Hello Everyone,

Welcome to the 2019 New England Supply Chain Conference! The 2019 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, a map of the room locations 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 colored 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 listed on the back of the **Sessions Room Assignment** sheet. 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 2019, we’ve provided you with a pen and tote to carry your seminar paperwork. 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, APICS-South Shore
Conference Chair, NESCON 2019

You will find the PowerPoint presentations for the conference at:
https://www.newenglandsupplychainconference.org/programs-speakers/presentations

The Password will be given out at the conference.
BALLROOM / EXHIBITOR HALL
- Keynote Speakers
- Breakfast
- Lunch
- Exhibitors
- Raffle
Sunday, October 6, 2019
5:30 PM - 7:00 PM REGISTRATION
7:30 PM - 9:00 PM CONFERENCE RECEPTION (Cash Bar)

Monday, October 7, 2019
7:30 AM – 9:45 AM CONFERENCE REGISTRATION with Continental Breakfast
7:30 AM – 4:30 PM EXHIBIT HALL OPEN

8:30 - 9:30 AM
KEYNOTE ADDRESS

Regional Economic Forecast

Jeff Carr, President, Economic & Policy Resources, Inc.

Jeff Carr’s regional economic forecast has been a highlighted keynote for logistics and supply chain conferences for over a decade. Be prepared for current “you probably won’t have read it in The Wall Street Journal yet” data 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 for this breakfast.

9:30 – 9:45 AM
BREAK: TIME TO VISIT EXHIBITORS

9:45 - 10:30 AM
CPO BREAKFAST PANEL

Moderated by Eliot Madow, CPSM, RVP, Coupa Software, & Adjunct Instructor, Northeastern University

SCM Thought Leaders discussion:
The Most Significant Challenge in Front of SCM to 2025.

Join four of our Track Speakers who always have their finger on the pulse of the future of SCM:

- Andrew Bartolini – Technology and SCM Human Resources Futurist
- Nada Sanders – Operations Visionary Across the Complete Supply Chain
- Jonathan Hughes – Leading Thinker on Strategic Procurement
- Bill Michels – Expert on Key SCM Skill Requirements

Each will have a key example of a leading change that we can expect by 2025. After each of their short predictions, our Moderator will put practical context around the changes, and encourage the audience to pose questions to the panel.
Procurement and Supply Management in the Future

Strategic sourcing has become increasingly challenged by its own success. At many companies, multiple waves of sourcing have resulted in a consolidated supply base, with supplier profit margins kept in check by regular application of competitive pressure. In other words, the low-hanging fruit has been picked.

Meanwhile, services comprise nearly 75% of GDP in high-income countries, and research indicates that companies invest roughly 50% more in intangible assets (for example, brand, intellectual property, data assets) than they do in physical assets.

At the same time, new and evolving technologies offer the promise of digital transformation – though separating hype from reality is no easy matter.

To continue to uncover and deliver value in this brave new world, Procurement & Supply Management professionals need new strategies and tools. During this session, we will explore emerging opportunities and cutting-edge practices – and we will consider how Procurement can evolve from sourcing goods and services, to sourcing solutions, external talent, and innovation.

Humachine: The Enterprise of the Future

The Humachine represents the optimal human-machine partnership. Here, people and technology operate seamlessly. This hybrid workforce creates an unparalleled team to create industry leaders. It is an enterprise that takes advantage of technology, to complement and augment human decisions. "Machines" – technologies such as AI – are stronger, better, faster, more precise. Humans are intuitive, creative, and understand context. Harnessing the strengths of both – and finding the right way for them to work together – is the recipe for success.

This talk is about how an enterprise creates and manages synergies between technology and people, to optimize decision-making, innovation, and performance — and what individuals can do to prepare themselves for work in the enterprise of the future. The future is already here.

Procurement 2020: A Vision for the Decade Ahead

The business world is forcing its executives, like the Chief Procurement Officer (“CPO”), to adapt to changing market conditions, customer demands, and technology innovations, in order to drive greater value. B2B relationships continue to evolve, as new markets emerge, old markets contract, and customer demand expands for greener and more innovative solutions. With so much innovation and uncertainty in B2B relationships today, it is imperative for CPOs and procurement teams to become agile, innovative, and highly responsive to the shifting sands of the present, while charting a clear course for future.

To remain at the hub of business operations and results, CPOs and other procurement leaders must:

- Start to adopt new strategies,
- Embrace today’s innovations like:
  - On-demand talent,
  - Marketplaces, and
  - Big data analytics,
- and they must prepare for a future that will look **very different from the past.**
Rich Weissman, Principal of Rich Weissman & Associates

How to Manage for Peak Performance

The managers who know how to provide consistent and useful feedback to their employees, are the most successful in training new staff, or teaching a new skill. The best managers understand the individuals they oversee, and the dynamics of their organizations. They study their employees to know what motivates them as individuals, and as a group, and what obstacles hold them back.

