

APICS2015
OCTOBER 5-7 | LAS VEGAS

ADVANCE

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 #APICS2015

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ABOUT APICS 2015

APICS 2015 is the premier event for supply chain and operations management professionals.

Supply chain and operations management professionals are expected to achieve maximum productivity, meet consumer demand, and remain agile amid instability and unpredictability. Each year, the APICS annual conference offers relevant education, best practices, and thought leadership to help attendees lead their organizations and reach these goals.

Attend APICS 2015 to

- **ADVANCE** your knowledge with best practices to create more sustainable, resilient, strategic, and value-driven supply chains.
- **ADVANCE** your career by networking with professionals who are shaping the future of supply chain and operations management.
- **ADVANCE** your company by gaining innovative solutions and applying them in your organization.



APICS 2015 will attract more than 2,000 attendees from 40 countries, offering a vast range of learning and networking opportunities.

SCHEDULE AT A GLANCE

Sunday, October 4

Time	Program
8:00 a.m.–6:00 p.m.	Registration

Monday, October 5

Time	Program
7:00 a.m.–5:30 p.m.	Registration
8:00 a.m.–9:15 a.m.	Educational Sessions
9:30 a.m.–11:00 a.m.	General Session
11:00 a.m.–2:00 p.m.	APICS Expo
11:30 a.m.–1:00 p.m.	Networking Lunch
1:00 p.m.–5:15 p.m.	Educational Sessions
4:00 p.m.–6:30 p.m.	APICS Expo
5:30 p.m.–6:30 p.m.	Welcome Reception

Tuesday, October 6

Time	Program
8:00 a.m.–5:30 p.m.	Registration
8:00 a.m.–9:15 a.m.	Educational Sessions
9:30 a.m.–11:00 a.m.	General Session
10:00 a.m.–2:00 p.m.	APICS Expo
11:30 a.m.–1:00 p.m.	Networking Lunch
1:00 p.m.–5:15 p.m.	Educational Sessions

Wednesday, October 7

Time	Program
8:00 a.m.–4:00 p.m.	Registration
8:00 a.m.–9:30 a.m.	World Café
9:45 a.m.–11:00 a.m.	Educational Sessions
11:30 a.m.–1:00 p.m.	Networking Lunch
1:00 p.m.–3:45 p.m.	Educational Sessions
6:00 p.m.–7:00 p.m.	Closing Reception



PRICES AND REGISTRATION

PRICES

Individual	Before June 30	Before July 31	After July 31
Full Conference Member	\$1,129	\$1,329	\$1,479
Full Conference with Membership	\$1,329	\$1,529	\$1,639
Full Conference Nonmember	\$1,379	\$1,579	\$1,729

Team (4+)	Before June 30	Before July 31	After July 31
Full Conference Member	\$1,079	\$1,279	\$1,429
Full Conference with Membership	\$1,279	\$1,479	\$1,629

Visit apicsconference.org/register for special prices for students, academics, government officials, and others.

Save an extra \$50 when you stay at The Mirage, the official conference hotel!

REGISTRATION

Register today at apicsconference.org/register.

Interested in registering a group of 15 or more?

APICS Corporate Services can help you save on registrations when you send a group of 15 more people to APICS 2015. Instill consistent practices across your team and your entire organization. Email corporateservices@apics.org or call +1-773-867-1778 for more information.

Certification Maintenance

Advance your supply chain knowledge and ensure that your skills are up-to-date at APICS 2015. Conference attendees qualify for up to 24 professional development points toward the maintenance of APICS CPIM, CFPIM, or CSCP designations. Visit apics.org/maintenance for more information.

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EDUCATIONAL PROGRAM

Connecting with professionals from all the sides of the value chain enables you to foster relationships, explore trends, debate challenges, strengthen processes, and heighten efficiency. APICS 2015 is the supply chain and operations management premier annual event and your go-to source for dynamic thought leadership, best-practice strategies, and big ideas inspired by the APICS body of knowledge.

