influencing others
- Learn a model and the core principles of dialogue

T-1
(Supplier
Showcase)

Christopher J. Russell, CPIM, Vice President Inventory Optimization, Logility Inc.

Inventory Optimization

This presentation is an introduction to Inventory optimization. The story is told in the context of APICS inventory management, and walks the participants through the maturity levels of inventory optimization. The journey begins with single SKU/Loc, and progresses through Multi-Echelon Inventory Optimization, and completes with using Inventory Optimization as a strategic lever in the supply chain.

Special attention is paid to Multi-Echelon Inventory Optimization, how it works in an extended supply chain, and what the advantages are. The presentation also covers some thoughts on the state of adoption of IO in the market.

Several client-based case-study examples are used to highlight the various uses of Inventory Optimization. How IO is applied in manufacturing, procurement, distribution, marketing, and lean environments is reviewed.

At the completion of this presentation, participants should have a good sense of what Inventory optimization is, what Multi-Echelon Inventory Optimization is, the impact of IO on industry, and how to approach an IO deployment.

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



Mathew Wilson, Vice President, National Policy, Canadian Manufacturers & Exporters

Supply Chain Sustainability between the US and Canada: The Ship is Turning!

The Canadian Manufacturers and Exporters Association (CME) is back again this year, with an exciting follow-up presentation on how the US and Canada can work together to build a more sustainable relationship. With the spotlight returning to North American manufacturing, innovation, and research; let us show you what we can do to:

- Promote our strengths,
- Leverage our joint expertise, and
- Continue to drive business back to North America

Join us for this dynamic discussion with Mathew Wilson, VP of National Policy for CME as we explore how we can brand and globally expose our innovation and entrepreneurship culture, and seize the opportunity to rebuild our supply chain economy.

1:30 PM - 2:45 PM EDUCATIONAL SESSIONS

A-2

(Microsoft Office Tools for Business)

Pamela Conway, Vice President, CompuWorks

Office 2013: What's New – with Comparisons to Office 2010 & 2007 – Changes & New Features in Outlook, Word, PowerPoint, and Excel

This workshop will be a live demonstration of the new features found within the core of the upcoming release of Microsoft Office 2013 applications of Word, Excel, PowerPoint, and Outlook. The presenter will focus on how these new features will increase productivity and enhance the quality of documents, spreadsheets and slide decks. The purpose of the workshop will be to expanding understanding these products to the participants and to generate excitement about the potential of these tools. As a result of this workshop, participants will have a better understanding of how to use Office 2013 (with comparisons to Office 2010 & 2007). Topics covered in this session will include:

- Office 2013, Office 365 and SkyDrive
- Updates to the Navigation Pane in Word
- New Read Mode in Word & Edit PDFs in Word
- Bookmarking last edit in Word
- Improved track changes in Word
- Using Quick Analysis in Excel
- PPT: Updates in template selection & Presenter View
- New ways to insert media in PowerPoint
- Updates to the Navigation Pane & Search in Outlook
- Manipulating the Ribbon
- Changes to the File tab & Picture Format applying
- And more...

B-2

(Purchasing and Materials Management)

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

Three Dimensional Negotiations: Balancing Internal and External Forces

The question remains of the importance of negotiation in a relationship based environment. Even if the buyer/seller relationship is strong, there is room for negotiation as an ongoing process. A solid relationship with a single or sole source supplier needs to be properly framed, documented, and controlled during the early stages of the relationship. Then, continued negotiation revolves around process, cost, and performance. Key negotiation frameworks in the early stages of a relationship will allow for greater negotiation strength as the business relationship evolves.

Negotiation is not an activity reserved for suppliers. Progressive supply managers will negotiate internally, to continually test and review the issues and factors that resulted in selecting the supplier, and establishing the relationship in the first place. These selection criteria may change and evolve over time, and the supply management organization must continually test the relationship for relevance. Supply management professionals also need to be aware of negotiation techniques that may be used against them by suppliers that advocate strong relationships, but use them to restrict competition and increase dependency. Enter into your relationships wisely.

