



2012 New England Supply Chain Conference & Exhibition

www.nescon.org

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 1, 2012

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

Supply Chain Best Practices *Leverage Learning for Supply Chain Excellence and Sustainability*

- Fully leverage your training dollars: **SAME 2011 low prices!**
 - 18 workshops and 6 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 keynotes, Speakers, and Exhibitors
- Network with your peers, and bring back "free consulting!"
- Earn Continuing Education Hours (CEH's) towards certification and recertification from both APICS and ISM
- ***Budgets so tight you can only go to ~~one~~ training conference this year?***
 - ***THIS IS THE ONE!***
 - ***Local * low cost * comprehensive ****
- ***Leaders, this is a good way to reward your loyal & hard working teams!***

Sign up now, while the Early Bird rate of \$199 TOTAL still applies (Only through Friday 09/14/12!) Includes presentations, exhibits, and meals.

For more Info: www.nescon.org

To Register: [REGISTER NOW](#)

PROGRAM & SPEAKERS

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

SUNDAY, OCTOBER 1, 2012

Schedule	Sessions	Presenter	Topic
4:00 to 7:00 pm	Registration Opens	REGISTRATION DESK	
7:00 to 9:00 pm	Sunday night Networking / Welcome	Sunday Night Networking (Optional)	Come early on Sunday evening at 7 pm, to network with your fellow conference attendees & colleagues, at Best Western's indoor Courtyard (cash bar). If you plan to attend, please send email through the Contact Us page

MONDAY, OCTOBER 3, 2012

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	Intro to Windows 7 (With a Sneak Preview of What's Coming in Windows 8 = Get Ready for More Changes!)
	1B	Roy Anderson VP of Procurement Services, Metasys Technologies, Inc.	Integrate Innovation into Your Procurement Strategy, and Deliver Value
	1C	William Howell Chief Information Officer, RAND Corporation	The Seven Deadly Sins of Project Management
	1D	Cynthia Wilkinson Director, Supply Chain Sustainability, Staples, Inc.	Supply Chain Sustainability – Driving Environmental AND Financial Benefits from Quick Wins to Competitive Advantage
	1E	David Liddell , President & Founder, SKYE Business Solutions	Increase Your Leadership Effectiveness through Influential Communication
	1T	Christopher J. Russell, CPIM , Vice President Inventory Optimization, Logility Inc.	Inventory Optimization
11:30 am to 1:15 pm	Keynote & Lunch		
12:30 to 4:00 pm		Dessert & Snacks in Exhibit Hall	
1:30 to 2:45 pm	2A	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
	2B	Richard G. Weissman, C.P.M. Director of Corporate Education & The Center for Leadership, Endicott College	Three Dimensional Negotiations: Balancing Internal and External Forces
	2C	Anthony Zampello, CPIM, CIRM, CSCP President, Zampello and Associates	Sales & Operations Planning – Master Planning: How They Work Together
	2D	Nicolas Frischer Manager, UPS Supply Chain Solutions	Ocean and Airfreight Industry Conditions – Dilemmas Confronting Today's Shippers

	2E	Gurpreet Singh, MBA, CSSBB, CPSD, CPSM & C.P.M. Founder and President, Strategic Supply Chain & Six Sigma Consulting LLC and Legal Sourcing LLC	Successful Navigation Through Off-Shore & Cross-Cultural Communications & Negotiations = Do's and Don'ts
	2T	Canadian Consulate–TBD	Canada – the Best Value Nearshoring Option!
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	Mickey North Rizza Vice-President Strategic Services, BravoSolution	Supply Chain Risk Management: Building Resilience Into Your Supply Chain
	3C	James R. Cote Executive Director, Northeast Operations, Foundation for Financial Education	Where Finance & Operations Meet
	3D	Jack T. Ampuja, CTL, C.P.M., CCSP, President & CEO, Supply Chain Optimizers	Optimizing Global Supply Chains Through Packaging
	3E	Jennifer Touma Corporate Account Manager, President, Mindscape	The Martial Art Strategy of Business Leadership: The Power of 3
	3T	Doug Markham, President, iPower Distribution Group of New England, Inc.	How to Achieve Rapid, Significant, and Permanent Inventory Reduction through Proper Selection of Replenishment Systems
4:30 to 4:45 pm		Raffle & Exhibitor Drawings in Exhibit Hall	

Web: www.newenglandsupplychainconference.org
General Information: info@newenglandsupplychainconference.org
Exhibitor Services: exhibits@newenglandsupplychainconference.org

Six Custom Learning Tracks: Supply Chain Leadership & Communication & Teambuilding, Microsoft Office Tools for Business, Purchasing & Materials Management, Global Logistics, Operations Mgt: ERP & Supply Chain, and Supplier Showcase

2011 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!

<ul style="list-style-type: none"> ➤ Windows 7 – Intro (and What's Coming in Windows 8 = Get Ready for More Changes!) ➤ Microsoft Office 2013 – Key Changes & Tips (Word, Outlook, Excel, & PowerPoint) ➤ Business Intelligence in Excel (Pivot Tables & Other Tools!)
<ul style="list-style-type: none"> ➤ Three Dimensional Negotiations: Balancing Internal and External Forces ➤ Strategy – Integrate Innovation into Your Procurement Strategy, and Deliver Value ➤ Supply Chain Risk Management: Building Resilience Into Your Supply Chain
<ul style="list-style-type: none"> ➤ Logistics - Ocean & Airfreight Industry Conditions – Shipping Dilemmas ➤ Packaging - Optimizing Global Supply Chains Through Packaging ➤ Supply Chain Sustainability – Driving Environmental AND Financial Benefits
<ul style="list-style-type: none"> ➤ Seven Deadly Sins of Project Mgt ➤ Sales & Operations Planning – Master Planning: How They Work Together ➤ Where Finance & Operations Meet
<ul style="list-style-type: none"> ➤ Increase Your Leadership Effectiveness through Influential Communication ➤ Off-Shore & Cross-Cultural Communications & Negotiations = Do's and Don'ts ➤ The Martial Art Strategy of Business Leadership ➤ Economic Outlook – A New England Perspective (Special segment on the adverse effects of the recession, & the forecast for recovery) ➤ Supplier Showcase plus more!!