Learning Paths

Collaboration and S&OP

Draw a roadmap to integrated business planning and unlock added value and heightened performance that will advance your entire supply chain. This learning path will help you achieve alignment, trust, accountability, and a clear direction among all the key areas of your company and its trading partners.

Distribution and Logistics Insights

Distribution and logistics processes are essential to navigating the intricate, interconnected global supply chain. Attend educational sessions in this learning path to reveal strategies for establishing a highly efficient flow of products, people, and information in order to meet and exceed your customer requirements.

Operations Management

Operations managers are the core of their companies. Successful professionals apply superior organization, scheduling, and production and inventory control to achieve optimal business processes. The topics in this learning path will help you meet the challenges of dynamic globalization, shifting marketplace priorities, technological advancements, and developments in sustainability.

Risk and Resiliency

Today's highly variable and often perilous business environment has led to extraordinary supply chain transformation. It is imperative that industry professionals possess strong risk and resilience capabilities. This learning path will explore the global economy, its risk landscape, and strategies for becoming a truly resilient organization.

SCOR for Business Performance

Educational sessions highlighting the Supply Chain Operations Reference (SCOR) framework will help you address, improve, and communicate about business practices in order to advance your end-to-end supply chain. Discover why organizations that use SCOR are consistently top performers in their industries and realize major bottom-line gains.

Supply Chain Analytics

Learn how to examine data wisely and apply analytical tools for better business decisions and real-time responsiveness. Educational sessions in this learning path will explain how to take a predictive, rather than reactive, approach to supply chain data for greater savings, efficiencies, and competitive advantage.

Supply Chain Leadership

Access the foundational and advanced knowledge you need to become a more strategic and successful supply chain professional. In this learning path, you will deepen your understanding of both your current role and potential new opportunities, develop systems that better align with organizational strategy, enhance your communication to key stakeholders, and maximize team performance.

Supply Chain Strategy

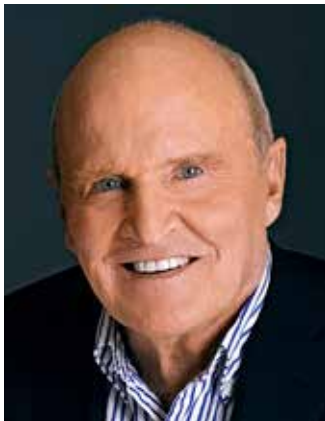
A business plan is only as good as the ability to support and execute it throughout the entire supply network. Attend educational sessions in this learning path for insight into effectively linking strategy with operational excellence in order to achieve your company's highest-level goals, differentiate the organization from its competition, and create sustainable value.

EDUCATIONAL PROGRAM

General Sessions

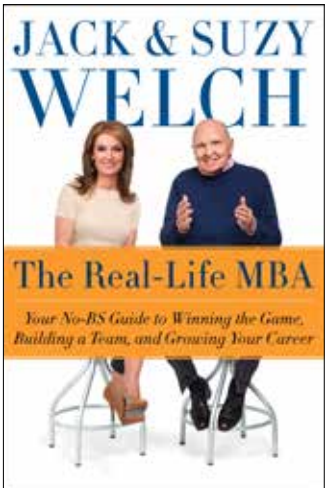
At APICS 2015, business professionals, thought leaders, and innovators will share their knowledge, skills, and experiences. Learn from today's top influencers as they educate and inspire you to advance your productivity and elevate your work performance.

Monday, October 5, 9:30 a.m.–11:00 a.m.



Jack Welch

Jack Welch's name is synonymous with consummate business leadership. The legendary management expert and best-selling author began his career at General Electric (GE) in 1960, eventually becoming the company's eighth chairman and CEO. He spent 20 years in that role, growing GE into a \$400 billion business that overflowed with talent and celebrated smart risk taking. Today, Welch focuses on sharing his knowledge. He serves as executive chairman of the Jack Welch Management Institute at Strayer University, a unique online MBA and certificate curriculum launched with his wife, Suzy, in 2009. Together, the Welches aim to make essential business tools available to students around the world.



Free with conference registration, all APICS 2015 attendees will receive a free hard copy of Jack and Suzy's best seller, *The Real-Life MBA: Your No-BS Guide to Winning the Game, Building a Team, and Growing Your Career*.

