



# Supply Management Forum 2012



**institute for  
supply management**

**ISM—New Jersey, Inc.**

**supply  
march management  
month** 2012

## **Who Should Attend:**

This program should be of interest and value to all levels of purchasing management, from buyer through Chief Procurement Officer, and anyone else involved in supply management.

**Wednesday, March 14, 2012**

The Villa at Mountain Lakes  
90 Route 46 East  
Mountain Lakes, N J

7:30 AM – 4:00 PM

# ISM – Supply Management Forum

**Wednesday, March 14, 2012**

**7:30 a.m. Registration and Continental Breakfast**

**8:30 a.m. Opening Remarks – Thalia Adams-Waingarten, C.P.M., A.P.P., ISM-NJ President**

**Keynote Speaker: Norbert Ore, Former ISM Chair ISM Manufacturing Business Survey Economic Independence and Change Acceleration - 2012 and Beyond**

Supply Management will be challenged by a global marketplace that offers risk and reward at an accelerating rate of change -- hear the thoughts of one of our profession's best on your future

**10:00 – 10:15 a.m. – Break**

**10:15 – 11:45 a.m.**

**Panel Discussion: Sustainability Best Practices**  
**Panelists: James Gowen, Vice President Supply Chain Operations & Chief Sustainability Officer, Verizon Communications; PSEG (TBA); Johnson & Johnson Consumer Group (TBA)**

**Facilitator: Dr. Kevin Lyons, Ph.D., Assistant Professor, Rutgers Business School**

Panelist will discuss sustainability best practices within their organization.

**Noon – 1 p.m. – Networking Lunch**

**1:15 p.m. – 2:15 p.m.**

**2012 Supply Chain Priorities: CPO Survey Results**

**Jon Wesoky – Senior Practice Leader, Supply**

**Chain Management, Resources Global Professionals**

Every year, the Supply Chain Management Practice at Resources Global Professionals administers a survey of top Procurement and Supply Chain Management executives. The 2011 survey included over 80 C-level executives and identified cost reductions, organizational effectiveness, and supplier relationships as their top priorities. What will the 2012 survey reveal? Please join us for a session focused on the results and key findings of the 2012 RGP CPO Survey.

**2:15p.m. – 2:30 p.m. – Break**

**2:30 p.m. – 3:30 p.m.**

**8 Essential Traits for Leaders**

**Lara Nichols, Senior Director Global Partner Strategies, Tyco International**

Knowing your trade is fundamental to success on the job. Knowing how to lead is vital to success in your career. This session will explore eight traits to help you develop effective leadership abilities on your way to that top job. Learn the specifics of what makes each trait important as described by top CPOs and gain an understanding of some specific goals and practical techniques to help develop traits to become the most effective leader you can be.

**4:00 p.m. – Wrap-up and Closing Remarks – Thalia Adams-Waingarten, C.P.M., A.P.P., ISM-NJ President**

# Featured Speakers

**Jim Gowen** holds the complementary roles of vice president of Supply Chain Operations and chief sustainability officer for Verizon, a dual responsibility he was appointed to in September 2009. As Verizon's chief sustainability officer, Gowen is responsible for setting the direction of the company's sustainable growth strategies and for reducing its carbon footprint. With a focus on working with vendors and business partners to drive efficiency into the supply chain, he also oversees initiatives being implemented across Verizon including fuel and energy reduction, paper suppression, waste reduction and recycling, and management of end-of-life-cycle material recovery. In his supply chain role, Gowen leads centralized operations and the global customer premises equipment program with responsibility for more than \$2.5 billion in annual through-put and half a billion dollars in annual inventory. He oversees Verizon's regional distribution centers, purchasing and materials management, investment recovery, international supply chain and centralized fleet operations. Previously, Gowen was executive director of supply chain's centralized operations team as well as the lead architect of the company's supply chain strategy. Gowen led the strategic shift from a fixed to a variable inventory business model, and he maintains an ongoing focus on continual improvement to meet the changing needs of an evolving and increasingly competitive Telecommunications industry. Gowen has held various positions with increasing levels of responsibility including corporate sourcing, outsourcing services, supply chain systems, and operations. He led the implementation of Verizon's eProcurement effort, and the standardization of Verizon's supply chain systems. Gowen earned his master's degree in business administration from Long Island University and his bachelor's degree from Manhattanville College. He is located at Verizon Center in Basking Ridge, New Jersey.

**Lara Nichols** is a results-driven business executive with a strong background in leadership development, technology management, business process engineering, program design, change management, global service delivery, technology and business process outsourcing and offshoring, supplier and risk management, merger and divestiture strategies and asset management. She has held key executive leadership and pivotal organizational transformation roles that have contributed significant value and ROI to multibillion-dollar organizations of Global Fortune 200 companies. Senior Director of IT Sourcing & Asset Strategies for Tyco International, Ms. Nichols is credited with founding and institutionalizing an inaugural IT supply management program, asset management program and globalization strategies effort to support central delivery of back office operations. Prior to joining Tyco in 2005 Ms. Nichols' career includes ten years of progressive responsibilities at Wachovia Bank, now a subsidiary of Wells Fargo Financial Services. Notable roles include Vice Presi-

dent and Director of the bank's centralized IT Architecture Shared Service centers, Vice President and Chief Sourcing / Procurement officer for Technology and Operations and Vice President Advanced Technology Group. An advocate for continuous learning and giving back, Ms. Nichols is a member of Tyco's Diversity and Inclusion council, sits on the Supply Chain Management undergraduate advisory board for Rutgers University and serves on The Conference Board's Globalization Council. Ms. Nichols serves as a mentor, a guest lecturer and a community volunteer. Ms. Nichols' expertise in the field of leadership and expertise in technology supply chain has been profiled in several trade publications and through industry and educational communities world-wide. Writing is a favorite pastime and Ms. Nichols uses blogging (at spendmatters.com), Facebook, Twitter and Linked In to keep in touch and she invites you to connect.

