



*Seventeenth Annual  
ISM-New York  
Supply Management  
Symposium*

**Thursday, November 12, 2009**

**New York Hilton**

**1335 Avenue of the Americas at 53rd Street, New York City**

# Seventeenth Annual ISM-New York Supply Management Symposium

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**8:00 A.M. Registration and Continental Breakfast**

**8:30 A.M. Opening Remarks by Joseph Robertson, C.P.M., President, ISM-New York**

**8:45 - 9:35 A.M.**

## **COLLABORATION WITH SUPPLIERS IN DISTRESSED TIMES**

**By Javara Perrilliat, Principal, A.T. Kearney**

With the American economy contracting over the past several quarters, there has been a clear shift in supply-and-demand dynamics, with the balance of power back in the buyer's court for most products and services. In the majority of cases, this situation is leading companies to leverage their suppliers, expecting concessions in price and service on demand. When should companies collaborate with their suppliers? Today's presentation will examine key considerations regarding which suppliers should be brought in closer to the business for collaboration and which should be leveraged for cost reduction purposes.

**9:35 - 9:50 A.M. Refreshment Break**

**9:50 - 10:40 A.M.**

## **REDUCE, REUSE, RECYCLE: HOW TO ACHIEVE SUSTAINABILITY IN YOUR SUPPLY CHAIN**

**By Dr. Kevin Lyons, Chief Procurement Officer/ Executive Director, Purchasing Department  
Research Professor, Supply Chain Environmental Archeology, Rutgers University**

The world's environment, supply chains and purchasing are tied together. Economically responsible purchases can be made that conserve energy and other natural resources. "Green Purchasing" minimizes negative environmental effects through the use of environmentally friendly products and practices. It is also a way of adding environmental considerations to the price and performance criteria that businesses use to make purchasing decisions, while attempting to identify and reduce the environmental impact and to maximize resource efficiency. Rutgers utilizes this concept in its RFP/contract climate criteria, green building, fleet, transportation and other areas. Dr. Lyons has worked with corporations, national and international organizations and governments to research and implement similar programs. This presentation will provide information and examples of what you can do to 'green' your own supply chain!

**10:40 - 10:55 A.M. Break**

**10:55 - 11:45 A.M.**

## **GOING TO MARKET GLOBALLY IN TURBULENT TIMES**

**By Stephen V. Fischer, C.P.M., Director, Procurement Strategy, Global Procurement, Colgate-Palmolive Company**

Participating in supply markets for both direct and indirect goods and services is a challenge for a global company in more predictable economic conditions, including managing the mix of markets and suppliers between those with global, regional and local capabilities. In the recent turbulence of economies and markets, learn how a global consumer products company has managed the challenges and the opportunities created by this variability and by market discontinuities. The session will discuss managing the supply mix, supplier segmentation and risk mitigation, and leveraging a matrix organization to ensure flexibility and speed of decision-making to protect the business and take advantage of opportunities.

**12:00 - 12:45 P.M. Lunch**

**12:45 - 1:45 P.M. SPEAKER PANEL DISCUSSION AND NETWORKING**

**2:00 - 2:50 P.M.**

## **AN EVOLVING GLOBAL SERVICES JOURNEY**

**By James Jamieson, Director - Sourcing & Procurement Solutions, Allstate Insurance Company**

Allstate Insurance Company embarked on a global sourcing strategy in 2004 that included procuring services from multiple offshore suppliers. Join us as we review lessons learned and steps taken to initiate an offshore strategy, address resistance, identify and overcome risks, implement a migration plan and develop enterprise and operational governance. In this session, we will also review the benefits of global sourcing and the impact of recent world events.

**2:50 - 3:00 P.M. Refreshment Break**

**3:00 - 4:00 P.M.**

## **SUPPLIER BANKRUPTCY: HOW TO MANAGE RISK**

**By Chipman L. Flowers, Jr., Esq., President & Managing Member of The Flowers Counsel Group, LLC**

Is your procurement operation experiencing a rise in supplier bankruptcies? This presentation will provide practical legal and risk principles to reduce exposure and liability in corporate purchasing operations in a troubled economy. The discussion will cover topics such as minimizing risk exposure to troubled suppliers, identifying problematic purchasing contracts in the supply chain, analyzing anti-solvency and termination protections in purchasing contracts, pros and cons of various purchasing structures and operations in a turbulent economy and locating major resources to guide purchasing departments in challenging times.

**7.5 CPSM/C.P.M./A.P.P. CREDIT HOURS WILL BE AWARDED FOR FULL REGISTRATION AND ATTENDANCE**



**JAVARA PERRILLIAT** is a Principal with A. T. Kearney's management consulting practice. He is a recognized leader in the firm's operations and supply management practice. Mr. Perrilliat has over seven years of experience in providing management consulting services across multiple industries. Over the last few years, he has led projects in mega supplier strategy, manufacturing and supply chain rationalization, procurement assessment, indirect and direct strategic sourcing, inventory optimization and performance management. Mr. Perrilliat earned his BS in Electrical Engineering from Purdue University, where he served as President of the National Society of Black Engineers, and his MBA from the Ross School of Business at the University of Michigan.



