

NEW ENGLAND SUPPLY CHAIN CONFERENCE MONDAY OCTOBER 7, 2013

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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 2013 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 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 2013 New England Supply Chain
Conference Steering Committee*
www.nescon.org

A collaborative effort sponsored by the leading supply chain management organizations in all of New England

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CONFERENCE SUPPORTERS

Optimize Your Supply Chain
With Winning
Business Strategies

6 EDUCATIONAL TRACKS:

- *Microsoft Office Tools for Business (Track A)*
- *Negotiations (Track B)*
- *Operations Management Toolbox (Track C)*
- *Project Management (Track D)*
- *Logistics (Track E)*
- *Supplier Showcase (Track T)*

North Shore Chapter
& Boston Chapter
& South Shore Chapter

Northeast Supply
Management Group

NEW ENGLAND SUPPLY CHAIN CONFERENCE AND EXHIBITION

Sunday, October 6, 2013

4:00 PM - 7:00 PM REGISTRATION

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

Monday, October 7, 2013

7:30 AM - 8:15 AM CONFERENCE REGISTRATION with Continental Breakfast

8:00 AM - 5:00 PM EXHIBIT HALL OPEN

Track A - Microsoft Office Tools for Business

Track B - Negotiations

Track C - Operations Management Toolbox

Track D - Project Management

Track E - Logistics

Track T - Supplier Showcase

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 during this breakfast.

9:45 PM - 10:00 AM **BREAK: EXHIBIT HALL**

10:00 - 11:15 AM EDUCATIONAL SESSIONS

A-1

Mary Ellis, Sr. Trainer, New Horizons Computer Learning Centers

(Microsoft Office
Tools for Business)

Intro to Windows 8 (and What's Coming in Windows 8.1) = Get Ready for More Changes!

Windows 8.1 brings together everything you do – from new mobile apps for your business, to Office productivity work, to searching and browsing, to accessing all your data from anywhere. Your Windows experience works across all your devices – from the best business tablet, to a thin and light notebook, to your high-performance workstation or all-in-one, whether you are at home, in or around the office, or working on the road. In this session we will offer attendees a comprehensive look at the new features of Windows 8.1 and all it has to offer users. Topics & demonstrations will include previews of:

- Navigating the Windows 8.1 Environment
- Working with Common Features
- How to Search for Applications
- How to Pin Applications to Desktop Taskbar and Start Screen
- Wireless access
- File Explorer
- Start Screen "Modern App"

B-1
(Negotiations)

Moshe Cohen, MBA, President & Founder, The Negotiating Table
Negotiations 101: Strategies, Skills, and Tips for Procurement Negotiations

Procurement negotiations involve far more than haggling for better prices. Purchasing professionals must often negotiate aggressively on price, while crafting complex deals that ensure the delivery of high quality products and services to their organizations. They need to create partnerships and gain leverage/priority with powerful vendors while adhering to regulations and company directives, and at the same time, negotiate favorable terms for their companies. In addition to the external negotiations with vendors, procurement professionals often need to negotiate internally, so as to be brought into deals earlier and to be given more leverage to negotiate. This session provides strategies, skills, and tips for negotiating effectively in this complex environment.

C-1
(Operations
Management
Toolbox)

Daniel A. Marino, CPIM, Senior Partner, Marino Associates, LLC
Demand & Supply Variability: Execution Perfection Through Process Alignment

Execution Perfection is the essential for today's business managers who seek to maximize their organizations' revenues, profits, and market share by effectively responding to demand and supply variability.

The alignment of S&OP, SCM, and Lean Business Practices, with strategic plans, business plans, and detailed processes will assist in providing Execution Perfection. The following is a list of benefits that an organization can achieve, if execution perfection is realized:

- Communicate the corporate strategy, to enhance tactical planning throughout the organization
- Developing collaborative demand & supply information
- Provide reasonable future revenue management data
- Develop accurate demand information
- Enhance relationships with customers
- Furnish a tool for evaluating risk
- Deliver information for contingency planning

This presentation will focus on the basic principles and practices, from the S&OP process through Lean Supply Chain Management and Lean Business Applications. The presentation demonstrates the importance of alignment of these processes with the collaboration of the management team working in harmony to achieve Execution Perfection.

