

2011 New England Supply Chain Conference & Educational Exhibition

Monday, October 3, 2011

Best Western Royal Plaza Hotel & Trade Center, Marlborough Massachusetts

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



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New England Collaborative

- APICS Boston Chapter
- APICS North Shore Chapter
- New England Roundtable: Council of Supply Chain Management Professionals (CSCMP)
- The Northeast Supply Management Group (NSMG) a special interest group of ISM™

Premier/Platinum Sponsor & Exhibitor 2011:

- Canadian Consulate 

2011 Exhibitors (so far!)

- Ariba
- Coptech Digital
- Office Max
- Metasys
- W.B. Mason
- Canadian Consulate

Marlborough, MA, October 3, 2011: The New England Supply Chain Conference & Exhibition will be taking place on October 3, 2011 at the Best Western Royal Plaza Hotel & Trade Center. This conference provides an excellent opportunity for individuals to keep pace with rapid change in the supply management profession. Early-bird discounts are available until September 16, 2011. **Only \$199** for the entire day--a true value!

Registration and program information is available on-line at: www.nescon.org

Member organizations of the New England Collaborative have consistently received rave reviews for not only delivering seminars with value – “A great bang-for-the-buck!” Attendees agree that this seminar 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 2010 conference, with six distinct learning tracks, two Keynote Speakers 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 with a first class, **LOCAL** event.

Six Custom Learning Tracks: Supply Chain Leadership & Microsoft Office Tools for Business, Improving the Biotech Supply Chain, Purchasing & Materials Management, Global Logistics, Demand Planning + Forecasting, and Supplier Showcase

2010 attendees were excited by the inclusion of several premiere 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 & benchmark with others in your profession!*

<ul style="list-style-type: none"> ➤ Microsoft 2010 – Key Changes & Tips (Word, Outlook, Excel, & PowerPoint) ➤ Business Intelligence in Excel (Pivot Tables & Other Tools!) ➤ Supply Chain Leadership – Adapting to a Changing Environment
<ul style="list-style-type: none"> ➤ New Wrinkles in Procurement Law ➤ Outsourcing 2011 – Latest Trends, Mine-fields, & Opportunities ➤ Supply Chain Risk Mgt – Key Steps to Improve = A Very Timely Topic!!
<ul style="list-style-type: none"> ➤ Improve Decision Making & Core Leadership Strengths (for Supply Chain Managers) ➤ Intermediate Logistics - Incoterms 2010 = From a Procurement Perspective ➤ Advanced Logistics – The Future: Trends/Technologies in Logistics, Supply Chain, & Mfg
<ul style="list-style-type: none"> ➤ Ten Essential Lessons of ERP Implementations ➤ Building and Sustaining Transformational Supply Chain Capabilities ➤ Keeping the Shop Running - Two Methods for MRO Point of Use Replenishment!
<ul style="list-style-type: none"> ➤ Driving Biotech Supplier/Dist/Provider Collaboration for Cross Ind Ops Excellence! ➤ Leveraging Biotech S&OP, To Master A Volatile Environment ➤ How to Develop Talents Necessary for Future Leaders of Bio Supply Networks ➤ Economic Outlook - A New England Perspective (Special segment on the adverse effects of the recession, and the forecast for recovery)

6 TRACKS:**A: Supply Chain Leadership & Microsoft Office Tools for Business****C: Operations Mgt: Demand Planning + Forecasting****E: Improving the Biotech Supply Chain***Also, special benefits for unemployed attendees!***B: Purchasing & Materials Management****D: Global Logistics****F: Supplier Showcase.***New content added weekly! And don't forget our Sunday Night Reception on Sun Oct 2 @ 7 PM (INCLUDED!!) Monday Oct 3 schedule is below:*

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 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 4:00 pm	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. Matava Managing Partner, ThinkSolutions, Inc.	Outsourcing 2011 – The Latest Trends & Mine Fields, as well as Opportunities Your Company Can Leverage!
		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	TBD	Key Steps Towards 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		