



APICS 6 Packed Supply Chain Conference

February 26 - 27, 2010
Dallas, Texas

Presented by the APICS Terra Grande District

GREETINGS

History

For the first two years, the 6 Packed Conference was held in San Antonio, Texas. The last two years we were in Houston. For the second year in a row, we brought it to Dallas with an even better program.

WHY 6 PACKED?

Some people wonder why we call it the APICS 6 Packed conference. At the time, APICS had 14 North American regions. This conference was specifically developed to provide a "PACKED" educational program in Region 6. Now we are called the Terra Grande District. Despite the move from a region to district structure, we still consists 27 chapters located in Arkansas, Colorado, Louisiana, Mexico, New Mexico, Oklahoma, and Texas. Our district website is at www.APICSTERRAGRANDE.org. Our District Director is Joe Schriever and our District Manager is Luis Barcon.

THIS YEAR'S CONFERENCE

This year's program features both General and Special Sessions. In the General Session, we have 6 concurrent tracks and our new vendor presentation track where you can hear exciting new things from MSS Technologies and Oracle. Attendees of the General Session are free to attend any session in any track. The Special Session features the highly popular Lean Certificate Workshop. You must have officially signed up for the Special Session to attend.

Your conference directors are Chet Frame, Chuck Connelly, Karen Mixon-Dowdy, and Mike Bell. It is our goal to provide an outstanding program. If you have any questions or comments please feel free to come talk with either of us. Also, we will have a full staff of volunteers ready to assist you.

6th Annual APICS 6-Packed Conference

HOSTED BY: Chet Frame,
Chuck Connelly, Karen
Mixon-Dowdy and Mike Bell



APICS 6 Packed Supply Chain Conference

February 26 - 27, 2010
Dallas, Texas

Presented by the APICS Terra Grande District

Website
www.6Packed.org

Why Attend

1. Learn best practices from supply chain experts
2. Improve your company's competitiveness and bottom line
3. Develop your people and yourself
4. Network and share best practices

Conference Hotel
**Crowne Plaza Dallas
Near the Galleria**
14315 Midway Road
Addison, Texas 75001

Special Room Rate: \$89/night with complimentary internet in guest room. Must register by FEBRUARY 10, 2010

To Register:
Call 972-980-8877 (local)
Call 888-444-0401 (toll)
Group Code: **PIC**

Group Registration
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Chet Frame
CPIM, CSCP
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Overview

APICS Terra Grande District proudly presents the 6th annual APICS 6-Packed Conference in Dallas, Texas on February 26th and 27th. This year's conference features over 40 sessions presented by recognized supply chain leaders covering 7 topical areas in the General Sessions and a Special Session called Lean Certificate Workshop. Earn 16 certification maintenance hours when you attend both days.

– General Sessions (6 concurrent sessions) covering:

- Driving Cost from the Supply Chain
- Managing your Inventory Investment
- Planning the Supply Chain
- Competing through Globalization
- Increasing Flexibility in the Supply Chain
- Unleashing the Power of your People
- Lean out your Supply Chain
- Practical Developmental Workshops

– Special Session (enrollment is limited)

- Lean Certificate Workshop – 2 day certificate program

Choose EITHER General Session or Special Session!

Registration

1. Go to the North Texas APICS Website at www.NTXAPICS.org
2. Click Seminars on the left-hand side
3. Choose from:
 - General Session (2 days)
 - Lean Special Session (2 days)
 - Friday or Saturday General Session (1 day)

Pricing - includes continental breakfast and lunch

Full (2-Day) Conference	One-Day Conference
Early Registration: \$495	Early Registration: \$325
Late Registration: \$545	Late Registration: \$375
Early Registration Ends February 10, 2010	

Pay for 4 people from your company and send the 5th person FREE.



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LOCATIONS	Globalization and Flexibility	Cost Reduction	Planning	Empowering People	Lean Out Your Supply Chain	Inventory Investment	Lean Special Session	TGD - Sponsors
TRINITY 6 & 7	PIN OAK	DOGWOOD	ELM	PECAN	MAPLE	RED/LIVE OAK	TRINITY 1 & 2	
Friday, February 26								
General Session - Keynote Speaker Bryan Dodge - How to Build a Better You - TRINITY 4 & 5								
8:00	9:10							
9:20	10:30	Gozzo - Cost Reduction a Continuing Effort	Ford - S&OP: Linking Strategy to Operations!	Blevins - Managing Supply Chain Risk: The Missing Ingredient	Tripathi - Principles of Change	Howardell - Managing Inventories in a Changing Economy	Wash/Bell - Lean Workshop Day 1 - AM	APICS Terra Grande District Meeting
10:40	11:50	Pentz - A Case Study for Improved Sourcing Decisions	Srinivas - Integrated Business Planning	Miliken - People - They Are Our Most Important Asset	Forman - Lean Performance Indicators	Clark - Purchasing Fundamentals		
12:00	1:00	Lunch - TRINITY 4 & 5						
1:10	3:30	Clark - Back to Basics: Feed the System Right	Nemer - Do You PDC or TET?	Schriever - Leading Change in a Changing Organization	Kohankie - Develop Your Own "GO Forward Lean" Plan	Hansford - Walking the Inventory Tightrope	Wash/Bell - Lean Workshop Day 1 - PM	Oracle - Smart Strategies and Best Practices to Address Modern Day Value Chain Challenges
3:40	4:50	Cowman - Quality at the Source	Forman - The Power of One Less	Lawrence - Managers Are From Mars	Marino - Lean Supply Chain Management	Connelly - Maximizing ROI on Your Inventory Investment		MSS Technologies - JD Edwards (JDE) ERP system
Saturday, February 27								
LOCATIONS	TRINITY 1 & 2	PIN OAK	DOGWOOD	ELM	PECAN	MAPLE	RED/LIVE OAK	
8:00	10:40	Connelly - Driving Out Cost while Creating Value	Miliken - Planning and Controlling Inventory in Good Times and Bad Times	Forshay - Leadership vs. Management	Sabri - Lean and Agile Value Chain Management	Somers - Inventory Investment - Less is More	Wash/Bell - Lean Workshop Day 2 - AM	
10:50	12:00	Clark - Metrics that Drive True Company Performance	Barcon - Real SOP Implementation (Challenges and Benefits)	Anderson - Leadership to Leapfrog the Competition	Loughrin - Crafting a Lean supply Chain	Gozzo - Outsourcing Revisited		
12:00	1:00	Lunch - WHISPERING OAKS						
1:10	4:50	Anderson /Ford - Workshop - Managing for 2010 and Beyond	Somers - Supply Chain Conflict: Getting Along for Supply Chain Success	Cowman - The Bus Riders	Burke/Lukansky - Lean Supply Chain Business Simulation	Francis - SCOR Benchmarking	Wash/Bell - Lean Workshop Day 2 - PM	

Sessions and Presenters are Subject to Change without Notice

2010 6-Packed Conference – Session Overviews

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KEYNOTE SPEAKER

Friday - 8:00 to 9:10 – 70 Minutes

How to Build a Better You

Bryan Dodge - Bryan Dodge and Dodge Development, Inc.