**Norbert Ore** is a recognized supply chain expert known for leading global strategy and technology implementations in Fortune 250 companies. In each instance, he has provided a focus on value creation through system optimization and process improvement. In addition to his supply chain career he has found time to become a successful entrepreneur, a spokesperson for a noted economic report, a consultant to and advocate for small-disadvantaged businesses, and a sought after keynote speaker.

Mr. Ore is an acknowledged leader in purchasing and supply management having attained the status of Certified Professional in Supply Management (CPSM) and Certified Purchasing Manager (C.P.M.). Additionally, he is a winner of the prestigious J. Shipman Gold Medal, which is presented annually by the Institute for Supply Management for leadership and service in the field. Norbert is best known for his work as the chair of the Manufacturing Business Survey Committee of the Institute for Supply Management (ISM). For the past 15 years, he has served as chair of the committee, a position which gives him responsibility for compiling, writing, and releasing the ISM Report on Business®, the monthly economic report recognized as a leading indicator of the U.S. economy. As spokesperson, he is frequently quoted in the business press, and regularly appears on the national TV and radio networks. During Mr. Ore's tenure as chair of the committee he has spoken with numerous organizations in the U.S. and internationally, including an address to the Board of Governors of the U.S. Federal Reserve. He has also been instrumental in the establishment of similar surveys internationally, most recently in the People's Republic of China. Additionally, he is a frequent author and speaker on the subjects of negotiation, contracts, buyer-seller relationships, and strategic supply management. He holds an undergraduate degree in business and a master's in organizational management. He resides in Atlanta.

# Featured Speakers

**Jon Wesoky** leads Resources' Supply Chain Management practice and is a subject matter expert in the contract management, Procure-to-Pay process, inventory management and the logistics and transportation functions. Prior to joining Resources, Jon was a Director at BearingPoint where he led the Supply Chain practice in the firm's Communications Industry group. As a Senior Manager at Andersen Business Consulting, Jon led the Mid-Atlantic Region's Supply Chain team. Additionally, Jon has held both operational and consulting positions in the distribution and transportation sectors. Jon has extensive experience with Supply Chain applications

such as PeopleSoft, Ariba, and Manhattan Associates. Jon received his MBA in Logistics and Transportation from the Smith School of Business at the University of Maryland, where he was a Council of Logistics Management National Graduate Scholar. Jon also earned a Bachelor of Science degree in Operations Management from Case Western Reserve University in Cleveland, OH. Jon is APICS certified as a Certified Integrated Resource Manager (CIRM) and is a member of the Board of Directors of the National Capital Area chapter of the Institute for Supply Management.

**6 CEU Hours will be awarded to each participant**

# ISM – New Jersey Supply Management Forum 2012

Wednesday, March 14, 2012  
The Villa at Mountain Lakes  
90 Route 46 East, Mountain Lakes, New Jersey

## REGISTRATION INFORMATION

Registration deadline March 7, 2012

### Registration Fees:

	Register by 2/24/2012	Register after 2/24/2012
ISM-NJ Affiliate Members:	\$285	\$330
ISM Members	\$285	\$330
ISM Direct National Members	\$325	\$375
Student Members	\$50	\$75
Non-Members	\$350	\$400
Teams of 4 or more	\$265	\$310

\*Member rates include ISM-NJ, ISM, NAPM, and APICS

**Cancellation Policy: All cancellations must be received in writing by March 2, 2012. There will be no refunds after March 2, 2012. ISM-NJ refunds will be limited to the program fee.**

Hotel Accommodations: Marriott Courtyard, 3769 Highway 46 East • Parsippany, New Jersey 07054 ~ (973) 394-0303

On-Line Registration: <http://ismnj.org/meetinginfo.php?id=86&ts=1320267955>

Team Discounts – contact at our office at (908) 431-1100 or e-mail us at [info@ism.ws](mailto:info@ism.ws)

## REGISTRATION FORM

Please register me for the ISM-NJ Supply Management Forum  
Wednesday, March 14, 2012

Name: \_\_\_\_\_ Title: \_\_\_\_\_

Company: \_\_\_\_\_ Phone: \_\_\_\_\_

Address: \_\_\_\_\_ Fax: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

E-Mail: \_\_\_\_\_

ISM ID#: \_\_\_\_\_

ISM Member  ISM Direct Member  Non-Member  Group Rate

Method of Payment:  Check enclosed  P.O. Number

Visa  MasterCard  American Express  Discover

Credit Card # \_\_\_\_\_ Expiration Date \_\_\_\_\_

Cardholders Name (print) \_\_\_\_\_ Amount to be charged \$ \_\_\_\_\_

**Please photocopy this form for additional registrations as needed – Registration deadline March 7, 2012**

To register online: <http://ismnj.org/meetinginfo.php?id=86&ts=1320267955>

### ISM – NEW JERSEY, INC.

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