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EDUCATIONAL SESSIONS

Collaboration and S&OP

BASF's Journey to Demand Planning Excellence

Alan L. Milliken, CFPIM, CIRM, CSCP | Senior Manager of Supply Chain Capability Development | BASF Group

In order to achieve direct improvements in both its profits and working capital performance, chemical company BASF has been carrying out a far-reaching demand planning initiative for more than a decade. This educational session will share the story of BASF's journey, which centers on a "people, process, and technology" perspective. The presenter will detail initiatives taken to advance predictive analytics, provide descriptive analytics on performance, and improve employees' ability to identify those items for which conventional forecasting is not the best approach.

This educational session qualifies for 1 elective hour toward the APICS S&OP Education Certificate.

Learn more at apics.org/sop.

Examples and Lessons in S&OP from Compco Industries

John Boyer, CFPIM | President | J.E. Boyer Company

Rick Fryda | President and CEO | Compco Industries

Robert Bachinger | Vice President of Information Technology | Compco Industries

Midwest steel tank head manufacturer Compco Industries has used sales and operations planning (S&OP) for more than a decade as a fundamental and necessary part of its business process. This educational session will provide an overview of the company's S&OP design, implementation, mechanics, benefits, and future improvement goals. You will learn about Compco's eight process steps, five key S&OP questions, and two things that all participants are expected to do to ensure a highly productive process.

This educational session qualifies for 1 elective hour toward the APICS S&OP Education Certificate.

Learn more at apics.org/sop.

EDUCATIONAL SESSIONS

Fender Strikes the Right Chord with S&OP

Bradley Saviello | Vice President of Global Supply Chain Planning | Fender

Michael Anderson | Director of Global Supply Chain Planning | Fender

Heather Tammelleo | Director of Global Supply Chain Planning | Fender

John Becker, CSCP | Director of Global Supply Chain Planning | Fender

Fender Musical Instruments Corporation has two North American manufacturing plants and more than 120 suppliers worldwide. With a history of unsuccessful sales and operations planning (S&OP), Fender team members determined that they had to completely overhaul the process and start fresh. In so doing, they discovered how to overcome poorly designed calendars, unclear roles and responsibilities, the wrong metrics, lack of executive support, and overall cultural inertia. This educational session will illustrate how Fender achieved truly high-performing S&OP and share key lessons learned.

This educational session qualifies for 1 elective hour toward the APICS S&OP Education Certificate.

Learn more at apics.org/sop.

Realizing Transformational Business Results with Strategic S&OP

Robert Stahl | President, RA Stahl Company

Thomas Wallace | President | TF Wallace & Associates

Substantial benefits from sales and operations planning (S&OP) efforts are only possible when human energy is aligned via a cross-functional, collaborative, consensus-building mindset; participants agree on one set of numbers; performance measures align with desired performance; and, most importantly, S&OP is seen as a strategic imperative. The presenters of this educational session will help you resolve disagreements with positive energy, get top managers immersed in the process, strategize a low-risk approach, and achieve quick results in order to maintain enthusiasm and progress.

This educational session qualifies for 1 elective hour toward the APICS S&OP Education Certificate.

Learn more at apics.org/sop.

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EDUCATIONAL SESSIONS

S&OP Success—Even with Makeshift and Bolt-On Software

Steven Hainey, CPIM | Director of Supply Chain | Jarden Applied Materials

Jakob Wilson, CPIM | Junior Buyer/Planner | Jarden Applied Materials

No software can address the uniqueness of each company. Thus, businesses adopt various types of ad hoc and in-house tools in order to get the right information from their systems. The presenters of this educational session will share insights into real-world sales and operations planning (S&OP) rollouts involving customized solutions and third-party, bolt-on packages. You will learn how to lead your company to successful S&OP using all types of systems and walk away with a no-cost, Excel-based tool to apply at your workplace.

This educational session qualifies for 1 elective hour toward the APICS S&OP Education Certificate.

Learn more at apics.org/sop.