Phone: 800-473-1698

Description

Professional speaker, author, and radio show personality Bryan Dodge will open your mind and heart to help you focus on the most essential aspects of life. Most importantly, he will inspire you to reach your full potential with your family and career. To accomplish this goal, Bryan teaches a stair-step method on how top producers and effective leaders keep on the cutting edge and achieve excellence. Bryan's message on professional growth and personal development focuses on three key areas. First, he will show you how to have your best year ever. Second, he will coach you on how to create consistent upward growth in your life. Third, he will train you on how to harness the power of personal energy and tap its unlimited supply. Bryan touches his audiences through his own gift of inspiration and encouragement that helps give a clearer vision to make right choices. The best part of his message is that his delivery style makes learning fun and memorable!

GLOBALIZATION AND FLEXIBILITY

Friday - 9:20 to 10:30 – 70 Minutes

The Global Tug of War on Limited Resources: Get Ready to Get Muddy

Chet Frame CPIM, CSCP

Founder and Principal - Border Business Consultants

Email: cframe@bbcintl.com **Phone:** 915-307-2571

Description

The term Globalization brings into focus the fact that to ever greater extents, all of us are tied together in business and the search for, acquisition of and use of resources around the globe. In this presentation we will look at the macro and macro economic forces at play and the likely outcomes and challenges they bring. Expect to be better positioned to see and react to what is coming over the next 2,5 and 10 years as the global marketplace takes a giant step forward.

Friday - 10:40 to 11:50 – 70 Minutes

Peak Oil – The Impacts of Demand Destruction

Mike Loughrin CLM, CSCM, CSCP

CEO – Transformance Advisors Inc.

Email: mloughrin@emailta.com **Phone:** 720-234-3244

Description

The price of oil surged in 2008 with many organizations feeling enormous pressures on their cost structures. Then the price of oil plummeted, which is exactly what was predicted by proponents of peak oil - the expected response to a demand and supply imbalance and inadequate preparation would be a price surge followed by demand destruction. Unfortunately, we are only seeing the first phase of demand destruction. When peak oil really kicks in, we will see a relentless decline in supply. This implies that supply chain management professionals need to prepare their organizations for the coming realities of the relentless decline. In addition, the world still needs massive investments in alternatives, or we will see additional phases of demand destruction.

2010 6-Packed Conference – Session Overviews

Friday - 1:10 to 3:30 – 140 Minutes

Global Supply Chain Performance Measurement - Anticipating and Dealing with Uncertainty

Irvin Varkonyi CSCP, PLog (Professional Logistician, Logistics Institute)

Adjunct Professor and Marketing Manager - American Public University

Email: ivarkonyi@apus.edu **Phone:** 703-334-3259

Description

The measurement of supply chain performance in an uncertain world is maturing and in doing so, enabling operations professionals to anticipate and deal with uncertainty. This workshop will help summarize current terminology and best practices which can help your organization to optimize your supply chain efficiency while minimizing your organization's vulnerability.

We will utilize five major steps - Planning, Detection, Mitigation, Response and Recovery – in an interactive discussion and table top exercise. Components of the five steps include Demand Planning, Contingency Planning, Measuring the Business Environment; and more. Our learning outcomes will focus on elements in your control as well as elements which impact your outcomes but are not necessarily in your control. We will deal with disruptions across the board – intentional, accidental and by Mother Nature; and disruptions which are physical, financial or information based.

Friday - 3:40 to 4:50 – 70 Minutes

Winning and Losing at Globalization

Chet Frame CPIM, CSCP

Founder and Principal - Border Business Consultants

Email: cframe@bbcintl.com **Phone:** 915-307-2571

Description

Many corporations have been very successful at spreading their operations out across the globe. They have created business models that allow them to develop supply bases and logistics networks that have helped them flourish. Other corporations have started in one direction, changed course, adjusted, failed to realize the benefits that they had been promised and have contracted back to a smaller global footprint. Some have had success in one area of the world, but not in others. Some have gone under trying to pretend that they were global players.

Are there some common traits either positive or negative as we look at these corporations? What do the winners have that the losers don't? Are those traits good indicators of future results? Come join the discussion and help us all learn a bit more about the bumpy road ahead for global business.

Saturday - 8:00 to 10:40 – 140 Minutes

Lean Six Sigma in the Supply Chain - A Case Study

Robert Burke CPIM, Lean Sensei, Six Sigma Black Belt, ISO Assessor

Executive Director of Value Innovation Partners, Ltd

Email: rburke@vipgroup.us **Phone:** 978-372-3469

Description

This case study demonstrates how to use Supply Chain Management, Lean and Six Sigma methodologies to deliver superior customer service.

Our Lean Six Sigma Supply Chain case study identifies the reason for change, the methods of change and the tools and techniques of change. A case study is used to identify the issues facing this organization and the selection of appropriate SCM/Lean/Six Sigma tools and techniques applied. We will follow the process and present the results of their efforts. The session is renowned for its ability to get to the "AHA" as well as energize and motivate participants to action.

2010 6-Packed Conference – Session Overviews

Saturday - 10:50 to 12:00 – 70 Minutes

Networks – Global or Local, Do It Right!

Deb Hansford CPIM, CIRM, CSCP, C.P.M., CSCP

Email: Deb@PreCrest.com **Phone:** 770-222-8740

Description

Networking is not always about finding a job, but having the resources you need to help identify and provide possible solutions. This may even include a supply chain network.

