



New England Supply Chain  
Conference and Exposition

MONDAY OCTOBER 1, 2018  
[www.NESCON.org](http://www.NESCON.org)

*Supply Chain Training & Development in Your Own Backyard!*

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Hello Everyone,

October 1, 2018

Welcome to the 2018 New England Supply Chain Conference! The 2018 NESCON Steering Committee and I thank you for your participation in NESCON this year. I'd like to point out some important items in your attendee packet.

**Conference Brochure** - Full descriptions for each session and the CEH form are in this conference brochure. Be sure to retain your proof of attendance on the last page for your records.

**Session Room Assignments** - Room locations for each session are on a separate sheet.

**Raffle Card** – Eligible raffle cards are used for the end-of-day drawing for some fabulous prizes! We encourage you to spend time with each exhibitor. Discover innovative and practical solutions for you and your organization and gain your chance to win one of several great raffle prizes. All exhibitors must stamp your raffle card for it to be eligible in the drawing, and you must be present to win. One raffle card per attendee.

**Complimentary Pen and Tote** – As a thank you for your participation in NESCON 2018, we've provided you with a pen and tote (supplies limited to first 100 arrivals). The tote is to store all your NESCON items. Please be sure to use your pen to fill out a speaker evaluation at the end of each session, as well as the conference evaluation at the end of the day! Your feedback is key to keeping us on a path of continuous improvement with future NESCON program development, and we look forward to reading your survey responses.