Distribution and Logistics Insights

Delivering on a 24-Hour Service Promise

Stacey Myers, CPIM, CSCP | Manager of Materials Management | FedEx TechConnect

FedExTechConnect is a one-stop technology repair service center for everything from laptops to handhelds. The company, part of logistics giant FedEx, processes thousands of repairs every day—many with less than a 24-hour door-to-door turnaround time. Attend this educational session to see how FedExTechConnect leaders make sure service parts are available the moment they are needed. You will learn about the organization's advanced planning methodology and how it helps employees identify understocked and overstocked items, make smarter inventory decisions, and evaluate and boost service levels.

Demystifying Distribution Operations

Gary Smith, CFPIM, CSCP | Vice President of Supply Logistics | MTA New York City Transit

New York City Transit (NYCT) is comprised of 6,200 subway cars, 5,600 buses, and a half-trillion-dollar infrastructure investment. Each day, eight million people count on NYCT for safe and efficient travel. This educational session will explain how supply logistics professionals at NYCT use best practices in order to provide the services on which customers depend. You will discover how appropriate processes, storage and layout plans, management concepts, technology application, and organizational culture all contribute to a thriving distribution process.

EDUCATIONAL SESSIONS

Does Your Packaging Survive Your Supply Chain?

Tom Blanck, CSCP | Principal of Packaging Optimization | Chainalytics

Today's shippers and their products face severe distribution hazards, but a clearly thought out packaging strategy can mitigate even the most complex risk. The presenter of this educational session will describe the forces that influence products during distribution. A mini case study will help you understand what happens to packaging as it travels the supply chain and how to avoid serious damage. You will see how risk-reduction activities are supported by the financial benefits of packaging optimization, higher customer service levels, fewer returns, and greater sustainability.

Harvesting Your Aftermarket—Direct versus Dealer Distribution

Scott Ehrsam, CSCP | Supply Chain Manager | Caterpillar

In 2011, global manufacturer Caterpillar purchased direct distributor Bucyrus and formed the largest mining machine company in the world. It was the most significant acquisition—and supply chain integration challenge—in Caterpillar's history. Attend this educational session to learn about the pros and cons of dealer and direct distribution. The presenter will discuss how product design practices and engineering systems can enable or disable supply chain capability and share information on the efforts that were made to preserve longstanding customer relationships.

The Public Health Care Logistics Landscape

Irvin Varkonyi, CSCP | President | Supply Chain Operations Preparedness Education

Logistics professionals can play a unique and important role in public health care by aiding and advancing current offerings. This educational session will show you how you can make a meaningful difference to people in need by improving public health care around the world. The presenter will explore the efforts of both governments and non-governmental organizations to provide health care in emerging nations. You will learn how modern logistics practices are furthering the public health care landscape and delivering essential treatments to people who need them.

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EDUCATIONAL SESSIONS

Operations Management

Calm Your Nervous MRP System

David A. Turbide, CFPIM, CIRM, CSCP | Consultant and Writer | Production Solutions

Are your planners overwhelmed by thousands of action messages from each material requirements planning (MRP) system regeneration? Do they manually sort the significant messages from the trivial ones before taking action? If the answer is “yes,” then you have a nervous MRP system—and it’s probably preventing you from effectively executing business plans. This educational session will explore the root causes of these problems, their impact on performance, the costs and benefits of regaining stability, and proven strategies for achieving lasting calm.

Control and Conquer the 10 ERP Evils

Keith Launchbury, CFPIM, CIRM, CSCP | President | Keith Launchbury & Associates

Although companies strive to maximize the benefits of their enterprise resources planning (ERP) systems, users often fail to properly prepare for the intense discipline that ERP requires. These systems are not bought; they are built—and as such, they demand an enormous amount of accurate master data and operational control. Attend this educational session to evaluate your ERP readiness; address the fundamental reasons why implementations fail; and discover practical solutions to overcome lack of integration, complexity, weak reporting, and more.