LinkedIn, Facebook and Twitter are popular networking sites. Is it really worth the time and effort?

Consider an alternative to actively meeting everyone possible. Understand your unique offering to be the type of person (or company) everyone else wants to meet!

We will conduct hands on exercises to develop your own elevator speech followed by designing a plan for you to meet the one person (or company) you think would help your career or supply chain situation.

Our interactive discussion should be fun and so fast paced you almost forget you are learning! Join us to gauge your networking skills and learn, or remember a few ideas you may use for immediate results.

Saturday - 1:10 to 4:50 – 220 Minutes

Supply Chain: A Simulation

Deb Hansford CPIM, CIRM, CSCP, C.P.M., CSCP

Email: Deb@PreCrest.com **Phone:** 770-222-8740

Description

Let's have fun and participate in a simulation that includes suppliers, customers and manufacturing. Bring your experience and desire to learn to participate in this hands on and interactive session where a supply chain will be simulated. Let's see how well we are able to produce "products" for happy customers and make a profit!

This is a good opportunity to see the big picture and possibly learn different perspectives. At the end of the session, we will summarize lessons learned for you to take back to your work.

2010 6-Packed Conference – Session Overviews

COST REDUCTION

Friday - 9:20 to 10:30 – 70 Minutes

Cost Reduction a Continuing Effort - How to Attack and Get Results

Michael William Gozzo CPIM, CSCP

President and Founder of The Total Business Consulting Group, Inc.

Email: tbc_grp@sbcglobal.net **Phone:** 831-768-9501

Description

The focus of this presentation will be to provide a view of how to apply the knowledge and skills inherent within our experiences and knowledge necessary for identifying opportunities for improvement. The intent is to employ periodic assessments along with performance measurement to achieve results. Utilizing an internal assessment process can have an impact on how organizations approach their systems effectiveness.” Emphasis will be on:

- Meeting customer requirements
- Using a “Strategic Deployment” coupled with Tactical application will bring results

The application of practical skills will be noted along with analytical considerations. The objective is to provide a philosophy, structure and process to improve operational performance. The participants will learn how to discover situations/processes (opportunities) needing change which can lead to performance improvement.

Friday - 10:40 to 11:50 – 70 Minutes

A Case Study for Improved Sourcing Decisions through Outbound Logistics Optimization

Karen Pentz CPIM, CSCP, MBA

MEGlobal Americas - Supply Chain Improvement Specialist

Email: kpentz@gmail.com **Phone:** 989-638-7802

Description

How do companies producing commodity products (supplied products that cannot be differentiated across the market) reduce supply chain costs while improving supply chain performance? While no avenue exists for differentiation of product, as may exist in discrete production, there is potential improvement in the cost structure of a company’s supply chain through a focus on logistics.

Supply chain management is an essential aspect of operating in a global environment. Sourcing optimization and the corresponding outbound transportation function are areas companies may use to improve supply chain performance and reduce costs. The Supply Chain function within MEGlobal, a joint venture between The Dow Chemical Company and Petrochemical Industries Company of Kuwait, focuses on identifying and implementing an optimized sourcing location to meet customer requirements. The optimal source may be affected by disruptions such as port strikes, hurricanes, or availability of product. Transportation mode options (including rail, marine, barge, and truck) must address contingency situations while supporting the low cost provision of products to customers. This case study will discuss MEGlobal’s approach to managing outbound transportation to enable an improved supply chain.

2010 6-Packed Conference – Session Overviews

Friday - 1:10 to 3:30 – 140 Minutes

Back to Basics – Feed the System Right!

Donald Clark CFPIM, CSCP

Business Analyst at Clients First Business Solutions

Email: clarkdonald@hotmail.com Phone: 925-768-7959

Description

Fully integrated ERP systems provide the promise of increased efficiency, reduced workloads and smarter decision making for planners, buyers and managers in every organization. However, how many of the myriad users have faith in their systems?

Regardless of company size, dollars spent or training deployed, one finds particularly in the realm of material planning – specifically MRP – widespread use of work-arounds, standalone spread sheets and basic intuition as the rule.

Lack of system trust usually stems from companies' lack of attention to the basic data elements that "feed" the planning engine. These are:

- Exactly identified demand
- Bills of material
- Inventory status
- Planning parameters

This presentation will provide the participant with a clear understanding of the necessary prerequisites for material planning effectiveness – regardless of their systems currently deployed. Additionally participants will walk away with a framework of these elements (along with what needs to be done) upon which they can build in their own organizations.

Friday - 3:40 to 4:50 – 70 Minutes

Quality at the Source

Ken Cowman

Email: kjc@e-mergingcommerce.com Phone: 647-234-3244

Description

The objective of a QAS initiative is to create a relationship between a vendor and a customer that allows the customer to receive product that can be immediately used without fear of failure. There are many reasons for both vendors and customers to enter into this type of relationship, however there also a number of steps to ensuring that the relationship works for both parties and achieves the results expected.

This session will provide the attendee with the reasons, steps of initiating a program and how to ensure that the program does not fail.

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Saturday - 8:00 to 10:40 – 140 Minutes

Driving Out Cost While Creating Value

Charles J. Connelly CFPIM, CSCP, CPA

General Manager at Excellence in Supply Chain Management

Email: Chuck.Connelly@gmail.com **Phone:** 832-303-0054

Description

The current economic recession has renewed corporate focus on cutting costs. The challenge of course is effective cost cutting versus traditional recessionary “slash and burn” practices. The best practice is to focus on value creation. Let’s face it cost cutting is easy; you just stop spending. However, customer’s buy on best perceived value not just lowest cost.

This presentation will start with the discussion on value creation. From there we will identify and review cost cutting methods that actually increase value. Participants will come away from this presentation with some clearly defined opportunities to cut cost WHILE increasing value. Just as importantly, we will discuss how this method improves profitability and return on investment.

Saturday - 10:50 to 12:00 – 70 Minutes

Metrics That Drive True Company Performance

Donald Clark CFPIM, CSCP

Business Analyst at Clients First Business Solutions

Email: clarkdonald@hotmail.com **Phone:** 925-768-7959

Description

No metric or performance measurement that an organization designs and deploys serves any real purpose unless it accomplishes one objective. That objective is to answer the question as to whether the company is working toward its strategic goals or not. If the measurement does not answer this question, it is useless and a waste of time. Companies find themselves relying on their existing measurement systems often times without questioning whether or not they meet their main purpose. This results in them measuring and monitoring the wrong areas of activity more often than not.