D-1
(Project
Management)

**Alan G. Dunn, CPIM, APICS Board of Directors, 2014 Chair-Elect,
and President/Chairman, GDI Consulting & Training Company**
Project Management 101: The Fundamentals

This presentation provides participants with an overview of the basic rules, roles, techniques and processes necessary to successfully manage any project. Through a unique 18-phase approach, the presenter will address project work content, organization and behavioral aspects of project management. Specifically, this presentation will provide an overview of the following learning points:

- How to define and scope a project endeavor
- The basic 18 phases of any project... the "Project Serpent"
- Non-negotiable principles of project management
- Tips for organizing effective project teams
- Tips for effectively plan and schedule a project
- Tips to improve project communications
- How to be an effective project leader and change agent
- How to identify and manage project risks

Technical, organizational and behavioral impediments to successful and rapid deployment of these techniques will also be addressed, so that participants can return to their respective companies and begin discussion of implementation of these techniques with their teams the following work day.

E-1
(Logistics)

Judith Taylor, CPIM, CIRM, CSCP, VP, Strategic Projects at NxStage Medical

Logistics: Delivery Network Optimization - A Case Study

- Does your company have an optimized network?
- Does your current logistics strategy support both your customer's demands and your product characteristics?
- Are you looking for ways to reduce your freight and distribution costs while improving customer service?
- Has your company adopted a one size fits all approach?

This will be an interactive presentation that allows you to review your company's current strategy and look for opportunities to improve it.

T-1
(Supplier Showcase)

Roy Anderson, EVP, MetaProcure, a division of Metasys Technologies, Inc.

Use a Procurement Utility to Write Your Organization's Next Success Story

Where is your organization on the Procurement Transformation Roadmap? Are you embracing next generation procurement methods and practices, or does your team spend most of its time completing transactional activities?

In this interactive workshop, Roy Anderson of MetaProcure will lead a discussion on the benefits of moving transactional activities to procurement services, and allowing your internal procurement team to focus on what matters most – strategic decision making that drives results. Limited bandwidth and declining budgets? No problem. A procurement utility can provide your organization with the tools, skill sets and capabilities that are standard in Fortune 50 companies.

Through case study examples and group discussion, we will examine how spend analytics, strategic sourcing, tail-spend management and 3rd party expertise moves procurement organizations to next generation procurement, and shifts the focus of internal stakeholders to strategic decision-making, supplier collaboration, innovation and management that generates significant and sustainable ROI.

All attendees will receive a complimentary Procurement Transformation Roadmap consultation.

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



Rick D. Blasgen, President & Chief Executive Officer, CSCMP

Thomas W. Derry, Chief Executive Officer, ISM

Alan G. Dunn, CPIM, APICS Board of Directors, 2014 Chair-Elect

Supply Chain Associations Executive Panel Luncheon Keynote (sponsored by Oracle)

NESCON has received rave reviews from its participants who benefit from affordable supply chain education in addition to what has often been described by attendees as "cross-pollination" networking opportunities. The 2013 conference theme is very fitting – "Optimize Your Supply Chain with Winning Business Strategies." Attendee feedback has consistently confirmed that the collaboration behind NESCON is a major winning strategy and is still "kicking!"

In support of that winning strategy, the NESCON Steering Committee has engaged the leadership of APICS, CSCMP and ISM to "re-enact" a special program featured at the inaugural event which helped set the stage for the many years of highly productive collaboration among "sister" supply chain professional associations and the successful delivery of key supply chain education. In 2004, the leadership of what was then APICS, ISM, and CLM (now CSCMP) were featured at the conference's luncheon "keynote address." Each association representative was provided time to deliver a brief "state-of-the-union" address and then participated in a highly informative panel discussion.