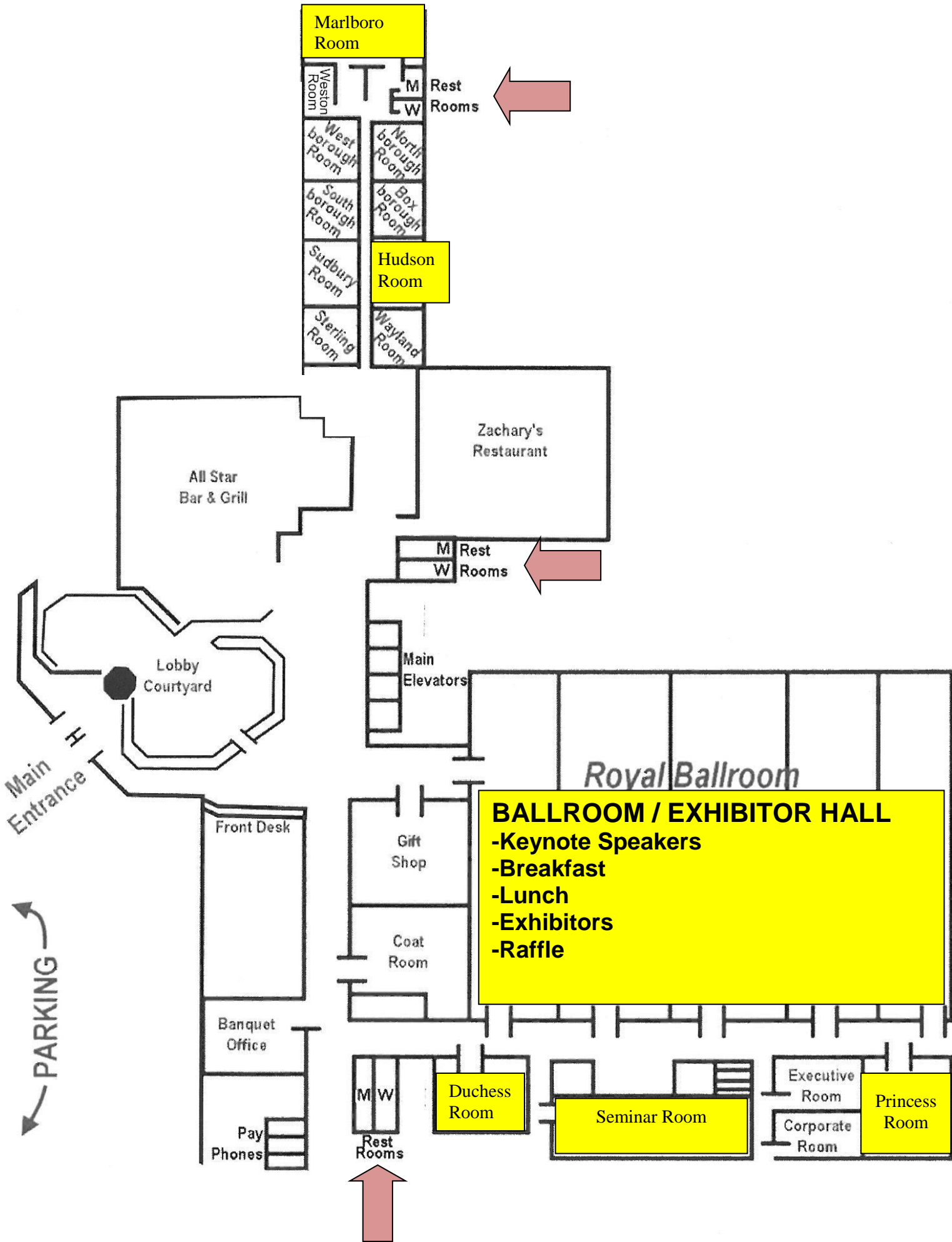
Once again, welcome –

Diane Cotter, ISM-NH  
Conference Chair, NESCON 2018

You will find the PowerPoint presentations for the conference:

<https://www.newenglandsupplychainconference.org/programs-speakers/presentations>

The Password will be given out at the conference.



## Sunday, September 30, 2018

5:30 PM - 7:00 PM REGISTRATION

7:30 PM - 9:00 PM CONFERENCE RECEPTION (Cash Bar)

**Track A – Procurement**

**Track B – Logistics**

**Track C – Operations**

**Track D - SCM 101**

## Monday, October 1, 2018

7:30 AM – 9:00 AM **CONFERENCE REGISTRATION** with Continental Breakfast

7:30 AM – 5:00 PM **EXHIBIT HALL OPEN**

10:00 AM - 2:00 PM

### **Supply Chain Career Consulting (Career Guidance/Resume Review-Guidance)**

Are you questioning your career path? Are you new to the Supply Chain profession? Come visit **Gerry Fernandez from Gabriele & Company** (Recruiters for Materials and Manufacturing) for some career guidance and resume review/guidance. Sign-up sheet will be posted in the morning...first come first serve!

**8:00 - 8:45 AM**

### **BREAKFAST PANELS/DISCUSSIONS**



**Andrew Bartolini**, Managing Partner & Chief Research Officer, Ardent Partners



**Bruce Welty**, Founder/Chairman, Locus Robotics



**Mickey North Rizza**, Vice President for Enterprise Applications and Digital Commerce, IDC



**David S. Jacoby**, President of Boston Strategies International

### ***CPO Breakfast Panel: Thoughts on the Future of SCM***

Each panelist will give a few remarks and then interact with the audience in a spirited dialog. This is a great opportunity to get the headline views of our SCM thought leaders and gives them an opportunity to hear from you.



Daniel Sanchez, **Discussion Leader**

### ***Emerging Professionals Breakfast: Specialist or Generalist***

30 Under 30 ISM/Thomasnet winner Daniel Sanchez will lead a discussion for those early in their career, or even thinking about SCM as a career, on whether one should take a "Generalist or a Specialist Approach". Should you be a specialist with deep industry knowledge within a specific set of categories or should you be a generalist capable of learning and interacting across an array of categories

**9:00 - 10:15 AM**

### **BREAKFAST & KEYNOTE ADDRESS**



**Fred Carstensen**, Professor of Finance and Economics and Director of the Connecticut Center for Economic Analysis, University of Connecticut

### ***Welcome and Business Outlook Keynote: Global Economic Disruption: Choices for American Businesses***

America does not have the weight in the world economy it once had (fallen to about 15% of global GDP). The entire G-7 now is smaller than the E-7 (the top seven emerging economies). The rest of the world realizes that the best strategy is to build new multilateral trade deals that exclude the United States, and then to work at replacing the dollar as the preferred reserve currency while also building financial networks that exclude American banks. No one has done so much to push the nations of the world to collaborate in new ways than the current U.S. administration. China will take the prominent role in writing the new rules of global commerce — very much to the permanent detriment of America.

10:15 – 10:30 AM

**BREAK: TIME TO VISIT EXHIBITORS**

10:30 - 11:45 AM

**EDUCATIONAL SESSION**

**1-A**  
**Procurement**



**Andrew Bartolini**, Managing Partner & Chief Research Officer,  
Ardent Partners

***Procurement Technologies 2024***

In today's age of innovation and intelligence, procurement leaders that consistently leverage new technology innovations will enjoy a significant competitive advantage and truly challenge the conventional wisdom of what is possible for procurement. Technologies like artificial intelligence (AI), machine learning, blockchain, advanced analytics for big data and robotic process automation (RPA) are emerging solutions that will fundamentally change the procurement industry.