This presentation will examine the pitfalls inherent in traditional metrics and measurement systems, and will then deliver what are considered the top ten true metrics or key performance indicators that every organization should be using to answer the key question: Is our company improving?

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Saturday - 1:10 to 4:50 – 220 Minutes

Managing for 2010 & Beyond - Successfully Navigating the Global Race

Lisa Anderson MBA, CSCP

President - LMA Consulting Group, Inc

Email: landerson@lma-consultinggroup.com **Phone:** 909-630-3943

Michael D. Ford CFPIM, CSCP, CQA, CRE

Principal, TQM Works Consulting

Email: michaeldford@earthlink.net **Phone:** 607-624-4853

Description

The global landscape has turned ugly for U.S. manufacturing and distribution companies. How does a company navigate these treacherous waters successfully? - especially considering companies are challenged on a daily basis with volatile raw material prices, international bank failures and credit issues, significant currency changes, fierce competition from China, unfriendly U.S. laws and regulations.....and the list goes on.

In today's business environment, the only constant is change. Thus, you must be better than your competition in successfully preparing for and navigating change. This presentation will focus on how to get in front of the change – in essence, how to be more proactive, anticipate the future, handle potential roadblocks before they deter progress and prepare for success.

What type of strategy and implementation plan will succeed? This presentation will focus on recent examples of both successful and failed strategies. It will contrast approaches, identify best practices and lessons learned. Attendees will be drawn into a participative discussion to share their experiences and thoughts and will have the opportunity for both individual and team hands-on exercises.

2010 6-Packed Conference – Session Overviews

PLANNING YOUR SUPPLY CHAIN

Friday - 9:20 to 10:30 – 70 Minutes

S&OP: Transforming Business Strategy into Operational Plans!

Michael D. Ford CFPIM, CSCP, CQA, CRE

Principal, TQM Works Consulting

Email: michaeldford@earthlink.net **Phone:** 607-624-4853

Description

Sales and Operations Planning is the driving force for establishing valid production plans, meaningful forecasts, appropriate inventory levels and adequate resource requirements. It is the most vital level of planning for any business environment and establishes the annual budgets. This presentation will provide attendees with the practical knowledge they need to keep their businesses on track, or get them back on track! Participants will learn to manage forecasts, constraints, inventory and other resources to ensure that SUPPLY MATCHES DEMAND.

Friday - 10:40 to 11:50 – 70 Minutes

Integrated Business Planning: The Silver Lining amidst the dark clouds

Srikanth Srinivas CPIM

Director of Client Value at River Logic

Email: ssrinivas@riverlogic.com **Phone:** 214-228-0617

Description

Business is stymied, dictated by this global cash crunch that seems to be irreversible. And without new rules of engagement, the challenges for growth seem insurmountable. Corporate cultures continue to be survival-based as focus remains on cost cutting and minimization. However, there is a silver lining. It is called Integrated Business Planning (IBP). In this presentation, you will learn how IBP builds on the foundation of supply chain planning to provide the strategic planning and consistency framework that unifies plans across business functions. Using this framework, you will understand how to quickly identify and capture short-term, cash-generating opportunities to fund long-term strategic growth. International, real-world examples that look beyond the narrow confines of demand and supply planning will be discussed:

- Product and Customer profitability based on forward-looking, accurate cost-to-serve analysis
- Impact analysis aligning trade promotions with sales, operations and finance
- Capital Asset Strategies to generate higher, even exponential Return on Invested Capital

Join us to learn why this next-generation planning paradigm is taking hold in North America and Europe.

Friday - 1:10 to 3:30 – 140 Minutes

Do you PDC or TET?

Charles V. Nemer CPIM, MA-Leadership

Process Improvement Instructor

Email: chuck.nemer@gmail.com **Phone:** 651-271-7624

Description

Why don't people do what they're supposed to do? Is it because they are rewarded for not doing it? Or is it because no one could do it. Maybe it's because they think your way won't work. More than likely though, it's because you PDC when you should be TET, or you think you TET when in fact you do nothing.

PDC is Planning, Directing, and Controlling. TET is Teaching, Equipping, and Trusting. This session is all about learning not the cliché's and rhetoric of TET, but the "on the ground" behaviors, practices, and tasks you NEED to do to let your people succeed. We will learn the techniques and we will practice the techniques in this session. If you can't do the things in this session, you have no business being a manager or leader

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Friday - 3:40 to 4:50 – 70 Minutes

The Power of One Less

Howard Forman CFPIM, CIRM, CSCP

President of PIM Associates, Inc.

Email: pimassociates@yahoo.com **Phone:** 973-838-5946

Description

During the past twenty-four months companies have struggled to enhance their supply chain by driving down inventory levels and controlling supply chain costs. Companies have wrestled with the dilemma of balancing both customer service and inventory while attempting to enhance profitability. This has proven to be a very difficult task for most companies. The power of one less has proven to be an effective tool to help manage and control inventory levels and supply chain costs. Learn the basics of using the power of one less; how to identify supply chain improvement opportunities; define an improvement work action plan; and how to implement this program at your company.

Saturday - 8:00 to 10:40 – 140 Minutes

Planning & Controlling Inventory in Good Times and Bad Times

Alan L. Milliken CFPIM CIRM CSCP CPF

Email: alan.milliken@basf.com **Phone:** 973-978-5239

Description

In this economy, Cash is King and much emphasis has been placed on inventory reductions. In many cases, management has issued inventory goals that seem impossible to accomplish. Those who did not have good inventory management processes in place are finding it is even more difficult to achieve balance between service, costs and inventory investment.

This presentation will provide an understanding of the inventory management process through interaction including hands-on exercises. Participants will leave prepared to improve inventory management at their firm. You will learn:

- The key inputs and controls to inventory planning processes and how to project inventory levels based on these.
- The role of information systems in the inventory planning & controlling process.
- How to use reports, exceptions and analyses to monitor and control inventory levels.
- The importance of establishing an inventory performance management process with clear accountability and alignment across the organization.