Elevate Your Operations with More Precise Value Stream Mapping

Brian O’Connor, CSCP | Colonel, retired | US Air Force

Traditional value stream maps (VSMs) focus too heavily on timing and efficiency, failing to sufficiently address the varying value of individual processes. In this educational session, the presenter will demonstrate an enhanced VSM construct that enables qualitative and quantitative weighting and categorization of specific activities according to their worth or waste. You will learn how to easily apply this enhanced mapping process at your company; boost value for all stakeholders, particularly your customers; and examine process flows for further advancements.

EDUCATIONAL SESSIONS

Harvesting Operational Efficiency at AGCO

Michael Bradford, CIRM | Business Experience Consultant | Delmia Division of Dassault Systems

Darin Schmidt | Advanced Project Manager | AGCO

Farm equipment manufacturer AGCO recently added 12 product lines and successfully increased market share during a major change initiative at its largest North American facility. The transformation revolved around materials management and production efficiency improvements that were driven by a move from push to pull manufacturing. Using a new manufacturing operations management system, AGCO achieved greater labor efficiencies, substantial inventory reductions, heightened safety standards, and significantly improved “right-first-time” metrics. Attend this educational session to gain valuable insights from a case study on this dynamic program.

Running a Strong Supply Chain at Nike

John McPhee | Director of North America Supply Chain | Nike

The presenter of this educational session says there are three—and only three—key supply chain metrics: inventory, cost, and service. Furthermore, there is no surer route to triumph than through metrics that are accurate and aligned. Learn how he has achieved these goals at athletic footwear, apparel, and accessories manufacturer Nike. The stories and lessons will bring to life the benefits of alignment, making the most of the opportunities available to you, and conquering some of supply chain’s deepest dangers.

The Art of Optimizing Supply Chain Management

Arnaud Deshais, CPIM, CIRM, CSCP | Vice President of Supply Chain and Quality | Redbubble

At independent artist marketplace Redbubble.com, customer designs are printed and distributed on demand, enabling users to create truly unique products. During this educational session, you will become a Redbubble customer and walk through an end-to-end process. See firsthand how artists build a shopping cart and check out, observe fulfillment at a third-party facility, and examine shipping and delivery procedures. In addition, the speaker will explain the value of professional development at Redbubble, as the entire supply chain and logistics team aims to become APICS certified.

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EDUCATIONAL SESSIONS

Virtual Materials Planning for Real Results

Chen Lin, CPIM | Strategic Initiatives Manager | Ingersoll Rand

Brian Skelly, CPIM | Global Director of Distribution Supply Planning | Ingersoll Rand

Ingersoll Rand's sales and operations planning and materials management teams recently developed a materials planning simulator in order to demonstrate the importance of executing standard work in accordance with APICS principles. Attend this educational session to see how this training tool helps employees understand the impact of poor planning and lead time changes. Learn about this unique simulator, which requires just two hours for 15 participants to experience, and how it delivers powerful messages on everything from rudimentary concepts to advanced supply chain planning.

Risk and Resiliency

Emerging Metrics of Supply Chain Risk Management Success

Gregory Schlegel, CPIM | Adjunct Professor | Lehigh University

New supply chain risk management pillars are providing a fresh perspective on end-to-end risk metrics, tools, and techniques. Attend this educational session to gain a deeper understanding of the major innovations for managing uncertainty and complexity across the entire global value chain—as well as the enterprise-wide, bottom-line benefits these advancements can help you attain. The presenter also will share insights into what's on the horizon for you and your company as the supply chain risk management discipline evolves around the world.

This session will qualify toward RMC2 Developing Risk Assessment Tools of the APICS Risk Management Education Certificate. Learn more at apics.org/risk.

Joining Forces when Disaster Strikes—a Preparedness Simulation

Kathy Fulton | Executive Director | American Logistics Aid Network

Having strong relationships with your partners is one of the best preparations you can make for coping with a disaster. The American Logistics Aid Network illustrates the value of collaborative networks through an interactive game simulating supply lines during an emergency situation. Using tablets or smart phones, attendees at this educational session will work together to deliver products to market before, during, and after a disaster. The experience will provide you with a deeper understanding of your company's vulnerabilities, interdependencies, and supply chain resilience.