**1-B**  
**Logistics**



**Lewis Frazer**, Senior Vice President of Operations, Barrett Distribution Centers



**Bruce Welty**, Founder/Chairman, Locus Robotics

***Autonomous Robots in the Warehouse: Concept, Development, and Real-Life Application***

With the reduction in financial barriers and overall improvement in capabilities, robotics implementations in the warehouse are becoming a reality to more and more distribution centers, especially 3<sup>rd</sup> party fulfillment (3PF) providers who have been seeking a solution that can handle the requirements of all their customers. Given that a typical 3PF signs shorter term contracts (average is 3.7 years); its automation cannot be specific to a single customer. Historically, for this reason, 3PF companies have been unable to justify the expense of most material handling equipment (MHE) in their operations.

This presentation will begin with the founder of Locus Robotics discussing his own experience using Kiva at Locus' predecessor company (Quiet Logistics) and how, once Amazon purchased Kiva Systems, and ceased commercial operations, his team decided to build the next generation robot to Kiva.

As a case-study example, using slides and video, Lewis Fraser of Barrett Distribution will discuss the integration of the "Locus System" at his warehouse in Franklin, and the systemic/physical integration challenges they worked through with Locus to optimize the use of the robots. After using the system in production for 6 months, it became clear that there was a further optimization opportunity, if they made physical changes with the robots' capabilities in mind. They redesigned some workflow and systemic processes and modified the physical plant to include mezzanines.

Lewis will talk about the thought processes around using this Locus system in a complex 3PF environment, and how Locus affected their:

- cost throughput,
- SLA performance, and
- order cycle times.

In summary, the current generation of autonomous robots assisting humans in the performance of warehouse tasks has lowered the barriers to entry, reduced risk and resulted in a quicker payback. In 2018, the warehouse has become the epicenter in the implementation of the newest, most important technologies in tech today:

- Robotics,
- AI (Artificial Intelligence) & Machine Learning,
- Big Data,
- Sensors, and
- Autonomous Navigation,

--resulting in real operational improvements. Who would have ever thought that warehousing could be so exciting?!

**1-C**  
**Operations**



**Mickey North Rizza**, Vice President for Enterprise Applications and Digital Commerce, IDC

***Surviving and Thriving in the Digital Economy***

For the last several years the world has been hearing about digital transformation (DX). The digital economy has finally arrived filled with new sources of innovation and creativity that is enhancing our business experiences and improving financial performance. Decision making has moved to an evidence-based culture that is now doubling our workplace productivity. And all of it revolves around the 3rd platform technologies such as cloud, social, mobile and big data, along with the innovation accelerators of IoT, robotics, intelligence and advanced analytics. The digital economy is changing our businesses significantly, from our reliance on our resources of people, processes and technology to the way we work to how we measure and report performance. The digital economy is impacting everything in our work life. Surviving the shift requires knowledge in four key areas:

- Understanding DX and how it is changing the organization
- Recognizing the attributes of the digitally transformed organization
- Altering your perception of reality to the unknown
- Becoming a disrupter focused on delivering value in the digital economy

**1-D**  
**SCM 101**



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

***Pivot Tables for Intermediate Users***

A pivot table report can help you see the “big picture”, by summarizing and analyzing your data. Your worksheet has lots of data, but do you know what the numbers mean? Does your data answer all your business questions? PivotTable reports can help to analyze numerical data, and answer questions about it. In seconds you can see who sold the most, and where. See which quarters were the most profitable, and which product sold best. Ask questions, see the answers – without entering a single formula!

- Creating Pivot Tables
- Manipulate Pivot Tables
- Creating Pivot Charts
- Sorting the data
- Adding slicers
- Adding Calculated Fields
- And more...

12:00 - 1:15 PM

**Keynote Address, Luncheon and Hall of Fame Award**



**Sudy Bharadwaj**, Executive, SAP Ariba Supply Chain

***Making Sense of it All – Blockchain, Internet of Things and Artificial Intelligence***

Next generation technologies can offer organizations hurry-up and wait forms of value. In the late 1990s, the world was abuzz with e-Business hype, then the 2000s saw widespread adoption of e-Business principles, which are now commonplace. Some companies were early adopters and thrived; some organizations kept up and survived. Today's next generation technologies include Blockchain, Internet of Things and Artificial Intelligence. Each of these technologies can offer an evolutionary shift in how organizations plan and execute their business. For each of these technologies, we will discuss what the basic definitions are within a supply chain or business context.