C-2

(Operations Management: ERP & Supply Chain)

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

Sales & Operations Planning – Master Planning: How They Work Together

All companies, whether they admit it or not, do Master Scheduling. All companies, whether they know it or not, perform Sales & Operations Planning. Few companies tie them together well and execute them as one. Successful companies realize that S&OP and MS work in conjunction with each other and neither rules the other. Successful companies know which of these cover which facets of their business planning. S&OP and MS make up the planning part of the business commonly referred to as Master Planning.

In this presentation based on over 35 years of experience [30 of which were in DOING the work], Z will walk you through what he's learned about:

1. The basics of generic Sales & Operations Planning
2. The basics of generic Master Scheduling
3. The difference between the two
4. How they best work together.

Your take-away will be a good understanding, in plain English [no "consultantese" spoken here] of the full process of Master Planning [i.e. S&OP AND MS] and a list you will make, of questions to ask back at the ranch

D-2 Nicolas Frischer, Manager, UPS Supply Chain Solutions

(Global Logistics)

Ocean and Airfreight Industry Conditions – Dilemmas Confronting Today’s Shippers

The multitude of factors confronting shipping managers, as they try to balance the ultimate question of cost versus time, is both complicated and daunting. Nick Frischer will lead a candid discussion about the events leading up to present market conditions, and forecasted trends for both the ocean and air freight industries, as they relate to supply chain decision making.

As the ever increasing price of transportation exacerbates the landed cost of goods, we will focus back on the dilemma of balancing the expense of material / product in transit, measured in hard dollars, versus the speed to market measured in days. We will conclude with the industry’s response, and newly packaged hybrid ocean-air solutions that offer a “gap” solution, at twice the speed of traditional all-water service -- at a fraction of direct airfreight expense.

E-2 Gurpreet Singh, MBA, CSSBB, CPSD, CPSM & C.P.M., Founder and President, Strategic Supply Chain & Six Sigma Consulting LLC and Legal Sourcing LLC

(Supply Chain Leadership, Teambuilding, and Communication)

Successful Navigation Through Off-Shore & Cross-Cultural Communications & Negotiations = Do’s and Don’ts

Description:

A negotiation is not only science, but also an art. Many supply managers are intimidated when the time comes to communicate & negotiate with vendors -- and it becomes even more intimidating when one has to communicate & negotiate with an off-shore firm. This presents several challenges, such as cultural diversity, language barriers, time-zone differences etc.

Preparation and planning are the foundation of effective and successful communications & negotiation. These core elements are even more critical in today's global supply market. This presentation will focus on conducting successful offshore communications & negotiations, with firms and suppliers from across the world. The speaker has held successful negotiations with more than 500 suppliers and firms, across more than 100 countries, and has saved millions of dollars through these techniques. The speaker will share his unique perspective of dealings with firms from various cultures, and how to conduct win-win negotiations.

Who should attend and why:

This seminar is designed for all levels of supply management professionals (Management, Sourcing, and Purchasing professionals), who are interested in improving their communication & negotiation skills. This seminar will provide insights on how to prepare for an off-shore negotiation, including determining requirements and negotiation style, understanding cultural factors, and utilizing various negotiation strategies and tactics in the negotiation process.

T-2 Christine Carr, Trade Commissioner, Consulate General of Canada Boston

(Supplier Showcase)

Canadian Consulate "Office Hours"

Ms Christine Carr (Trade Commissioner, Consulate General of Canada Boston) will be available for one-on-one question and answers, to help you and your company get the information you need, regarding what options you have, regarding near-shoring to beautiful (and much more local, as well as lower-cost) Canada! Also, Chris will have a laptop with a running loop presentation, outlining the many benefits of sourcing to more “locally” to Canada, which you can view at your leisure, after your questions have been answered.