In this session, participants will be given a variety of strategies, which will help current and aspiring managers, to address individual employee needs, such as:

- How to work one-on-one with employees to manage behaviors,
- Overcome resistance to change,
- Work well with teams, and
- Make better decisions.

Training for success builds confidence, and identifies potential pitfalls, before they create issues. With this knowledge, managers unlock the potential of every individual on their team, to go beyond mediocre performance.

Planning for the "Un-Plannable"

Greg Hartunian, President and CEO of Smart Software

How do you plan optimal inventory levels and purchase quantities for thousands of items, when demand is intermittent, constantly changing, or affected by unexpected events? Random, sporadic demand is the worst-case scenario for planning and procurement, and leads to excess inventory levels, and costly stock outs.

Moving from Analytics to Business Intelligence

Kevin Frechette, CEO and co-founder of Fairmarkit

With so much data available, it can be hard for supply management organizations to determine trends in the data and respond. But the purpose of gathering the data is to resolve issues or take strategic measures.

When compiling data, procurement professionals need to ask: ‘That’s an interesting chart or report, but what are we supposed to do with it?’ That’s where you take the step from analytics to business intelligence. It’s not just, ‘That’s interesting information.’ It’s, ‘As a result of this information, this is the action we’re going to take.’ Or, ‘We’ve identified the problem, and here is how we’re going to resolve it.’

We'll learn if a data report does not to spur action, it’s useless. Every report has to trigger action. It can’t just be analytics for the sake of knowing what the numbers are. The numbers have to have a result and an action.
1:30 – 1:45 PM
BREAK: TIME TO VISIT EXHIBITORS

1:45 – 3:00 PM
Educational Sessions

2-A
Procurement

Eliot Madow, CPSM, RVP, Coupa Software & Adjunct Instructor
Northeastern University

Procurement’s Role in Supplier Compliance

Laws, regulations, and guidance from a number of national and international regulatory bodies, make it clear that the responsibility for a supplier’s compliance with these mandates falls on the contracting firm. To avoid staggering fines and possible criminal consequences, a company must ensure their suppliers comply with:

- FCPA,
- CFPB,
- GDPR,
- UK Anti-Bribery,
- and many other regulations.

This session will look at the laws, the requirements, and what can be done to establish programs to mitigate these risks.

2-B
Operations & Logistics

Alan G. Dunn, CPIM, President and Chairman, GCI Training Company
(and past national APICS Chairman of the Board of Directors)

Risk Management – How to Avoid Catastrophic Supplier Failure

This innovative and dramatic presentation presents TWO tangible techniques, that if implemented, will reduce by over 90% the probability of a supplier’s catastrophic failure impacting your company. This presentation will surely change your views relating to critical supplier management. Techniques presented are no-nonsense, and immediately implementable.

Learning Objectives

1. Learn how to identify a potential for a catastrophic supplier performance risk.
2. Learn who really pays when a supplier catastrophically fails.
3. Learn the THREE desired behaviors we expect from EVERY supplier.
4. Learn how catastrophic supplier failures damage your company’s valuation.
5. Learn how to stratify risks so your company can focus on the ones that are most likely to occur.
6. Learn how to select the most critical suppliers to assess.
7. Learn how to avoid catastrophic supplier-derived risks.

For anyone who is seriously concerned about avoiding supply chain disruptions, and mitigating supply-side risks, this is a MUST-SEE presentation to attend.
1:45 – 3:00 PM
Educational Sessions cont’d

2-C
SCM Cutting Edge Concepts

Bill Michels, C.P.M., CPSM, FCIPS Chartered Professional,
Vice President Of Operations, Americas
The Chartered Institute of Procurement and Supply

Developing Supply Management Talent

The challenge in developing talent today is quite complicated, as the need to develop the global team requires an entirely different model than the training models used in the past.

There are multiple generations in the workforce, each requiring different ways to learn and apply new skills. Many companies are rejecting the seminar and classroom models, for a new digital learning model.

This presentation/workshop provides insight into different categories of learners, and a program to be able to provide learning to people on-demand, in media best suited for each type of learner. The digital learning model uses all forms of media including e-learning, podcasts, knowledge and research, videos, and other programs—when harnessed together, can provide a custom program of learning for each individual.

2-D
SCM 101

Panel Moderated by Harsh Vardhan, Supply Chain R&D Specialist Ahold Delhaize USA

Inma Borrella, Ph.D., Research Scientist, MIT Center for Transportation & Logistics
Tom Serres, Co-Founder And Managing Partner, Animal Ventures
Juan Sebastian Huertas, Chief Technology Officer and Co-founder, Eximchain,

Blockchain Applications in SCM – a reality check!

Blockchain technology has been spoken of as the next-big-thing in Supply Chain Management for the last few years. As the technology matures, a panel of industry experts, consultants and academicians are coming together to do a reality check of what has been achieved so far, where we stand today and what the future might look like.

