



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

6.25
CEH's
from
APICS &
ISM

New England Supply Chain Conference & Exhibition

Best Western Royal Plaza Hotel & Trade Center
Marlborough, Massachusetts

Monday, October 3, 2011

Only
\$199
for the
Early Bird
Rate

- Fully leverage your training dollars: 18 workshops in six tracks from which to choose
- Take advantage of the newly integrated, 3-part professional development tracks as follows:
 - **SUPPLY CHAIN LEADERSHIP AND MICROSOFT OFFICE TOOLS FOR BUSINESS:** A) What's New in Microsoft Office 2010 – Changes & New Features in Outlook, Word, PowerPoint and Excel; B) Supply Chain Leadership: Adapting to a Changing Environment; and C) Business Intelligence in Excel – Using Pivot Tables & Other Tools to Make Your Data Work for You (Simplified for Today's Business Environment!).
 - **PURCHASING AND MATERIALS MANAGEMENT:** A) New Wrinkles in Procurement Law; B) Outsourcing 2011 - The Latest Trends & Mine Fields, as well as Opportunities Your Company Can Leverage!; and C) Four Steps to Improved Supplier Risk Management.
 - **OPERATIONS MANAGEMENT: DEMAND PLANNING AND FORECASTING:** A) Ten Essential Lessons of ERP Implementations; B) Building and Sustaining Transformational Supply Chain Capabilities; and C) Keeping the Shop Running: Two Methods for MRO Point of Use Replenishment!.
 - **GLOBAL LOGISTICS:** A) Improve Decision Making and Core Leadership Strengths for Supply Chain Managers; B) Incoterms 2010 – from a Procurement Perspective; and C) Future of Sourcing: Trends & Technologies in Logistics, Supply Chain, and Manufacturing
 - **IMPROVING THE BIOTECH SUPPLY CHAIN:** A) Driving Biotech Supplier-Distribution-Provider Collaboration for Cross Industry Operational Excellence; B) Leveraging Biotech Sales & Operations Planning, To Master A Volatile Environment; and C) How to Develop the Talents Necessary for the Future Leaders of Bio Supply Networks.
 - **SUPPLIER SHOWCASE:** Consumerizing Business Commerce; Competitive Advantages of Sourcing from Canada; and What Might Procurement Look Like in the Future? Are you Ready?
- Enjoy an immediate ROI on the investment of your time and organization's money
- Help your organization evolve its supply chain into a true value chain
- Learn about the latest cutting-edge topics, trends and technology
- Translate innovative ideas into immediately workable and practical solutions
- Enjoy and become transformed by our captivating keynote speakers!
- Network with your peers and those supporting other areas of the supply chain!

Register by **9/16/11** at the Early Bird rate of **\$199 TOTAL!** Registration fee covers presentations, exhibits and meals.

Schedule	Sessions	Presenter	Topic
7:30 to 8:15 am	Registration	EDUCATIONAL EXHIBITS OPEN (7:30 am to 4:30 pm)	
8:15 to 9:45 am	Breakfast Keynote	Jeffrey B. Carr Corporate President & Economist, EPR	Economic Outlook - A New England Perspective (special segment on the adverse effects of the recession, and the forecast for recovery)
10:00 to 11:15 am	1A	Pamela Conway Vice President, CompuWorks	What's New in Microsoft Office 2010 – Changes & New Features in Outlook, Word, PowerPoint and Excel
	1B	Gregory S. Rosenblatt Partner; (Intellectual Property Practice Group), Wiggin and Dana LLP	New Wrinkles in Procurement Law
	1C	William Howell Senior Vice President & Chief Information Officer, Accellent Inc.	Ten Essential Lessons of ERP Implementations
	1D	David Liddell President & Founder SKYE Business Solutions	Improve Decision Making and Core Leadership Strengths for Supply Chain Managers
	1E	Tim Salaver, MBA, PMP, CSSMBB Founder/EVP, Operations & Technology, Bio Supply Management Alliance	Driving Biotech Supplier-Distribution-Provider Collaboration for Cross Industry Operational Excellence
	1T	Don Hutcher , Account Executive, Ariba, Inc.	Consumerizing Business Commerce
11:30 am to 1:15 pm	Keynote & Lunch	Birgit Matthiesen Senior Advisor, US Government Relations, to the President for the Canadian Manufacturers and Exporters Association	North American Manufacturing – the Move Back
12:30 to 4:00pm		Dessert & Snacks in Exhibit Hall	
1:30 to 2:45 pm	2A	Richard G. Weissman, C.P.M. Director of Corporate Education & The Center for Leadership, Endicott College	Supply Chain Leadership: Adapting to a Changing Environment
	2B	Frank J. Casale Founder & CEO of The Outsourcing Institute (OI) Tony R. Mataya Managing Partner, ThinkSolutions, Inc.	Outsourcing 2011 - The Latest Trends & Mine Fields, as well as Opportunities Your Company Can Leverage!
	2C	Edna Conway Chief Security Strategist, Customer Value Chain Management, Cisco	Building and Sustaining Transformational Supply Chain Capabilities
	2D	Joseph Wyson Executive Vice President & Co-Founder of OCEANAIR Inc.	Incoterms 2010 – from a Procurement Perspective
	2E	Joe Shedlawski, CPIM President, JFS Associates; Past President of APICS Corporate	Leveraging Biotech Sales & Operations Planning, To Master A Volatile Environment
	2T	TBD	Competitive Advantages of Sourcing from Canada
3:00 to 4:15 pm	3A	Pamela Conway Vice President, CompuWorks	Business Intelligence in Excel – Using Pivot Tables & Other Tools to Make Your Data Work for You (Simplified for Today's Business Environment!)
	3B	James V. Kelly, C.P.M. CEO of JVKellyGroup, Inc.	Four Steps to Improved Supplier Risk Management
	3C	David L. Rivers, CFPIM, CIRM, CSCP APICS Int'l Board of Directors NE District Director	Keeping the Shop Running: Two Methods for MRO Point of Use Replenishment!
	3D	Bruce Arntzen, PhD Senior Research Director at MIT's Center for Transportation & Logistics	Future of Sourcing: Trends & Technologies in Logistics, Supply Chain, and Manufacturing
	3E	Keith Launchbury, CFPIM, CIRM, CSCP President of Keith Launchbury & Associates, and Past President of APICS International	How to Develop the Talents Necessary for the Future Leaders of Bio Supply Networks
	3T	Roy Anderson VP of Procurement Services, Metasys Technologies, Inc.	What Might Procurement Look Like in the Future? Are you Ready??
4:30 to 4:45 pm		Raffle & Exhibitor Drawings in Exhibit Hall	