

# 2013 New England Supply Chain Conference & Educational Exhibition

Monday, October 7, 2013

Best Western Royal Plaza Hotel & Trade Center, Marlborough Massachusetts

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



**Marlborough, MA, October 7, 2013:** The New England Supply Chain Conference & Exhibition will be taking place on October 7, 2013 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 for less than one month = September 20, 2013. **Only \$199** for the entire day--a true value!

Registration/program information available @ [www.nescon.org](http://www.nescon.org). Register now, before all slots fill up!

**NEW CONFERENCE HIGHLIGHT:** The lunchtime Keynote (sponsored by Oracle) will be an Executive Panel, consisting of the international executive leadership of the supply chain associations that form the New England Collaborative: APICS CEO Abe Eshkenazi, CSCMP CEO Rick Blasgen, and ISM CEO Thomas Derry.

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 2012 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: Negotiations, Microsoft Office Tools for Business, Project Management, Global Logistics, Operations Mgt Toolbox, and Supplier Showcase**

2012 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!*

### Conference Chair

- Ken Glasser, Axcelis Technologies, APICS-NS

### Conference Co-Chair

- Joanne Brennan, APICS-Boston

### Steering Committee

- Tim Barre, ISM-VT & NSMG
- Mike Broderick, NAPM-ME & NSMG
- Diane Cotter, NAPM-NH & NSMG
- Adrienne Galbraith, APICS-NS
- Julie Hale, NAPM-NH & NSMG
- Bernie Hennessy, NSMG
- Michele Lawrence, APICS-NS
- Deb Paton, APICS-SOSH
- 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 2013:

- Oracle **ORACLE**

### 2013 Exhibitors (so far – more to come!)

- Ariba
- Cleao
- D’Amore-McKim/Northeastern Univ.
- ePlus
- GBMP
- Index Packaging
- iPower
- MetaProcure
- Oracle
- ThomasNet.com
- Tie Kinetix
- W.B. Mason
- Northfield Savings Bank (sponsor)
- Staples (sponsor)
- Zampello and Associates (sponsor)
- PMAB
- More to come – you could be here!

- **Negotiations 101:** Strategies, Skills, and Tips for Procurement Negotiations
- **Intermediate Negotiations:** Managing External and Internal Conflict in Negotiations!
- **Advanced Negotiations:** Negotiating With Single and Sole Source Suppliers
- **Windows 8 – Intro** (and What’s Coming in Windows 8.1 = Get Ready for Changes!)
- **Microsoft Office 2013 (and 365)** – Key Changes & Tips (Word, Outlook, Excel, & PPT)
- **Business Intelligence in Excel** (Pivot Tables & Other Tools!)
- **Project Management 101:** The Fundamentals
- **Intermediate Project Management:** Why Procurement Needs These *Essential* Skills
- **Advanced Project Management:** Aligning Projects w/Business Objectives & Strategic Goals
- **Basics of Logistics:** Delivery Network Optimization - A Case Study
- **Intermediate Logistics:** Energy in Transition: Changes in Availability (Effect on Logistics)
- **Advanced Logistics:** Logistics Clusters: Delivering Value & Driving Growth
- **Demand & Supply Variability:** Execution Perfection Through Process Alignment
- **How to Plan, Schedule, and Sequence** for Demand-Based Manufacturing
- **Partnership-Spar-tnership:** You Make the Call! How YOU Make or Break the Relationship!
- **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**