A-3 Pamela Conway, Vice President, CompuWorks

(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 in Excel, to manipulate and read the data stored in spreadsheets. Gleaning the meaning found in gathered data is crucial to making solid business decisions. With the tremendous volume of data coming from multiple sources these days, it is more important than ever to know how to quickly extract information, and use it to aid the business process of your organization. Topics covered in this session will include:

- Using goal seeking
- Setting up a table of data
- Sorting, filtering and performing simple queries on the data
- Create advanced filters
- Creating Pivot Tables
- Manipulate Pivot Tables
- Creating Pivot Charts
- Adding slicers
- And more...

B-3 Mickey North Rizza, Vice-President Strategic Services, BravoSolution

(Purchasing and Materials Management)

Supply Chain Risk Management: Building Resilience Into Your Supply Chain

This session will focus on the best practices from global Fortune 500 companies. The session will look at the attributes required to build a resilient supply chain, including multi-tier visibility, KRI/Key Performance Indicators, risk analytics, selecting and monitoring suppliers, and improvement of supply relationships.

C-3 James R. Cote, Executive Director, Northeast Operations, Foundation for Financial Education

(Operations Management: ERP & Supply Chain)

Where Finance & Operations Meet

Operations are the business executing its plan, and to be successful, operations has to meet the goals and expectations of the leadership team. How this success is delivered and measured is the responsibility of the finance team.

Finance plays a key role as both an advisor and a tracker to the operations team, and your knowledge of the thoughts and processes enables and ensures goal attainment. This presentation will provide useful and interactive information that offer the attendee a perspective of finance as a partner.

D-3 Jack T. Ampuja, CTL, C.P.M., CCSP, President & CEO, Supply Chain Optimizers

(Global Logistics)

Optimizing Global Supply Chains Through Packaging

When we refer to Supply Chain Management, functions such as Transportation, Forecasting, Inventory Management, Warehousing, Material Handling etc. come to mind. Packaging is typically not included. Rather it is considered a Marketing function in consumer product firms and an Engineering function in industrial product companies.

What leading edge firms have realized is that when packaging is included as part of Supply Chain Management, there is exceptional opportunity for cost reduction and sustainability performance improvement.

The shipping container - either bag or corrugated box - is a supply chain fundamental, because its shape, size and strength, impact handling, storage and freight efficiency all impact logistics costs. Wal-Mart’s stated 2006 goal of \$10 billion in annual savings, from a 5% packaging reduction, has triggered tremendous focus on packaging in many companies.

E-3**Jennifer Touma, President, Mindscape**

(Supply Chain Leadership, Teambuilding, and Communication)

The Martial Art Strategy of Business Leadership

The APICS conference literature states "Your job has grown more complex and you have more bases to cover from organizational change and risk management, to a supply chain strategy that is broader than supply chain management." As a leader today you have to be mentally strong to remain effective and influential in our rapidly changing world.

Times have changed. The era of predictability and assurance are gone. Going forward, you must adapt to the new reality and learn to be productive under the reign of uncertainty, unpredictability, and unstable times. For centuries the martial arts equipped business professionals with techniques and strategies enabling them to do just that.

Participants attending the presentation The Martial Arts Strategy to Business Leadership will walk away learning how to integrate into their own leadership style; the primary martial art strategy, Mastering Yourself with three sub-components:

- Self-management, • Mental Faculties, and • Leveraging Inner Strengths

- enabling you to further advance in business and management

You don't need a black belt/martial arts training to apply the Martial Arts Strategy to Business Leadership.

T-3**Doug Markham, President, iPower Distribution Group of New England, Inc.**

(Supplier Showcase)

How to Achieve Rapid, Significant, and Permanent Inventory Reduction through Proper Selection of Replenishment Systems

Doug Markham, President of iPNE will lead a lively interactive discussion on what to look for and what to look out for when it comes to selecting a replenishment system to bring component and supplies to Point of Use and Just in Time.