This year, the Supply Chain Association Executive Panel will address the audience, and engage in an open forum discussion covering key issues and challenges in the field of supply chain, including where we are going as a profession.

12:30 – 4:00 PM Across from the EXHIBIT HALL: Desserts & Snacks

A-2(Microsoft Office
Tools for Business)**Donna Papapietro, Principal, Independent Instructional Design & Educational Services*****What's New in Microsoft Office 2013 (and Office 365) – Changes & New Features in Outlook E-Mail, Word, PowerPoint, and Excel***

This workshop demonstrates what's new in the Microsoft Office 2013 Suite. Not seen in earlier versions of Word, Excel, PowerPoint and Outlook, are tools that increase productivity and enhance the quality of documents, spreadsheets and slide decks. Through detailed demonstration and discussion, participants receive a broad introduction to new tools and features and will leave with a good base in which to start using Office 2013 right away, at the office or at home. Topics covered in this session will include:

- Understanding the relationship between Office 2013, Office 365 and SkyDrive
- Updates to the Navigation Pane in Word
- Edit PDFs in Word
- Improved track changes in Word
- Updates in template selection in PowerPoint
- Benefits of updates in Presenter View in PowerPoint
- Improved searching in Outlook
- Manipulating the Ribbon
- Skype integration into Outlook
- New Read Mode in Word
- Bookmarking last edit in Word
- Using Quick Analysis in Excel
- New ways to insert media in PowerPoint
- Updates to the Navigation Pane in Outlook
- Applying picture formats
- Changes to the File tab
- And more....

B-2

(Negotiations)

Richard G. Weissman, C.P.M., Director of Corporate Education & The Center for Leadership, Endicott College***Intermediate Negotiations: Managing External and Internal Conflict in Negotiations***

Add resolving intrapersonal and interpersonal conflict to the job description of today's supply chain manager. Reduced staffs, increased pressure to perform, organizational uncertainty and an increasingly complex global and virtual supply network create the perfect environment for conflict to incubate, mature and thrive. Interorganizational conflict between firms may be especially damaging during negotiation, where relationships and efficient and effective lines of communication are mandatory.

Conflict management skills can be developed and reinforced by:

- Learning about types of workplace conflict,
- Identifying solutions, and
- Improving communication across gender, generational and cultural differences.

C-2(Operations
Management
Toolbox)**Michael D. Ford, CFPIM, CSCP, CQA, CRE, CQ, Principal, TQM Works Consulting*****How to Plan, Schedule, and Sequence for Demand-Based Manufacturing***

This presentation provides attendees with the means to align their purchasing and production plans with market demand. It is based on LEAN concepts that minimize all inventories: raw materials (RM), work-in-process (WIP), and finished goods (FG). The facilitator will engage participants in hands-on examples that demonstrate the calculation of material flow from receiving parts, through sub-assembly and ultimately end item production. Attendees will learn:

- The concepts behind demand-based manufacturing
- The requirements needed to execute flow
- How to calculate flow rates for RM, WIP and FG
- How to sequence mixed-model production (MMP) to match demand
- An algorithm that effectively sequences MMP

Note: participants will require pencils and calculators to perform the real-life example math exercises (or be good at math!).

D-2
(Project
Management)

Roy Anderson, EVP, MetaProcure, a division of Metasys Technologies, Inc.

Intermediate Project Management: Why Procurement Needs These Essential Skills to Optimize Solution Delivery / Project Success

Great sourcing teams need to understand and take advantage of the change dynamics inherent in the project management process. This is not about how to implement a software package, but rather how to transform a company using the project cadence and momentum. Project management is an underutilized tool, where procurement can create significant advantage in driving holistic supplier solutions. This session is meant to provide a procurement perspective on how this skill can build the cost management transformation engine.

