

2007 Northeast Supply Chain Conference & Educational Exhibition

September 30 - October 2, 2007

Best Western Royal Plaza Hotel & Trade Center
Marlborough Massachusetts, in the Heart of New England



Presented by
The New England Supply Chain Collaborative:

APICS - The Association for Operations Management
North Shore Chapter 20 • 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[™]*

The Purchasing Management Association of Boston, Inc, *affiliated with ISM[™]*

The 2007 Northeast Supply Chain Conference and Educational Exposition promises to be the key supply management event of 2007 in the region. It will provide leading edge presentations and plenty of networking time to share challenges and successes with colleagues from across the supply chain. Keep up with what's new and network with others professionals. Catch the Supply Chain Express!

✓ **Enjoy** keynotes by:

Massachusetts Attorney General **Martha Coakley**

ISM Chair of the Board **Lisa Martin**, C.P.M., Senior Vice President, Worldwide Procurement, Pfizer Inc.

Jeff Carr, Corporate VP and Economist at EPR

- ✓ **Review** emerging trends and critical topics in supply management
- ✓ **Discover** innovative ideas you can easily translate into practical solutions
- ✓ **Earn** up to 12 Continuing Education Hours (CEHs) from both APICS and ISM
- ✓ **Join** us on Sunday evening for a new event, the networking/welcome reception
- ✓ **Meet** with presenters, exhibitors, and other supply chain professionals in a relaxed and enjoyable setting.

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ON THE PROGRAM

Larry Giunipero, C.P.M., Ph.D. -- The Role of Bid Optimization in Strategic Sourcing --Mike Broderick, C.P.M. -- You Can't Always Get What You Want, But If You Can't Make the Best Decision, Isn't a Suitable One Better? Richard Crowe -- Six Sigma In A Global Sourcing Environment -- Jon Gilbert -- Sourcing Transportation -- Arnold Lovering, C.P.M., JD -- Negotiating In Difficult Situations -- Sue Shackford -- Introduction to Lean Concepts for the Purchasing Manager -- Mike Chester -- Update On Sourcing In China -- Sam Flanders -- How A Modern Distribution Center Fits Into Today's Supply Chain -- Karen Weinstein-Millson, Mike Kalfopoulos -- Supply Chain Risk Management -- Kennedy Hudner, JD -- Contract Law Traps to Avoid -- Mark Chockalingham, Ph.D -- Jeffery Carr -- Mary Kachinsky, C.P.M -- Clinical Research Outsourcing -- Randy Walker -- Applying 3C's at Assa Abloy -- Lalg Musserian, PMP -- Get Project Requirements Right The First Time: Use Cases for Business Requirements -- Lisa Martin, C.P.M. -- Samuel Dowell, C.P.M -- On-line Reverse Auctions : Lessons Learned 3 Years and \$150 Million Later -- Joe Petti -- The Top Ten Hidden Costs of Outsourcing -- Peter Green, Ph.D. -- Improving Operational Efficiency -- Ron Cain -- Developing the Right Culture to Achieve Better Performance and Continuous Cost Out Improvements -- Bernard Doherty -- Richard Levasseur -- Demystifying the Capital Equipment Procurement Process Subroto Roy, Ph.D. -- Low Cost Country Sourcing for Knowledge-Based Services -- Bob Stahl, CPIM -- Executive S&OP -- Peter Smith -- Vincent Kosewski.

ACCOMMODATIONS

As an attendee of the 2007 New England Supply Chain Conference and Exposition your nightly hotel rate is discounted to a modest \$89.00. Call for reservations and reference the Northeast Supply Chain Conference

Best Western Royal Plaza Hotel and Trade Center
181 Boston Post Road West - Marlborough, MA 01752-1883
Toll Free (888) 543-9500 - (508) 460-0700 - Fax (508) 480-9343

REGISTRATION

Registration fees includes admission to all sessions, the educational exposition, the conference proceedings, and 2 breakfast and lunches.

Member of Sponsoring Organization	\$375
Non-Member	\$400
Member 1-day registration	\$225
Non-Member 1-day registration	\$275
Students*	\$125

**Full-time students (full-time is defined as a minimum of 12 credits for undergraduates and 6 credits for graduates) with proof of matriculation at the time of registration.*

REGISTER ON
<http://www.nesupplychainconference.org>