When it comes to getting large numbers of components to Point of Use cost effectively there is no single replenishment system that fits all situations. Company culture, plant layout, production line configuration, certainty of demand, and part cost all play an important part in determining which method is best suited.

In most organizations, multiple replenishment systems are called for and indeed are in place to support daily production. It is highly probable that you will have MRP, Kanban, and VMI programs already in place. The questions are, "What factors did you use to determine which parts were going to be replenished by which method?" AND "Did you Achieve Rapid, Significant, and Permanent reduction in inventory"?

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/2012/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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 <p>Canada Consulate General of Canada in Boston Consulat général du Canada à Boston</p>	<p>The Canadian Consulate - Boston http://www.infoexport.gc.ca</p>
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	<p>iPower Distribution Group of New England Provides Integrated Supply Chain Solutions http://ipowerne.com</p>
	<p>We are Vermont's local community bank, since 1867 http://www.nsbvt.com</p>

EXHIBITORS

	<p>Your online resource for supplies, furniture, paper and technology. http://www.officemaxsolutions.com</p>
	<p>Risk and Compliance – Know it Now! http://www.aviorcomputing.com</p>
	<p>Connecting Supply Chain Communication http://www.dicentral.com</p>
	<p>Supply Chain Performance Starts Here. http://www.eplus.com/supply_management.htm</p>



iPower Distribution Group of New England Provides Integrated Supply Chain Solutions.
<http://ipowerne.com>



Logility Voyager Solutions™ - Powering the Collaborative Supply Chain. Outplan, Outpace, and Outperform!
<http://www.logility.com>



Metasys Technologies Inc. delivers a full range of workforce management, procurement services and staffing solutions.
<http://www.metasysinc.com>

Northeastern University
College of Business
Administration

<http://cba.neu.edu/grad/certificates>



Developing high performance barcode labeling solutions, one customer at a time.
<http://paladinid.com>



Purchasing Management Association of Boston
<http://www.pmaboston.org>



Solving Customer Problems with Personalized Services and Customized Solutions!
<http://whobut.wbmason.com>



Helping you do business, better.
<http://www.winbrook.com>



Foster business relationships with certified Minority Business Enterprises (MBEs) and corporate members. <http://www.gnemsdc.org>



Enterprise Resource Planning software for Distribution and Mfg companies.
<http://www.nwaretech.com/>

You could be in these spots = Currently still open!!

You could be in these spots = Currently still open!!

Certificate of Completion

2012 New England Supply Chain Conference & Educational Exhibition Monday, October 1, 2012

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

√ 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	Intro to Windows 7		Integrate Innovation into Your Procurement Strategy		The Seven Deadly Sins of Project Management		Supply Chain Sustainability		Increase Your Leadership Effectiveness Through Communication		Inventory Optimization	
12:00 – 1:00	1.0	*****SAMPLE ONLY***** Supply Chain Sustainability Between the US & Canada: The Ship is Turning											
1:30 – 2:45 Session 2	1.25	What's New in Microsoft Office 2013 (Compares to 2010/2007)		Three Dimensional Negotiations (External vs Internal forces)		Sales & Operations Planning – Master Planning		Ocean and Airfreight Industry Conditions		Successful Navigation Through Off-Shore & Cross-Cultural Communication		Canadian Consulate Office Hours (with Ms. Chris Carr)	
3:00 – 4:15 Session 3	1.25	Business Intelligence in Excel		Supply Chain Risk Management		Where Finance & Operations Meet		Optimizing Global Supply Chains Through Packaging		The Martial Art Strategy of Business Leadership		How to Achieve Inventory Reduction	
Total Hours:	6.25	****SAMPLE ONLY*****		****SAMPLE ONLY*****		****SAMPLE ONLY*****		****SAMPLE ONLY*****		****SAMPLE ONLY*****		****SAMPLE ONLY*****	

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