Mastering this solution requires strong organization skills, a disciplined approach to task management, and the ability to communicate with, and influence others. The best project managers are able deliver results, obtain consensus, and deliver on time and within budget. They become invaluable within their organizations, and are able to make contributions that have lasting impact.

Using the implementation of a new technology (within a mid-sized company) as our "project", we will walk through topics.

We will also review how project management skills are needed in the next generation of supply management professionals.

In addition, we will discuss the characteristics of an effective project manager as well as tools & resources that are available to you, so that you can develop your skills & increase your effectiveness.

E-2
(Logistics)

Bill Lee, Vice President, Supply Chain Effectiveness, Breakthrough Fuel Co.

Energy in Transition: What Do the Massive Changes in Energy Availability Mean to The Logistics Industry

There are major transitions going on in the energy markets. Five years ago the topic of discussion was "peak" oil and the likelihood of a demand shock to the economy. Today, that is completely changed, and we now have more oil and other fossil fuels being discovered every day. Peak oil is dead, and now the issue is if there will there be a supply shock.

- However, does this naturally translate to "cheap" oil?
- What does this mean for national security and being "energy independent"?
- What does this mean to my supply chain strategy?

In an industry where energy makes up the majority of costs, and for an industry that is energy use intensive, these topics are some of the most important macro-economic topics we can think about. Bill will speak to the current events, and talk about some statistics which may surprise you. He will help you think through what this means to your business - whether you are a shipper or provider. Either way, you are dependent on managing your mobile energy to get goods to market - and this will help you devise a strategy to manage these shocks (both current and future), while not disrupting your supply chain.

T-2
(Supplier
Showcase)

Elvin Atkins, Principal Consultant, Supply Chain, Oracle USA, & Mike Mohr, Strategic Procurement Practice Lead, Enrich IT Inc.

Uncovering Savings: A Case Study in Using Oracle Spend Classification & Analytics to Drive Sourcing

Generating procurement saving is still on top of the agenda for most procurement organizations. However, many inhibitors keep organizations from identifying and realizing savings beyond the low hanging fruit. Join Oracle and Enrich, a premiere Oracle partner, as they present a case study on one organization that used Oracle tools to identify and source procurement savings opportunities and realize those savings. Find out how you can succeed in driving the next wave of procurement savings in your organization.

2:45 PM - 3:00 PM BREAK: EXHIBIT HALL

A-3 Donna Papapietro, Principal, Independent Instructional Design & Educational Services(Microsoft Office
Tools for Business)***Using Excel Pivot Tables & Other Tools to Make Your Data Work for You!***

Data is just data. To be useful, data needs to be arranged into information that you find useful. Excel provides Pivot Tables and other tools that manipulate and summarize large amounts of data from multiple sources. These tools help extract meaningful information to analyze a trend, aid in a business process, forecast a profit margin and more. Excel's Pivot Tables and other tools can make your data work for you. This workshop shows you how to do that, in a simple and straightforward manner!

Topics covered in this session will include:

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

B-3 Joe Rice, C.P.M., Trainer, Bob Benedict Negotiating Seminars, Inc.

(Negotiations)

ADVANCED NEGOTIATIONS: Negotiating With Single and Sole Source Suppliers

Executive Summary: Few negotiations are more difficult than those with single and sole source suppliers. With seemingly little negotiating leverage for the buyer, even minor concessions from the supplier seem grueling to obtain. This workshop details multiple leveraging concepts being used successfully by companies worldwide in single and sole source negotiations.

Some leveraging concepts addressed are:

- Componentizing
- Going back to the end user
- "Dual single sourcing"
- How to make credible that you would build the product in-house or design the supplier out
- Tying together single source and competitive business
- The single source supplier report card
- Maximizing product life cycle

Additional topics:

1. The impact of back door selling in creating unnecessary single source relationships
2. When single source situations are desirable and how to maintain them

C-3 Jim Limperis, C.P.M., CFPIM, Manager, Electronic Sheetmetal Craftsmen(Operations
Management
Toolbox)***Partnership-Spar-tnership: You Make the Call! How YOU Can Make or Break the Buyer/Supplier Relationship!***

In this workshop, the intent is to discuss how the relationship between a buyer and a supplier is predominantly dictated by the buyer's behavior, attitude, and direction.