Saturday - 10:50 to 12:00 – 70 Minutes

Real SOP Implementation (Challenges and Benefits)

Luis Barcón CPIM, CIRM, CQM, C.P.M., PMP, CSCP, CPF

Email: lbarcon@scm.com.mx **Phone:** 52-33-31210444

Description

In this conference you will be able to learn what needs to be assessed in a SOP implementation project, implementation guidelines, key SOP processes, lessons learned, and results obtained at this company.

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Saturday - 1:10 to 4:50 – 220 Minutes

Supply Chain Conflict: Getting Along for Supply Chain Success

Pam Somers CPIM CIRM CSCP

President of Saw-Whet Solutions

Email: psomers@saw-whet.ca **Phone:** 905-977-7317

Description

Supply Chains are riddled with opportunities for conflict. The inherent conflicts – maximizing efficiency and customer service while minimizing inventory and cost – in any business are enough get in the way of success. Add to them the inevitable differences in cultures, languages, measurement systems, and a variety of other dissimilarities present in complex global supply chains, and you surely have a recipe for failure.

But disagreements needn't damage an organization. In fact, well managed conflict can be constructive: It can lead to better understanding, and more innovative, well-rounded decisions made by effective, cross-functional teams. By recognizing and resolving conflict, strong supply chain leaders can guide their organizations to make the incremental improvements necessary to delight their customers, increase profitability, and enhance the competitiveness of their supply chains.

Through this hands-on workshop, participants will learn how to effectively recognize and manage conflict in supply chains. We will discover what conflict is, where it comes from, and how to use it to our advantage. Through a combination of presentations and activities, participants will experience conflict first-hand, and will learn techniques to resolve differences and arrive at effective and efficient solutions.

Following this workshop, participants will be able to

- Explain the common causes of conflict and the reasons why it can be beneficial
- Identify common supply chain conflicts
- Explain the role of leaders in resolving conflict
- Describe the importance of effective teams in conflict resolution
- Use performance measurements to align teams and objectives

Identify and use common conflict resolution tools and techniques to affect supply chain solutions

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EMPOWERING PEOPLE

Friday - 9:20 to 10:30 – 70 Minutes

Managing Supply Chain Risk: The Missing Ingredient

Preston W. Blevins CFPIM, FBPICS (UK), CIRM, CSCP

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Description

Most supply chain professionals have applied best practices in the form of Balanced Scorecard, meeting with key suppliers on a regular basis and tracking suppliers' financial status to manage supply chain risk. Unfortunately supply chain failures still regularly occur with severe consequences. The widely circulated Wall Street Journal (WSJ) article of May 2008 titled "Clarity is Missing in Supply Chain" examined in detail such a failure. This presentation will use the referenced article as a case study and discuss:

- Traditional Methods of Managing SC Risk
- The Aberdeen 2009 APICS Conference SCM Report
- The WSJ Documented SCM Fiasco
- Why it Happened
- What is Needed to Avoid Repeating it
- Who is Responsible to fix it

Friday - 10:40 to 11:50 – 70 Minutes

People – They are our Most Important Asset

Alan L. Milliken CFPIM CIRM CSCP CPF

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Description

Most firms say somewhere in their vision that "people" are their most important asset. However, many companies do not walk-the-talk even in good times. In the current economic environment all firms are taking actions to curtail costs. For example, reducing participation in outside education events or increasing participation in on-line learning.

Operational excellence depends on successful integration of People-Process-Technology. Most firms want and are working toward better processes and use of the latest systems even during the recession. To leverage such investments into improved bottom-line results, plans must include advancing knowledge and skills within the organization.

In this session participants will learn:

- How to develop a virtual learning team across organizational functions.
- How to build a competency-based learning system aligned with organizational objectives and goals.
- The importance of using a blended learning approach which balances delivery costs with objectives.
- What tools & techniques are needed to monitor and continue to improve the learning process.

2010 6-Packed Conference – Session Overviews

Friday - 1:10 to 3:30 – 140 Minutes

Leading Change in a Changing Organization

Joe F. Schriever CIRM, CSCP, CTPM, CISA, CSTE, CQA

Email: JS4208@aol.com **Phone:** 512-288-2450

Description

Successful change management is the key to navigating from the current economic environment. This workshop presents a Leadership and Management Competency Model as a structure for developing the skills necessary to lead change. Leadership and management factors are considered in terms of strategic, performance, thinking, communications, leadership, conflict, and personal aspects. The integration of strategic thinking into performance requires communicating what is changing, why it is changing, and how it will change in terms of the organization, individual work units, and individuals. Implementation requires conflict management and personal engagement. The workshop will provide specific tools and methods to apply the leadership and management factors.

Learning objectives include:

- Awareness of Leadership and Management Competency Model.
- Application of Competency Model factors to managing change in an organization.
- List of specific tools to apply with the leadership and management factors.
- Awareness the importance of “people” factors in leading change.

This workshop is intended to address the leadership and management skills necessary to successfully lead turnarounds, start-ups, and change in organizations.

Friday - 3:40 to 4:50 – 70 Minutes

Operations Managers are from Mars, Marketers are from Venus - Making the Planets Align

Cate Lawrence CPIM, C.P.M., Certified Management By Strengths Trainer, Qualified Myers-BriggsType Indicator Administrator

Principal, Lawrence Research Associates

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Description

Shortening the path to new product/service release is central to a best-in-class strategy of unrelenting focus on customers' priorities. When firms engage in research and product development, R&D engineers, operations professionals and marketers must work closely together. Poor communication and conflict between these groups delays development, reduces product quality, and even contributes to business failure.

Two types of conflict are typical in complex manufacturing environments: task conflict and relationship conflict. Task conflict involves disagreement about facts and methods, and can result in creative solutions. Relationship conflict, on the other hand, refers to what many people call a "personality clash." This "clash" can be recognized in negative verbal remarks and subtle nonverbal behavior. Relationship conflict often causes team members to avoid each other.

Cross-functional teams have become increasingly diverse in terms of age, ethnicity, and location. This makes relationship conflict more difficult to manage. Cognitive communication style indicators can be used to address team communication style issues. When these issues are openly and proactively recognized, team members can take deliberate action to reduce the potential for relationship conflict.

