

# 2012 New England Supply Chain Conference & Educational Exhibition

Monday, October 1, 2012

Best Western Royal Plaza Hotel & Trade Center, Marlborough Massachusetts

**\$199: One of the best educational values in the entire Northeast!**

**Marlborough, MA, October 1, 2012:** The New England Supply Chain Conference & Exhibition will be taking place on October 1, 2012 at the Best Western Royal Plaza Hotel & Trade Center. This conference provides an excellent opportunity for individuals to keep pace with rapid change in the supply management profession. Early-bird discounts are available until September 14, 2012. **Only \$199** for the entire day--a true value!

Registration and program information is available on-line at: [www.nescon.org](http://www.nescon.org)

Member organizations of the New England Collaborative have consistently received rave reviews for not only delivering seminars with value – “A great bang-for-the-buck!” Attendees agree that this seminar is remarkable for its professional breadth, originality and overall cost effectiveness. This year’s program promises to be just as engaging as the record-setting 2011 conference, with six distinct learning tracks, two Keynote Speakers and Exhibitor presentations covering a wide range of supply chain topics, emerging trends and solid solutions. This is a great way for professionals to leverage their time and spend precious training dollars wisely with a first class, **LOCAL** event.

## **Six Custom Learning Tracks: Supply Chain Leadership & Communication & Teambuilding, Microsoft Office Tools for Business, Purchasing & Materials Management, Global Logistics, Operations Mgt: ERP & Supply Chain, and Supplier Showcase**

2011 attendees were excited by the inclusion of several premiere tiered tracks, so we’ve continued our **Basic, Intermediate, Advanced** programs for some of the tracks. Attendees can leverage six new, 3-part professional development tracks, for a customized learning experience. Mix-n'-match from any or all of these bodies of knowledge to suit *your* professional needs! *With the rapid pace of advancement in the field, it's even more important to keep up with what's new, and to network & benchmark with others in your profession!*

- **Windows 7 – Intro (and What’s Coming in Windows 8 = Get Ready for More Changes!)**
- **Microsoft 2010 – Key Changes & Tips (Word, Outlook, Excel, & PowerPoint)**
- **Business Intelligence in Excel (Pivot Tables & Other Tools!)**

- **Three Dimensional Negotiations: Balancing Internal and External Forces**
- **Outsourcing 2012 – Topic title coming soon!**
- **Supply Chain Risk Mgt – Topic title coming soon!**

- **Basics of Logistics**
- **Intermediate Logistics**
- **Advanced Logistics**

- **Seven Deadly Sins of Project Mgt**
- **Sales & Operations Planning – Master Planning: How They Work Together**
- **Where Finance & Operations Meet**

- **Increase Your Leadership Effectiveness through Influential Communication**
- **Off-Shore & Cross-Cultural Communications & Negotiations = Do’s and Don’ts**
- **The Martial Art Strategy of Business Leadership: The Power of 3**
- **Economic Outlook - A New England Perspective (Special segment on the adverse effects of the recession, and the forecast for recovery)**



### Conference Chair

- Ken Glasser, Axcelis Technologies, APICS-NS

### Conference Co-Chair

- Joanne Brennan, APICS-Boston

### Steering Committee

- Tim Barre, ISM-VT & NSMG
- Mike Broderick, NAPM-ME & NSMG
- Diane Cotter, NAPM-NH & NSMG
- Adrienne Galbraith, APICS-NS
- Julie Hale, NAPM-ME & NSMG
- Bernie Hennessy, NSMG
- Michele Lawrence, APICS-NS
- Pete Lewis, APICS-Boston
- Deb Paton, APICS-SOSH
- Lee Petri, NERT, CSCMP

### New England Collaborative

- APICS Boston Chapter
- APICS North Shore Chapter
- New England Roundtable: Council of Supply Chain Management Professionals (CSCMP)
- The Northeast Supply Mgt Group (NSMG) a special interest group of ISM™
- APICS South Shore (Collaborator)
- PMAB (Collaborator)