Mr Limperis will demonstrate how today's buyers have, at times, myopically chosen to manage their partnerships or spar-tnerships, to the detriment of both parties. Jim will also share examples of buyers properly leveraging suppliers, so that both parties jointly drive down costs for a stronger total cost solution. The intent is to encourage more of the latter behavior, and less of the former, and to elicit interaction from the audience on their personal partnership paradigms. Buyers should walk away from the workshop with a few Aha! moments, as they may innocently see themselves in examples which they thought were intuitively fine, but did not look at it (in retrospect) from the supplier's or their own customer's perspective.

D-3 Neeraj Shah, PMP, MBA, Shire Pharmaceuticals, Associate Director - Global Supply Chain and Manufacturing IT(Project
Management)***Advanced Project Management: Project Portfolio Management - Aligning Projects with Business Objectives & Strategic Goals***

One of the key factors that drive the success of your organization depends on how well you can build a competitive edge that your competition cannot emulate easily. While you may have the best resources at your disposal, you may not still achieve your business objectives and strategic goals to meet the expectations of your management, if you are not doing the right thing.

D-3 (cont'd)

(Project Management)

If you are a senior project manager with multiple projects under your belt, a program manager, or part of the project management office, you most likely have asked yourself:

- How am I going to balance the demand from various sets of business customers
- How do I stay aligned with business objectives and deliver maximum value to the organization.

Key benefits of this presentation: You will have an opportunity to improve your knowledge on how to build a robust project governance model, and learn about project portfolio management lifecycle - a good project portfolio management process is the underlying factor for strong project governance. During this session, Neeraj will share his experience in managing a portfolio of technology projects in the bio-pharmaceutical industry (which is not typical to any one industry and could be easily applied to any industry) for managing lifecycles of capital, mfg, process improvement, maint, IT, or R&D projects.

Project portfolio management is about "Doing Right Things Right" – a view expressed by Microsoft Corporation, senior executives of many organizations, as well as multiple project portfolio managers.

E-3

(Logistics)

Dr. Yossi Sheffi, Dir of (& Professor at) the MIT Center for Transportation & Logistics (CTL)

Logistics Clusters: Delivering Value & Driving Growth

Why is Memphis home to hundreds of motor carrier terminals and distribution centers? Why does the tiny island-nation of Singapore handle a fifth of the world's maritime containers and half the world's annual supply of crude oil? Which jobs can replace lost manufacturing jobs in advanced economies? Some of the answers to these questions are rooted in the phenomenon of logistics clusters -- geographically concentrated sets of logistics-related business activities. In this session, supply chain management expert Yossi Sheffi explains why Memphis, Singapore, Chicago, Rotterdam, Los Angeles and scores of other locations have been successful in developing such clusters, while others have not.

The "positive feedback loop" of logistics clusters dvpt (differentiators from other industrial clusters)

- How logistics clusters "add value" by generating other industrial activities
- Why firms should locate their distribution and value-added activities in logistics clusters, and
- The proper role of government support, in the form of investment, regulation, and trade policy.

T-3

(Supplier Showcase)

Don Hatcher, Account Executive, Ariba, Inc., *The New World of the Networked Business*

A revolution is underway where businesses and their systems are connecting to digital communities of existing and potential partners. In this world, sellers quickly find new business opportunities with a network of purchase-ready prospects, buyers efficiently discover new sources of supply and coordinate orders across their supply chains – all in real time, and companies have transparency into payables and receivables to make better working capital decisions. In this session we'll investigate the key elements that allow the emerging leaders to embrace the new world of networked business and identify what steps you must take to continue to flourish. Participants in this session can expect to:

- Discover how best-in-class companies leverage inter-enterprise collaboration, as a means to mitigate supply chain risk, and drive revenue growth and profitability
- Hear how leading customers in the supply chain have built a collaborative sourcing and supplier management program, that leverages world class web-based technology and tools.