2010 6-Packed Conference – Session Overviews

Saturday - 8:00 to 10:40 – 140 Minutes

Leadership vs. Management - Getting the Results You Want

Bob Forshay CPIM, CIRM, CSCP, CLM

Vice President with Transformance Advisors

Email: bforshay@emailta.com **Phone:** 303-451-7978

Description

Objective: Explore how we can directly affect and easily achieve the desired outcome of our operations and our roles as business leaders and supervisors by understanding leadership concepts in addition to management practices.

Often we approach leadership with a management agenda. If we approach our goals with an agenda of Management by Objective thinking are we being as effective as we would like and are we getting the desired results? Most of us may not be as effective as we would like.

In this workshop we will explore the concept of leadership vs. the science of management. We will look at thought processes that drive results from each, and the different outcomes. As we examine the drivers of the different approaches we will learn how we create our own results and from that how we can make changes to gain the results we want.

Participant benefits include:

- Identify key aspects of an effective leadership approach.
- Understand ways to improve outcomes more often, reduce stress, build a stronger team and get the results you want.
- The opportunity to craft and implement a plan for immediate improvements.

Saturday - 10:50 to 12:00 – 70 Minutes

Leadership to Leapfrog the Competition in the New Normal Business Environment

Lisa Anderson MBA, CSCP

President - LMA Consulting Group, Inc

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Description

There is an urgent need for leadership in turbulent times; however, it doesn't compare with the urgency for leadership in the current, "new normal" business environment – it is unprecedented! The companies with outstanding leadership will not only survive but they will also be the ones to leapfrog the competition.

Have you ever wondered why we spend months and months and millions of dollars discussing and developing company strategies, implementation timelines, cost improvement plans, etc and yet they fall short of expectations? This is true in the best of times, so there is even less room for a margin of error of leadership in the "new normal" – a weakness in leadership can easily turn fatal.

Learn the secrets to leadership during turbulent business times. If you are interested in the following questions, join us for an interactive presentation on the leadership traits required to succeed during volatile business cycles:

- What unique skillsets are required to lead during challenging times?
- Instead of focusing on survival, how can leaders ensure that their companies and employees thrive?
- To improve operational results, do we need to embrace and spend significant money on programs like total quality management, lean, the Toyota Production System etc? Which should we use?
- In prioritizing, where do we start? For example, in prioritizing between working on operational efficiencies and completing a performance review, which should be first? Why?
- How do other companies beat the odds and exceed their plans – on time, on budget, committed employees?

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- What are the keys to improving profitability, productivity, customer service and cash flow?

Saturday - 1:10 to 4:50 – 220 Minutes

The Bus Riders

Ken Cowman

Email: kjc@e-mergingcommerce.com **Phone:** 647-234-3244

Description

In his best-selling book “Good to Great”, Jim Collins talks about how the successful CEO’s had this in common...they hired the right people, put them in the right positions on the bus and then drove the bus. This session will be of interest to senior managers who want to understand how to hire the correct person for the job, keep that person motivated and ensure that the organization continues to improve their HR competitive edge.

A quantitative method to determining the personnel to hire and determine during the review of resumes and the initial interview whether the person will fit into all key performance indicators of the ‘perfect’ employee fit will be discussed. A further discussion of a quantitative methodology for creating Personal Management Objectives (PMO), evaluating and reviewing performance with an employee will also be discussed.

We will also discuss the use of Key Performance Indicators (KPI) for determining employee satisfaction in the organization and how to tie these KPI to management PMO as well as the use of Knowledge Capital Indexes as a corporate tool for determining the continuous improvement of human resources in the organization.

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LEAN OUT YOUR SUPPLY CHAIN

Friday - 9:20 to 10:30 – 70 Minutes

Principles of Change

Atul Tripathi CPIM

Manufacturing Process Engineer at National Oilwell Varco

Email: atul.tripathi@nov.com **Phone:** 713-937-5768

Description

National Oilwell Varco is the leading service and equipment provider for the oil and gas industry worldwide. The company's West Little York facility in Houston, TX has seen more than six-fold increase in demand since the beginning of 2006. This increased throughput from a resource constrained facility resulted in an increased response time to the customers. In order to identify and control the root causes of long response time, the facility established a process improvement team in early 2008. Over the period of two years the team has taken several steps to improve processes in the area of office operations, manufacturing scheduling, data collection, data integrity, and supplier evaluation and management. A move from the use of few key matrices to an extensive use of both financial and non financial metrics in different areas of the company coupled with an increased focus on employee education and training to promote the culture of a data driven business has been the cornerstone of these initiatives.

The presentation titled Principles of Change presents a firsthand account of a cultural change in a make-to-order heavy manufacturing facility by using a unique combination of case studies on process improvement projects and the underlying principles affecting those processes. It concludes by identifying the essential elements such as communication, empowerment, accountability etc that have contributed towards the success of these initiatives.

Friday - 10:40 to 11:50 – 70 Minutes

Lean Performance Indicators - A Road Map for Supply Chain and Operations Success

Howard Forman CFPIM, CIRM, CSCP

President of PIM Associates, Inc.

Email: pimassociates@yahoo.com **Phone:** 973-838-5946

Description

Can you imagine driving your car across the county? Do you just start your car and begin to drive and hope you reach your destination? Or do you use a road map to identify key points along the route to help ensure that you arrive at your destination on time and without any wasted effort? Companies must learn to use lean performance indicators in the same manner as a road map to track business performance and overall success. We will discuss what key lean performance indicators are how they help an organization achieve success. How can indicators be used to help identify, quantify and expose waste? How these indicators help direct and focus improvement efforts to meet strategic goals and objectives? Finally, we will discuss what should be measured, what not to measure, and the ramification of selecting the wrong indicators.

Friday - 1:10 to 3:30 – 140 Minutes

Develop Your OWN 'Go Forward LEAN Plan'

Robert "Bob" Kohankie, II; CFPIM, CIRM, CSCP

APICS & Business Concepts Educator / System Trainer / Consultant / Adjunct Professor

Email: kohankieb@verizon.net **Phone:** 214-724-3578

Description

This workshop is set up to provide participants "hands – on" experiences with their Supply Chain for one of their products / family of products, their cost drivers and their constraints.