Once the baseline definitions have been established, we will review how each of these technologies enable next-generation supply chain capabilities and how supply chain performance can be improved.

Once the "how" has been addressed, we shift over to the why by analyzing the business reasons, or value proposition of these technologies for today's supply chains. By value proposition, we will discuss pragmatic financials, which executives are measured on:

- Gross Margins,
- Cost of Goods Sold,
- Inventory,
- Return on Assets,
- Etc.

1:15 – 1:45 PM

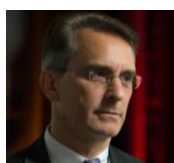
**BREAK: TIME TO VISIT EXHIBITORS**

1:45 – 3:00 PM

**Educational Sessions**

2-A

**Procurement**



**David S. Jacoby**, President of Boston Strategies International

***Tariffs, Trade Wars, and Your Global Supply Chain***

Global trade is heading toward chaos. Globalization has in part been a zero-sum game over the last 20 years, as China's middle and upper classes have grown sharply, while Western economies have stagnated. Wealthy countries, most notably the United States and the United Kingdom, are now on the brink of abandoning free trade, as it includes both the principles and the theories behind it, because their economies cannot compete with those of China and certain other developing countries.

A "new multilateralism" can provide a way out of this impending disaster, by preserving innovation and growth, while also curbing the impact of countries that manipulate currency, disparage the environment, and violate human rights. Jacoby clearly explains how industrialized nations can compete on a basis of differentiated technology and innovation, while letting developing countries compete on a basis of manufacturing, components, and materials, and makes a strong case for why the West should recommit to global trade.

This session will:

- Explain the reasons behind current populist trends around the world
- Identify the challenges and failures of globalization
- Profile countries that have developed under different trade frameworks
- Assess models of isolationism and protectionism
- Deliver a policy prescription for a new global trade order

**2-B**  
**Logistics**



**Giles Taylor**, Owner and President, Trans-solutions, Inc.

***Transportation Solutions in a Full Employment Economy***

This presentation has been created for a decision maker/buyer of transportation services. The content is focused on a review of why transportation matters, coverage of all modes and services of transportation, pricing structures and what and when which carrier type and which carrier should be utilized. Included will be the trade-offs that should be considered among your choices of Truckload, Rail, Intermodal, Ocean, Air, LTL, Small Package, Courier and Specialty modes of transportation

**2-C**  
**Operations**



**Michael D. Ford**, Principal, TQM Works Consulting

***Purpleocity – Creating Sustainable Supply Chain Advantage***

“No two species can coexist that make their living in the identical way”, an observation by Professor G.F. Gause, and this may be analogous to dinosaurs becoming extinct because they didn’t adapt. We sometimes forget to apply this important concept to our professional and personal lives.

Purpleocity, which is loosely based on Seth Godin’s Purple Cow theories, takes a light hearted and interactive look at the art of determining, developing and leveraging your core competencies and creating a sustainable competitive advantage.

This high energy session promises to get your creative juices flowing and send you home with dozens of ideas on how to become PURPLE and stand out from the competition!!!

The audience will be engaged in two specific exercises:

1. Identifying an example of a leader who motivated people to produce results, and how they did it
2. What competitive factor will they compete on, i.e. how will they be PURPLE

NOTE: attendees are strongly encouraged to dress in PURPLE for this event!

**2-D**  
**SCM 101**



**Foad Mahdavi Pajouh**, Assistant Professor, UMass Boston

***Operations Management for Service Oriented Firms***

This talk describes the central role of services in an economy. We identify and differentiate the five stages of economic activity. We explain the essential features of the service-dominant logic. This presentation identifies and critiques the six distinctive characteristics of a service operation and explains the implications for managers. We describe a service using the service package dimensions. Finally, we emphasize the importance of using management science tools and techniques to manage operations in the service sector.

3:00 - 3:20 PM

**BREAK: TIME TO VISIT EXHIBITORS**

Time's running out—don't forget to visit the exhibitors to gain new insights and have your raffle card stamped. And, in the spirit of continuous improvement, please [complete the conference evaluation form](#)—the Steering Committee uses the information provided to make NESCON the best it can be.