**DR. KEVIN LYONS** is Chief Procurement Officer and Executive Director of Purchasing and a Research Professor in Supply Chain Environmental Archeology at Rutgers University, where he is responsible for all procurement and contracting. He also conducts research on developing and integrating environmental, social, economic and ethical criteria into supply chain systems and processes. Dr. Lyons is involved in an extensive environmental archaeological research project, Supply Chain Archeology, involving consumption patterns, product design and waste impacts. He also teaches several courses at Rutgers relating supply management to environmental concerns. He is the author of many articles and books, including *Buying for the Future: Contract Management and the Environmental Challenge*. Dr. Lyons received his doctorate from the University of Sunderland in Sunderland, England.



**STEPHEN V. FISCHER, C.P.M.** is the Director, Procurement Strategy for the Colgate-Palmolive Company, where he is responsible for development and execution of sourcing strategy, technology utilization, policy and process and training and development for the global procurement organization. In more than twenty years at Colgate, Steve has held key positions in procurement, supply chain and finance across a number of Colgate's international businesses, including leading the North American purchasing organization. Mr. Fischer is First Vice President of ISM-New York and was a recipient of its J.H. Leonard award in 2004. He received a BS in Economics in Finance and Accounting from the Wharton School of the University of Pennsylvania.



**JAMES JAMIESON** is Director of Worldwide Sourcing in the Sourcing and Procurement Solutions organization of Allstate Insurance Company. He was involved in Allstate's original offshore strategy development in 2004 and now manages the ongoing delivery of this strategy. Mr. Jamieson and his team focus on all aspects of sourcing Business Processes Offshore (BPO). In addition, they provide consultative services to Allstate's business units on offshoring, as well as assess vendor capabilities, negotiate contracts, carry out transition planning, monitor governance and manage ongoing supplier relationships for all goods and services utilized in company operations. Mr. Jamieson earned his BS from Elmhurst College and his MBA from the University of Illinois - Chicago and is also a Certified Public Accountant.



**CHIPMAN FLOWERS, JR., Esq.** is the founder of The Flowers Counsel Group, LLC. He is a noted corporate procurement and mergers and acquisitions attorney, who serves as the Firm's President and Managing Member. Mr. Flowers has advised major Global and Fortune 500 clients in structuring internal procurement operations and risk management. He serves as lead counsel for Harvard University's Procurement Management Division and is responsible for providing legal advice for major university-wide procurement transactions. In addition to Harvard, Mr. Flowers' clients include Bank of America, ING Bank, Barclays Bank, AstraZeneca Pharmaceuticals, Exelon and DuPont. Mr. Flowers received his JD and MBA from Georgetown University and his MPA from Harvard University's John F. Kennedy School of Government. Mr. Flowers earned his BA in Economics from the University of Pennsylvania.

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**REGISTRATION INFORMATION**

**TO REGISTER:** Registration must be in advance, and may be made up to the time of the Symposium, subject to confirmation.

**REGISTRATION FEE:** Indicate method of payment below. Make checks payable to ISM-New York.

	Member	Non-Member	TEAM RATES - 3+ Members and/or Non-Members
<b>EARLY BIRD - Postmarked Before Oct. 16, 2009</b>	\$495	\$595	\$475/person from the same organization
<b>Postmarked After Oct. 16, 2009</b>	\$565	\$675	\$515/person

**NON-MEMBERS** of ISM-New York but members of other ISM affiliates or APICS are welcome to attend ISM-New York educational programs at member rates, subject to presentation of proof of membership.

**CONFIRMATION:** Confirmations will be e-mailed to registrants approximately one week prior to the Symposium.

**CANCELLATIONS & REFUNDS:** Confirmed registrations may be cancelled and tuition refunded, less a \$100 administrative fee, if cancellations are received no later than five business days prior to the date of the Symposium. Registrants who have been confirmed (and not cancelled on time) but are unable to attend the Symposium are liable for the entire fee. Substitutions may be made at any time.

**HOTEL ACCOMMODATIONS:** ISM-New York does not arrange hotel accommodations. Registrants who wish to stay at the conference site may reach the Hilton by calling (212) 586-7000.

**REGISTRATION FORM**

Peter Oppenheimer, C.P.M.  
ISM - New York, Inc.  
69 Susquehanna Avenue  
Great Neck, NY 11021- 3819

Please photocopy this form for additional registrations  
For faster registration:  
Phone (516) 466-9822 or Fax (516) 466-4141  
E-mail: poppenheimer@ismny.org

Please register me for the Seventeenth Annual ISM-New York Symposium to be held on Thursday, November 12, 2009.

Name (Please print) \_\_\_\_\_ Title \_\_\_\_\_

Organization \_\_\_\_\_

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