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They will develop a “Go Forward” plan for **their** business to: increase Flexibility / Responsiveness; “Lean the Business not just the Supply Chain”; decrease CO\$T\$ and Time; Decrease Frustrations, and Balance Inventories. Participants will be provided appropriate Materials and a take home binder for them. Questions and discussions will be invited throughout the Workshop.

Friday - 3:40 to 4:50 – 70 Minutes

Lean Supply Chain Management - A Clear Path to Profit Improvement

Dan A. Marino CPIM

Senior Partner of Marino Associates, LLC

Email: danam333@aol.com **Phone:** 860-623-2521

Description

Being responsible for achieving your company’s goals and objectives you continuously ask the question, “What is it going to take to get ahead and stay ahead of your competition?”

The answer to that question is, of course, “Excellent Results in All Phases of Your Operation”. Most companies today are faced with domestic and global competitive pressures to compete in a new world economy. They are forced into strategies that continue to put downward pressure on their prices which in turn puts equal pressure on their profits. Companies must strive to uncover ways to reduce cost as a weapon against profit erosion. One of the most aggressive approaches in achieving excellence in operations is to develop and implement a superior Supply Chain Management Process.

Companies that have an unbalanced Supply Chain will see a negative impact to their overall profitability. When the balance between the Supply Chain and customer demand is inconsistent a company will incur costs above the standard cost for the product. These extra costs are in the form of:

- Cost to expedite materials
- Cost of premium freight
- Cost of excessive inventory
- Cost of excessive set-up charges
- Cost to expedite customer orders
- Lost revenue

Saturday - 8:00 to 10:40 – 140 Minutes

Lean and Agile Value Chain Management

Ehap Sabri PhD, CFPIM

Author, Value Chain Strategist, and Business Management Professor

Email: sabridallas@yahoo.com **Phone:** 214-213-3324

Description

Being Lean & Agile is the recipe for success to survive in this market, and increase market share once the market is back. Managing the value chain is becoming more complicated due to globalization, increasing complexity of value chains with outsourcing, the need for shorter time to market, and the urgent need to be responsive to requirements.

This presentation will talk about how to convert conventional processes into Lean and Agile Value Chain (LAVC) processes to address today’s market challenges. Although, most professionals in supply chain field have heard about Lean either by taking a course, attending a seminar, or buying a book; very few firms have implemented and achieved Lean successfully. Moreover, Firms must create an environment that is both lean and agile, one that honors the principles of waste elimination while also enabling the flexibility to deal with the variability and unpredictability.

This presentation will also provide a comprehensive framework for the transformation programs to transform value chains to be Lean and Agile.

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Saturday - 10:50 to 12:00 – 70 Minutes

Crafting a Lean Supply Chain

Mike Loughrin CLM, CSCM, CSCP

CEO – Transformance Advisors Inc.

Email: mloughrin@emailta.com **Phone:** 720-234-3244

Description

Global competition has become a race of one supply chain versus another. In this race, lean supply chains will win through the integration of multiple lean enterprises and an intense focus on end-to-end performance. The approach to maximize end-to-end performance and create a lean supply chain requires an analysis of value added, non-value added, and business value added activities and the elimination of waste in the entire value stream. This presentation will explore the four elements of a lean supply chain, leveraging the five principles of lean when crafting a lean supply chain, and the systematic application of four executive sponsorship techniques that will provide the lean leadership required for success.

Saturday - 1:10 to 4:50 – 220 Minutes

Lean Supply Chain Business Simulation

Robert Burke CPIM, Lean Sensei, Six Sigma Black Belt, ISO Assessor

Executive Director of Value Innovation Partners, Ltd

Email: rburke@vipgroup.us **Phone:** 978-372-3469

Mr. Patrick Lucansky

Executive Director of Value Innovation Partners, Ltd

Description

Purpose

This half- day workshop demonstrates how to use Lean/World Class Basics...to deliver World Class Goals in a safe, fun atmosphere. See how a company can go from a traditional business approach where customer satisfaction is desired to implementing lean concepts where customer satisfaction is exceeded. The most fun you can have learning... by far.

Overview

Our Lean Business Simulation© course is an interactive workshop where participants learn the reason for change, the methods of change and the tools and techniques of change. They actually run a business which requires them identify the issues select the appropriate SCM/Lean/Six Sigma tools or techniques to apply and see the results of their efforts. The session is renowned for its ability to get to the “AHA” as well as energize and motivate participants to action.

OUTLINE

SCM

Learn the basic of Change Management, Cycle-Time Reduction, DMAIC, Kaizen, Kanban, Blanket PO Systems, Long Term Agreements, Point of Use Delivery, Parts Certification, Poka-Yoke, Problem-Solving Techniques, Process Improvement, Standardization, Supplier Certification, Strategic Sourcing, Structured Management System, Teamwork, and Vendor Management Inventory

Benefits

Interactive Participation, Structured proven teaching methodology, Fun environment facilitates learning, Experienced, knowledgeable facilitators, Sessions equally meet the needs of novices and advanced participants at the same time.

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INVENTORY INVESTMENT

Friday - 9:20 to 10:30 – 70 Minutes

Managing Inventories in a Changing Economy

Doug Howardell CPIM, PMP

Email: dhowardell@InventoryPerformance.com **Phone:** 626-390-6935

Description

This presentation explains a simple methodology for managing inventories in a changing economy. Whether demand is going up or down, the technique uses data you already have in your existing MRP or ERP system to go beyond merely planning inventory quantities to actually managing inventory dollars and working capital. It uses demand-driven logic and provides a dollar focus so that you can see exactly which actions you need to take to improve inventory performance. The methodology we will present was developed by 35 purchasing and materials managers just like you. They have been using this method for 20 years to make their planner/buyers' jobs easier. It helps them reduce excess inventories and increase turns, while avoiding shortages and improving working capital.