This session will qualify toward RME1 Managing Risk of the APICS Risk Management Education Certificate. Learn more at apics.org/risk.

EDUCATIONAL SESSIONS

Reputational Risk in the Age of Social Media

Hannah Kain | President and CEO | ALOM

Smart supply chain risk management can help keep you out of the social media crosshairs and diffuse or even positively influence a negative situation. The presenter of this educational session will explore the differences between proactive and reactive risk management and help you determine which is the best for your business. You will learn how to use social media to enhance your brand perception and plan for a wide variety of threats, including quality issues, global economic factors, natural disasters, transportation delays, and system failures.

This session will qualify toward RME4 Vulnerability Assessment of the APICS Risk Management Education Certificate. Learn more at apics.org/risk.

Using “Shock Absorbers” to Protect and Sustain Your Business

Carol Ptak, CFPIM, CIRM | Partner | Demand Driven Institute

Chad Smith | Partner | Demand Driven Institute

Unpredictability can create a rough road for any supply chain. Manage risk more effectively by better understanding, controlling, and diminishing the erosive effects of variability on system flow. Attend this educational session to discover proven rules for implementing “shock absorbers” that can insulate your organization from the effects of hyper-complexity and volatility. You will gain valuable strategies for compressing lead times in order to meet market requirements, minimize working capital, and reduce expedite-related waste.

Supply Chains in Perilous Places

Bryan Baylis, CSCP | Pharmaceutical Supply Chain Consultant and Former Associate Director and Supply Chain Manager | Merck

In 2008, the people of Nepal were struggling to recover from civil war. Many of them were suffering with serious injuries, but lived hours from health care services. This educational session will share the story of a unique partnership that created the Bayalpata Hospital. The presenter will explain how basic supply chain principles—creatively applied by a team from pharmaceutical company Merck—ultimately led to efficient procurement, stocking, and delivery of life-saving treatments.

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EDUCATIONAL SESSIONS

SCOR for Business Performance

PLCOR for Winning Product Launches

Deanna Yee, SCOR-P | Strategy Execution Manager | Satellite Logistics Group

Albrecht Ricken | Senior Director of Global Business Incubator | SAP AG

Depending on the success of the launch and level of disruption, new products can define and even create supply chains. This educational session will explore the Product Life Cycle Operations Reference (PLCOR) model, a framework in Supply Chain Operations Reference framework structure that evaluates product life cycle management processes. You will learn how to apply the tool and benefit from key metrics, including perfect product launch; brand loyalty; customer satisfaction; time to tipping point, volume, and market; return on investment; and more.

Strengthen and Support Lean Six Sigma with SCOR

Daniel Swartwood, CPIM | Vice President of Process and Technology | Satellite Logistics Group

Lean six sigma is a proven standard for driving continuous improvement; however, it does not provide adequate tools for comprehensively analyzing a supply chain. This educational session will illustrate how to use the Supply Chain Operations Reference (SCOR) model to quickly and effectively measure overall performance. You will explore a SCOR evaluation and see how it generates improvement opportunities—ranging from tactical, short-term tasks to strategic, long-term undertakings—in order to populate and strengthen a lean six sigma project portfolio.

Supply Chain Analytics

Advancing Manufacturing Operations with Strategic KPIs

James Hutzler | Vice President of Operations | Porcelain Industries

Coatings provider Porcelain Industries recently achieved a noteworthy manufacturing operations turnaround. The company realized dramatic improvements in customer service, manufacturing attainment levels, production and inventory, labor efficiency, and more. This educational session will share the organization's customized key performance indicator (KPI) approach and its strategic role in the transformation. You will learn how KPIs were reinforced by APICS principles in order to obtain employee buy in, get the new system up and running quickly, and achieve maximum benefit.

EDUCATIONAL SESSIONS

Dramatic Forecasting Progress in the Real World

William Whiteside | Principal | Demand Solutions Northeast

Joe Mabardy | Director of Supply Chain | The Gem Group

In an environment of long lead times and short product life cycles, forecast accuracy at promotional product supplier Gemline has a direct impact on the company's revenues and margins. Furthermore, stockouts are extremely costly for the business, as it is policy to provide an upgrade at no additional charge if an ordered item is unavailable. This educational session will describe the forecasting solution that was selected and implemented, lessons learned along the way, and resulting improvements in both accuracy and inventory turns.