**E: Global Logistics**

*Also, special benefits for unemployed attendees!*

**B: Negotiations**

**D: Project Management**

**F: Supplier Showcase.**

*New content added weekly! And don't forget our Sunday Night Reception on Sun Oct 6 @ 7 PM (INCLUDED!!) Monday Oct 7 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	<a href="#">Jeffrey B. Carr</a> Corporate President & Economist, EPR	<a href="#">Economic Outlook – A New England Perspective (special segment on the adverse effects of the recession, and the forecast for recovery)</a>
10:00 to 11:15 am	1A	Mary Ellis Application Instructor, New Horizons Computer Learning Centers	Intro to Windows 8 (and What's Coming in Windows 8.1) = Get Ready for More Changes!
	1B	<a href="#">Moshe Cohen, MBA</a> President & Founder, The Negotiating Table	<a href="#">Negotiations 101: Strategies, Skills, and Tips for Procurement Negotiations</a>
	1C	<a href="#">Daniel A. Marino, CPIM</a> Senior Partner, Marino Associates, LLC	<a href="#">Demand &amp; Supply Variability: Execution Perfection Through Process Alignment</a>
	1D	<a href="#">Alan G. Dunn, CPIM</a> President and Chairman, GDI Consulting & Training Company	<a href="#">Project Management 101: The Fundamentals</a>
	1E	<a href="#">Judith Taylor, CPIM, CIRM, CSCP</a> VP, Strategic Projects at NxStage Medical	<a href="#">Logistics: Delivery Network Optimization - A Case Study</a>
	1T	<a href="#">Roy Anderson</a> EVP, MetaProcure, a division of Metasys Technologies, Inc.	<a href="#">Use a Procurement Utility to Write Your Organization's Next Success Story</a>
11:30 am to 1:15 pm	Keynote & Lunch	<a href="#">Rick D. Blasgen</a> President & Chief Executive Officer, CSCMP  <a href="#">Thomas W. Derry</a> Chief Executive Officer, ISM  <a href="#">Abe Eshkenazi, CSCP, CPA, CAE</a> Chief Executive Officer, APICS	<a href="#">Supply Chain Associations Executive Panel Luncheon Keynote (sponsored by Oracle)</a>
12:30 to 4:00 pm	Dessert & Snacks in Exhibit Hall		
1:30 to 2:45 pm	2A	<a href="#">Donna Papapietro</a> Principal, Independent Instructional Design & Educational Services	<a href="#">What's New in Microsoft Office 2013 (and Office 365) – Changes &amp; New Features in Outlook E-Mail, Word, PowerPoint, and Excel</a>
	2B	<a href="#">Richard G. Weissman, C.P.M.</a> Director of Corporate Education & The Center for Leadership, Endicott College	<a href="#">Intermediate Negotiations: Managing External and Internal Conflict in Negotiations</a>
	2C	<a href="#">Michael D. Ford, CFPIM, CSCP, CQA, CRE, CQ</a> Principal, TQM Works Consulting	<a href="#">How to Plan, Schedule, and Sequence for Demand-Based Manufacturing</a>
	2D	<a href="#">Roy Anderson</a> EVP, MetaProcure, a division of Metasys Technologies, Inc.	<a href="#">Intermediate Project Management: Why Procurement Needs These Essential Skills to Optimize Solution Delivery / Project Success</a>
	2E	<a href="#">Kevin O'Meara</a> Senior Vice President, Supply Chain Effectiveness, Breakthrough Fuel Co.	<a href="#">Energy in Transition: What Do the Massive Changes in Energy Availability Mean to The Logistics Industry</a>
	2T	Oracle	TBD
3:00 to 4:15 pm	3A	<a href="#">Donna Papapietro</a> Principal, Independent Instructional Design & Educational Services	<a href="#">Using Excel Pivot Tables &amp; Other Tools to Make Your Data Work for You!</a>
	3B	<a href="#">Joe Rice, C.P.M.</a> Trainer, (Bob) Benedict Negotiating Seminars, Inc.	<a href="#">ADVANCED NEGOTIATIONS: Negotiating With Single and Sole Source Suppliers</a>
	3C	<a href="#">Jim Limperis, C.P.M., CFPIM</a> Manager, Electronic Sheetmetal Craftsmen	<a href="#">Partnership-Spar-tnership: You Make the Call! How YOU Can Make or Break the Buyer/Supplier Relationship!</a>
	3D	<a href="#">Neeraj Shah, PMP, MBA</a> Shire Pharmaceuticals, Associate Director - Global Supply Chain and Manufacturing IT	<a href="#">Advanced Project Management: Project Portfolio Management - Aligning Projects with Business Objectives &amp; Strategic Goals</a>
	3E	<a href="#">Dr. Yossi Sheffi</a> Director of (and Professor at) the MIT Center for Transportation and Logistics (CTL)	<a href="#">Logistics Clusters: Delivering Value &amp; Driving Growth</a>
	3T	<a href="#">Don Hutcher</a> Account Executive, Ariba, Inc.	<a href="#">The New World of the Networked Business</a>
4:30 to 4:45 pm	Raffle & Exhibitor Drawings in Exhibit Hall		