### Premier/Platinum Sponsor & Exhibitor 2011 & 2012:

- Canadian Consulate 

### 2011 Exhibitors (examples from last year)

- Ariba
- Coptech Digital
- Office Max
- Avior Computing
- ePlus
- JV Kelly Group
- Logility
- Metasys
- Northeastern University
- Proactis
- Puridiom
- W.B. Mason
- Winbrook

**6 TRACKS:****A: Microsoft Office Tools for Business****C: Operations Mgt: ERP + Supply Chain****E: Supply Chain Leadership, Teambuilding, & Communication***Also, special benefits for unemployed attendees!***B: Purchasing & Materials Management****D: Global Logistics****F: Supplier Showcase.***New content added weekly! And don't forget our Sunday Night Reception on Sun Sept 30 @ 7 PM (INCLUDED!!) Monday Oct 1 schedule is below:*

Schedule	Sessions	Presenter	Topic
7:30 to 8:15 am	Registration & Breakfast	EDUCATIONAL EXHIBITS OPEN (7:30 am to 4:30 pm)	Please visit our exhibitors and you will not only be educated on the latest cutting edge technologies, but you will also be eligible to win some great prizes from the conference!
8:15 to 9:45 am	Welcoming & Morning Keynote	<a href="#">Jeffrey B. Carr</a> Corporate President & Economist, EPR	<a href="#">Economic Outlook – A New England Perspective (special segment on the adverse effects of the recession, and the forecast for recovery)</a>
10:00 to 11:15 am	1A	<a href="#">Pamela Conway</a> Vice President, CompuWorks	<a href="#">Intro to Windows 7 (With a Sneak Preview of What's Coming in Windows 8 = Get Ready for More Changes!)</a>
	1B		
	1C	<a href="#">William Howell</a> President, HTS (Howell Technology Solutions)	<a href="#">The Seven Deadly Sins of Project Management</a>
	1D		
	1E	<a href="#">David Liddell</a> , President & Founder, SKYE Business Solutions	<a href="#">Increase Your Leadership Effectiveness through Influential Communication</a>
	1T		
11:30 am to 1:15 pm	Keynote & Lunch		
12:30 to 4:00 pm	Dessert & Snacks in Exhibit Hall		

1:30 to 2:45 pm	2A	<a href="#">Pamela Conway</a> Vice President, CompuWorks	<a href="#">What's New in Microsoft Office 2010 – Changes &amp; New Features in Outlook, Word, PowerPoint, and Excel</a>
	2B	<a href="#">Richard G. Weissman, C.P.M.</a> Director of Corporate Education & The Center for Leadership, Endicott College	<a href="#">Three Dimensional Negotiations: Balancing Internal and External Forces</a>
	2C	<a href="#">Anthony Zampello, CPIM, CIRM, CSCP</a> President, Zampello and Associates	<a href="#">Sales &amp; Operations Planning – Master Planning: How They Work Together</a>
	2D		
	2E	<a href="#">Gurpreet Singh, MBA, CSSBB, CPSD, CPSM &amp; C.P.M.</a> Founder and President, Strategic Supply Chain & Six Sigma Consulting LLC and Legal Sourcing LLC	<a href="#">Successful Navigation Through Off-Shore &amp; Cross-Cultural Communications &amp; Negotiations = Do's and Don'ts</a>
	2T		
3:00 to 4:15 pm	3A	<a href="#">Pamela Conway</a> Vice President, CompuWorks	<a href="#">Business Intelligence in Excel – Using Pivot Tables &amp; Other Tools to Make Your Data Work for You (Simplified for Today's Business Environment!)</a>
	3B		
	3C	<a href="#">James R. Cote</a> Executive Director, Northeast Operations, Foundation for Financial Education	<a href="#">Where Finance &amp; Operations Meet</a>
	3D		
	3E	<a href="#">Jennifer Touma</a> President, Mindscape	<a href="#">The Martial Art Strategy of Business Leadership: The Power of 3</a>
	3T		
4:30 to 4:45 pm	Raffle & Exhibitor Drawings in Exhibit Hall		