Harness Your Raw Data for Enhanced Planning and Performance

Rebecca Cook, CSCP | Supply Chain Planning Architect | Intel

Jack Cook, PhD | Professor | SUNY Brockport

Traditional production planning systems have been pushed to their limits. Heightening customer expectations, pricing pressures, volatile fuel costs, and an increasingly diverse supplier base are causing waste to abound in today's supply chains. Attend this educational session to discover how analytics and big data can provide a true competitive advantage through more informed decision making. You will leave with clear strategies for modifying your supply chain execution systems and improving profitability via the perceptive and insightful application of your raw data.

Perfecting Procurement with the Component Criticality Matrix

Alan Dunn, CPIM | President | GDI Consulting and Training Company

Many procurement professionals struggle to successfully manage what can amount to thousands of parts purchased from hundreds of suppliers. This educational session will share a proven framework for stratifying parts in terms of value to the overall enterprise. The presenter will explain how a component criticality matrix can help you identify which items deserve added planning and procurement attention. You will learn how to quantifiably determine the importance of each part and connect your interpretations with planning and ordering practices.

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EDUCATIONAL SESSIONS

Supply Chain Performance Measurement Trends and Transformation

Steven A. Melnyk, PhD | Professor | Michigan State University

There is a performance measurement revolution taking place, and supply chain managers are realizing that traditional metrics actually have added incredible stress and an explosion of conflicting objectives. This educational session will explore the importance of greater precision, better measurements, and focusing on how customers gauge performance. The presenter will describe how to identify the right plans for your business and see the likely influence of your actions. In addition, you will learn how to explain your goals in a way that makes sense to key stakeholders.

Tapping Into the Internet of Things for Your Supply Chain

Noha Tohamy | Vice President of Supply Chain Research | Gartner

Simply put, the internet of things is the idea of machine-to-machine connections via the internet. Everything from mobile phones to heart monitors—and the components of those machines—is included in the concept. The internet of things presents unprecedented supply chain opportunity and creates solutions that combine digital and physical products and services. This educational session will provide you with a clear overview of the topic and the key implications it has for your business.

Supply Chain Leadership

The Attitude Shift You Need to Succeed

Gary Pezzuti | Placement Professional | Summit Group Consultants

Whether writing your resume, getting a performance review, or addressing the board of directors, it's not about you. At some point in our lives, we must learn to accept the fact that the world does not revolve around us and yet still keep reaching for our goals. This educational session will offer innovative and specific tools you can apply to shift your focus from a "what's in it for me?" mentality to a "how can I help you?" perspective in order to demonstrate why you are truly valuable.

Connect and Communicate by Building Rapport

Thomas Schulte | President and Principal | TS Consulting

The power of building good rapport with bosses, coworkers, customers, and suppliers cannot be underestimated. Rapport is one of the most important characteristics of unconscious human interaction and is critical to personal and professional success. In this educational session, you will learn the essential practices and attitudes to make positive first impressions and create rewarding, lasting relationships. Find out how to hone your listening skills; make yourself understood in a positive manner; and establish mutual respect, understanding, acceptance, trust, and harmony.

EDUCATIONAL SESSIONS

How Intel Develops Outstanding Talent

John Dawson, CPIM, CSCP | Strategic Planning Manager | Intel

To achieve world-class performance, companies need the world's best employees. Leaders at computing innovator Intel understand this fact and thus have implemented what they call "Intel's flagship supply chain development vehicle." This educational session will describe how the APICS Certified Supply Chain Professional (CSCP) Learning System brings staff up to speed on current industry concepts in just 17 weeks, steps Intel has taken to educate more than 300 employees via the in-house CSCP program, and strategies for obtaining senior management buy in and program funding.