3:20 - 4:35 PM

**Educational Sessions**

**3-A**  
**Procurement**



**Jonathan Hughes**, Partner, Strategic Sourcing & Supply Chain Management Practice Leader, Vantage Partners

***Negotiation Strategies in a World of Distrust***

Globalization has taken a turn. Just when seamless supply chains reached a level of sophistication and systems embraced opportunities for geometric increases in effectiveness, we have been thrown into a global populist movement that eradicates continuity and predictability both internally and externally. Is distrust too strong a word to use for our current condition? Maybe, maybe not, but we need to build a new dimension into our negotiation strategies: that is: the assessment of the risk of arbitrary changes in the culture of our agreements.

**3-B**  
**Logistics**



**Kevin Lyons**, Associate Professor, Professional Practice, Rutgers Business School, Rutgers University

***Our Role in SCM Sustainability***

The myriad implications when we use the word "sustainability" in supply chain management are infrequently addressed strategically and in a comprehensive orderly manner. Usually we think of sustainability as a one-off instance when we need a "conflict" material, or someone decides that we should use paper rather than plastic straws. That is not good enough. SCM managers, as senior drivers of the economy, must build global sustainability into our budgets and, thus, into our product or service pricing. Our speaker will present a mosaic that leads to being good citizens at the same time as being good managers.



**3-C**  
**Operations**



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

***What's New in Microsoft 2019***

Windows 10 (with the new Fall 2018 Update), and the soon to come Office 2019, 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/Office experience works across all your devices – from the best business tablet, smartphone, 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 10 and all it has to offer users. Topics & demonstrations include high-level previews of:

- Navigating the Windows 10 Fall 2018 Update (coming Oct 17<sup>th</sup> from Microsoft) & Office 2019 Environment
- Working with Common & New Features
- Better control over Windows 10 updates
- Better battery life (Power Throttling feature)
- Real-time Co-Editing in Office 2019
- Black theme, Office sounds, Text-to-speech, 3D objects in Office files, etc.
- Better Data Analysis features (new formulas, charts, and Power BI integration),
- Smarter/simplified Office Menus
- The Start Menu and standard Desktop are BACK!
- New automatic "auto-save" features (especially helpful if Windows freezes or crashes!) – used with OneDrive....
- Inking features • Virtual Desktops/Workspaces • New Windows Apps
- Translator, Researcher, and Editor Pane (replaces spelling and grammar)
- New Presentation features of PowerPoint (Morph, Zoom, and Designer!), as well as QuickStarter for PowerPoint
- Improved data security
- Updated Edge Browser best features (and Microsoft Edge can talk to you!)
- Office 2019 = Final non-Office 365 perpetual version ever?
- File Explorer, OneDrive files on demand...and more!

**3-D**  
**SCM 101**



**Eliot Madow**, Vice President of Professional Services, Opus

***Multiple Dimensions of Supply Chain Risk: Is The Problem Too Big To Solve?***

Companies supply chains find risks lurking around every corner, from tsunamis, to factory fires, to labor actions. Some of these risks are man-made, while others come from the natural world.

This presentation will propose an approach to decomposing the entire challenge into smaller, more easily addressed initiatives that will, taken together, provide a comprehensive risk management methodology. The approach is organized around three basic "pillars":

- 1) Identify Risks
- 2) Prioritize Risks, and
- 3) Mitigate/Manage Risks.

Participants will come away with an example of a high-level plan, and some new ideas to begin the design and development of a supply chain risk management strategy, that can be tailored for their organization.

**4:40 – 5:00 PM**

**RAFFLE / DRAWING IN EXHIBITOR HALL**

**Get your raffle card stamped in the Exhibit Hall! On Monday at 4:40 p.m., a raffle will take place in the Exhibit Hall to recognize those of you who have met with each exhibitor. Don't miss this opportunity to win AMAZING prizes!**

**5:00 PM**

**CONFERENCE & EXHIBITS CLOSE**

*Be sure to take credit for Continuing Education Hours (CEHs) earned for APICS, ISM & CSCMP certifications. Fill out and save the Certificate of Completion on the last page of this brochure for your records.*

**CONFERENCE CHAIR**

Diane Cotter, ISM-NH

**STEERING COMMITTEE**

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Kenneth Glasser, APICS-NS

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**The New England Supply Chain Collaborative**



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