Talk Outline

- Major reasons that inventories go up in a down economy
- Managing inventories with changing demand
- Dynamically Measuring Inventory Performance
- Setting Improvement Targets
- Improving Inventory Performance

After this talk you can take home and put to use:

- Facts, data and examples of how inventory is affected by a changing economy
- A new way to measure inventory performance
- A proven methodology improve inventory performance

Friday - 10:40 to 11:50 – 70 Minutes

Purchasing Fundamentals

Donald Clark CFPIM, CSCP

Business Analyst at Clients First Business Solutions

Email: clarkdonald@hotmail.com **Phone:** 925-768-7959

Description

Designing and deploying an effective purchasing team is equally essential to creating a comprehensive and effective materials management team. This presentation will cover the necessary concepts and strategies that are used to create a purchasing department that truly adds value to the organization. This presentation will cover the following, basic, elements of a high performance purchasing team:

- The objectives and responsibilities of purchasing within an organization
- Purchasing and MRP
- Classifying inventory
- Effects of order quantity decisions and Total Cost of Ownership
- Purchase contract elements and types
- Negotiations and their effects
- Necessary documentation
- The role of supplier quality
- Make or buy decisions
- Supplier certifications
- Supplier performance measurement
- Ethics in purchasing

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Participants of this presentation will be provided with a strong framework with which they will be able to build an effective materials management group.

Friday - 1:10 to 3:30 – 140 Minutes

Walking the Inventory Tightrope

Deb Hansford CPIM, CIRM, CSCP, C.P.M., CSCP

Email: Deb@PreCrest.com **Phone:** 770-222-8740

Description

Managing inventory is managing that delicate balance of knowing how much is needed to support company goals including sales, production and financial requirements. How do you know when you have that right amount? Once you get the balance how do you keep it?

This session is more than theory, but practical tips how to manage your inventory.

Objectives:

- Discuss why all inventories are not created equal.
- Determine when and how does it make sense to use ABC analysis.
- Debate the impact of taking safety stock to zero.
- Demonstrate how to work with suppliers to reduce inventory.

Friday - 3:40 to 4:50 – 70 Minutes

Maximizing ROI on Your Inventory Investment

Charles J. Connelly CFPIM, CSCP, CPA

General Manager at Excellence in Supply Chain Management

Email: Chuck.Connelly@gmail.com **Phone:** 832-303-0054

Description

For manufacturing companies, inventory represents a significant investment as reported on the income statement. Inventory also becomes a significant expense on the income statement. Contrary to some popular theory, inventory is NOT a liability although it can be a poor investment.

This presentation will start with creating a basic understanding how inventory directly impacts financial statements. We will look beyond the standard definitions of calculating financial inventory turns. We will see how to translate financial inventory turns into measure that your operations personnel can use in their daily work. Lastly, participants will come away from this presentation with some clearly defined opportunities on how to maximize the ROI on their inventory investment.

Saturday - 8:00 to 10:40 – 140 Minutes

Inventory Investment – Less is More

Pam Somers CPIM CIRM CSCP

President of Saw-Whet Solutions

Email: psomers@saw-whet.ca **Phone:** 905-977-7317

Description

Headlines in recent news tell us that the connection between inventory and cash flow has become a priority issue for companies around the globe, as Supply Chain executives look to minimize inventories as a way of generating cash, in a world of difficult credit markets and high borrowing rates.

This session will offer insight into how inventory ties up capital that could otherwise be used to manage and improve the supply chain. We will review some real-world examples of companies who have recognized the connection, and who have taken steps to effectively free-up cash by reducing inventories. These examples will

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form the basis for a discussion on effective strategies for permanently reducing inventory throughout the supply chain.

Saturday - 10:50 to 12:00 – 70 Minutes

Outsourcing Revisited

Michael William Gozzo CPIM, CSCP

President and Founder of The Total Business Consulting Group, Inc.

Email: tbc_grp@sbcglobal.net **Phone:** 831-768-9501

Description

Several years ago I wrote and presented papers on “Taking Outsourcing for Granted”. Since then, experiences gained from many business sectors has provided further insight and new learning on better ways to approach global supply chains.

This presentation will focus on these new incites:

- What is the formulation for deciding on outsourcing?
- What methodology needs to be employed?
- What is the report card and who’s keeping score?

Cost has been the primary driver to do offshore outsourcing. Should that change? These are the questions that will be addressed and discussed in this session. Those in attendance will go away with an improved view of criteria, methods and cases that promote and detract from the outsourcing.

Saturday - 1:10 to 4:50 – 220 Minutes

SCOR Benchmarking

Executive Director at Supply Chain Council, Inc

Description

Supply chain benchmarking involves the process of detailed quantitative or qualitative comparison of performance or practices against other supply chains, companies, or industry standards. This workshop seeks to “jump start” a SCORmark® based benchmarking program within the participants’ organization through the seven key steps – supply chain definition, prioritization, strategy, SCORcarding, data gathering, and benchmark analysis. It focuses on the detail techniques, decisions and step by step workflow. Upon completion of the workshop, participants should be able to launch a benchmark with selected supply chains within their own company, accelerated with data developed in the workshop. Recommended preparation to get the most of the workshop is for attendees to identify in advance major markets and product lines, as well as some view on revenue, profitability, and complexity of the supply chains of their organization. Registered participants will receive workshop materials including the presentation and the SCC’s SCOR® Metrics Handbook.

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SPONSOR PRESENTATIONS

Friday - 1:10 to 3:30 – 70 Minutes

Oracle presents - Smart Strategies and Best Practices to Address Modern Day Value Chain Challenges

Oscar Torres, Oracle Value Chain Planning Sales Executive

Description

Today's environment requires value chains and the companies that run them to be agile, predictive and adaptive. Modern supply chain practitioners understand the criticality of those key traits. Take a journey with Oracle to understand how those critical elements have become the cornerstone to modern and effective supply chain management and how those companies incorporated those traits into their corporate DNA.

Friday - 3:40 to 4:50 – 70 Minutes

MSS Technologies presents - JD Edwards (JDE) ERP system

Honey Johnson CFPIM, CIRM, CSCP, CPM

Email: hjohnson@msstech.com **Phone:** 303-271-1818 x123

Brian Storrs, CPA

Email: bstorrs@MSSTECH.com **Phone:** 303-619-0762

Description

MSS Technologies will provide an overview of the Oracle JD Edwards (JDE) ERP system. The presentation will highlight JD Edwards' features that optimize supply chain processes through consistency, flexibility, ease of navigation, and complete system integration. This demonstration will provide participants with a fundamental understanding of the power of a 'single source of the truth'.

MSS is a certified JD Edwards Oracle partner, providing implementation and training consulting services. Using the integrated JD Edwards Platform, MSS has significant experience in helping customers transform their decision making culture to a performance based management organization for planning, budgeting and analysis.