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 Continuing Education Hours (CEH's) earned for APICS & 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/cqi-bin/2013/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>We are Vermont's local community bank, since 1867 http://www.nsbvt.com</p>
	<p>Staples – that was easy http://www.staples.com</p>
	<p>TIE Kinetix – Total Integrated E-Commerce http://www.TIEKinetix.com</p>
	<p>Zampello and Associates, Educator & Consultant http://www.linkedin.com/in/anthonyzampello</p>

EXHIBITORS

	<p>Ariba, the World's Business Commerce Network. http://www.ariba.com</p>
	<p>Managed file transfer, network fax and messaging solutions made easy! http://www.cleo.com</p>
	<p>Procurement Intelligence Starts Here. http://www.eplus.com/software</p>
	<p>Everybody. Everyday. http://www.gbmp.org</p>



Protection by design
<http://www.indexpackaging.com>



Integrated VMI Solutions Supporting Lean Manufacturing Initiatives.
<http://ipowerne.com>



Next Generation Procurement
<http://www.MetaProcure.com>



Academic rigor with practical application.
<http://damore-mckim.northeastern.edu/grad/certificates>



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



ThomasNet.com – Supplier Discovery & Product Sourcing.
<http://www.thomasnet.com>



TIE Kinetix – Total Integrated E-Commerce.
<http://www.TIEKinetix.com>



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



Winbrook is a single-source provider of collaborative business solutions, that streamline operations, reduce costs & improve profitability.
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Your Logo Can Be Here in 2014!

NESCON 2014 is on Monday October 6, 2014!



Certificate of Completion

2013 New England Supply Chain Conference & Educational Exhibition Monday, October 7, 2013

APICS / CSCMP / ISM	*****SAMPLE ONLY*****
ID# :	SAMPLE ONLY
First and Last Name:	*****SAMPLE ONLY*****
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<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 8		Negotiations 101: Strategies, Skills, & Tips (Procurement Negotiations)		Demand & Supply Variability: Execution Perfection / Process Alignment		Project Management 101: The Fundamentals		Logistics: Delivery Network Optimization - A Case Study		Procurement Utility to Write Your Organization's Next Success Story	
12:00 – 1:00	1.0	*****SAMPLE ONLY***** Supply Chain Associations Executive Panel Luncheon Keynote (sponsored by Oracle)											
1:30 – 2:45 Session 2	1.25	What's New in Microsoft Office 2013 (and Office 365)		Intermediate Negotiations: Managing External & Internal Conflict in Negotiations		How to Plan, Schedule, and Sequence for Demand-Based Mfg.		Intermediate Project Management: Why Procurement Needs These Essential Skills		Energy in Transition: What Do the Massive Changes in Energy Availability Mean		Uncovering Savings: Case Study in Using Oracle Spend Classification & Analytics to Drive Sourcing	
3:00 – 4:15 Session 3	1.25	Using Excel Pivot Tables & Other Tools to Make Your Data Work for You!		Advanced Negotiations: Negotiating With Single & Sole Source Suppliers		Partnership-Spar-tnership: You Make the Call! How YOU Can Make or Break the Buyer / Supplier Relationship!		Advanced Project Mgt: Project / Portfolio Mgt - Aligning Projects with Business Objectives & Strategic Goals		Logistics Clusters: Delivering Value & Driving Growth		The New World of the Networked Business	
Total Hours:	6.25	****SAMPLE ONLY*****		****SAMPLE ONLY*****		****SAMPLE ONLY*****		****SAMPLE ONLY*****		****SAMPLE ONLY*****		****SAMPLE ONLY*****	

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