3:00 - 3:15 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.
3:15 - 4:30 PM
Educational Sessions

3-A
Procurement

Chris Shanahan, Vice President, Global Procurement, Thermo Fisher Scientific

Driving a High Velocity Procurement Transformation

Transformation – big or little, total or partial – is of the essence as we adapt to meet the demands of the competitive business environment. How fast can we go? Chris Shanahan believes that “if you’ve got time enough to ask the question, you’re not going fast enough!” He will outline key considerations, including:

- Depth of executive support,
- Level of stakeholder trust,
- Consistency of processes,
- Strength of the talent base,
- State of systems and enabling infrastructure, and
- Leading practices.

These have to be evaluated, if you are going to get on the fast track. He has questions to answer in each of these areas that will help you get through your transformation faster.

3-B
Operations & Logistics

Roy Anderson, Chief Procurement and Digital Transformation Officer, Tradeshift

The C-Level CPO - a Revolutionary Concept

If you could start your CPO organization from the ground up, would it look like the one you have today? After transforming many teams, Roy Anderson is building a brand-new supply chain function, in a fast-growing company, with the target of being focused on innovation, collaboration and being the C-Level CPO. He is building a technology framework for the new capabilities of AI, machine learning, apps, and a network of marketplaces. The talent to focus on collaboration between supplier innovation and internal customers is a very different skill set than the historical 7 step process. Yes, the procurement work has to be done, but it doesn't have to be done by you. The key is to build out the virtual procurement function and let the marketplace deliver transactional solutions. This interactive discussion will challenge your understanding of procurement and present to you a unique opportunity to be on the ground floor of an SCM revolution - the C-Level of procurement.
Buffeted by winds of economic and geo-political volatility, labor shortages and fickle consumer behavior, the imperative for today’s supply chains to be more responsive and flexible grows only stronger. Supply chain teams recognize that increasing the use of automation is essential to navigating today’s biggest challenges – and whatever comes tomorrow.

A recent survey by MHI found that 32 percent of supply chain professionals reported that they are actively using robotics and automation in their operations – a number that has barely moved in 3 years. What’s holding you back? Cost? How to measure ROI? Knowing where and how to get started?

In this presentation, we’ll:

- look at what makes today’s robots different from traditional robots and why it matters
- explore how one F500 company’s VP of supply chain introduced collaborative robots to transform the ways in which the automaker produces and delivers its products
- provide a road map for implementation that takes your organization from delivery to on-the-job in less than 30 days

Low unemployment in the U.S., coupled with more restrictive immigration requirements, make Contingent Labor a hot topic, and a purchase that all of us will be involved with in one way or another. Using freelancers, independent contractors, consultants, and other non-full-time employees (otherwise known as Contingent Labor) as part of an organization’s labor pool, isn’t a new practice. Today’s unique business climate, including low unemployment in the U.S., more restrictive immigration requirements, and the overall impact of technology on the global economy, is making Contingent Labor a resource option that many of us may need to consider going forward.

However, using such resources can become increasingly complicated, as business expectations grow, and global technology options become virtually unlimited and more complex.

- When does using Contingent Labor make sense for our business?
- What are the advantages and disadvantages of hiring contingent workers?
- How do we establish a clear business case, for not only the proper price and volume, but the required quality?
- If we decide to use Contingent Labor in some capacity, what are the best practices we should consider, from inception through contract signing and procurement?
- How should we manage the engagement, once all the requisite agreements are in place, and the resources are hired?

Tom Sheridan will guide us through the entire process and answer the questions we have regarding a contingent workforce.
4:40 – 5:30 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!

5:30 PM
CONFERENCE 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.

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  - www.bu.edu/met/nescon
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  - www.eclaro.com
- Protection by design.
  - http://www.indexpackaging.com
- Quality starts with the first part.
  - www.keystoneprec.com
  - https://steelroot.us
- Buying and payments for your business, your way.
  - https://tradeshift.com
- Now offering graduate programs in Supply Chain Management.
  - http://business.wpi.edu
Certificate of Completion

2019 New England Supply Chain Conference & Educational Exhibition
Monday, October 7, 2019

APICS / CSCMP / ISM ID# : **SAMPLE ONLY **

First and Last Name: **SAMPLE ONLY **
Title: **SAMPLE ONLY **
Address: **SAMPLE ONLY **
Telephone: **SAMPLE ONLY **

I hereby certify my attendance at the sessions listed below and claim **SAMPLE ONLY ** Continuing Education Hours (CEH).

Signature: **SAMPLE ONLY **
Date: **SAMPLE ONLY **

√ Check Each Session You Attended To Total CEU Hours:

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<th>Class Time</th>
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<td>Procurement and Supply Management in the Future</td>
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Total Hours: 6.75 **SAMPLE ONLY **