Maximize Employee Potential

Bob Nelson, PhD | President | Nelson Motivation

Do your staff members feel overworked and underappreciated? Attend this educational session to expand your thinking on how to make the most of your people—even with less time, fewer resources, and a smaller budget. The presenter will share important features of strong engagement cultures, which can inspire employees to new levels of performance and create an exciting, positive work environment. You will discover strategies that can be applied at your business to create change, motivate employees, and inspire your most valuable resources.

Millennial Perspectives on the Dynamic Marketplace

Lungelo Khumalo, CSCP | Supply Chain Solution Design Consultant | DHL Supply Chain

The war for top supply chain talent is raging, particularly in emerging markets—and the deciding factor may just be millennials. These young professionals are fiercely independent, skeptical, globally concerned, technologically savvy, and inclined toward frequent job changes. Attend this educational session to learn how to identify with these important assets, discover how they can help you achieve greater agility and productivity, and gain strategies for keeping millennials engaged and inspired at your organization.

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EDUCATIONAL SESSIONS

Sealing the Supply Chain Skills Gap

Michael Johnson, CPIM | Operations Manager | DUECO

Supply chain and operations management talent continues to become scarcer, as is the knowledge of senior employees as they retire from the industry. Small and mid-sized companies that don't respond to the changing labor pool soon may find themselves without the means to stay in business. The presenter of this educational session will offer essential strategies for improving your hiring practices, training programs, career paths, and operational structure. You will learn how to adapt and thrive amid the dynamic shifts of today's manufacturing workforce.

Winning Hearts and Spurring Action

Amanda Marko | President and Chief Connection Officer | Connected Strategy Group

Stories trump facts, so it's no wonder that whoever tells the best story wins. Moreover, constructive change does not happen as a result of fear, frustration, or anxiety. Attend this educational session to gain storytelling skills you can use to exert influence in a productive way, whether at an all-staff meeting, around a conference table, or at your boss's desk. You will discover a method for launching your personal course of influence via stories that create connections, guide decision making, and model sustainable positive behaviors.

Supply Chain Strategy

Control Your Complex Services Management

Gordon D. Smith, PhD | Clinical Professor of Supply Chain Management | CT Bauer College of Business

Supply chain and operations management professionals often must find and hire highly specialized contingent or temporary staff to carry out key projects. This educational session will help you learn how to support the acquisition of these complex services with a repeatable and efficient process that delivers predictable outcomes. You will enhance your ability to operate complex services across several business functions, negotiate contracts, recruit the right people, requisition projects, manage suppliers, and track and pay for services rendered.

Insider Tips on Leading a Zero-Waste Initiative

Joanne Gorski, CFPIM, CSCP | President | Sustainable Insights

Achieving a zero-waste status demands comprehensive thinking that encompasses the extended supply chain and collaboration with a wide variety of supporting organizations, such as consortiums, municipalities, universities, and more. This educational session will provide real-life lessons and techniques to help you lead your organization in proactive and systematic waste reduction. You will discover how to identify zero-waste project opportunities, establish innovative solutions in these critical areas, and create a framework for immediate application at your own company.

EDUCATIONAL SESSIONS

Priming Your Supply Chain for the Amazon Effect

Lisa Anderson, CSCP | President | LMA Consulting Group

Amazon is changing the business landscape. Unlimited variety is assumed, same-day service is the norm, and 24/7 accessibility with easy returns and exchanges is expected. Manufacturers and distributors must rise to the occasion if they wish to compete and survive. This educational session will feature an interactive discussion on strategies for positioning your company on the leading edge of the Amazon effect. You will learn how to create a more flexible and versatile supply chain and prepare for whatever comes next.

Proven Methods for Sustainable Change

Carla Howard | Director of Operation Excellence | Avnet

Adaptability can separate winning supply chain and operations management organizations from the rest of the pack. Company leaders who inspire employees to adopt, use, and uphold intended advancements and adjustments will be the ones to succeed. In this educational session, you will learn how to deploy a systematic approach to transformation; explore the intersection among leadership, project management, and change management; and discover the roles these elements play to improve an organization's ability to achieve sustainable improvements.

Visibility and Control in Global High-Tech Supply Chains

Lars Magnusson | Manager of Process Development | Ericsson AB

Hasse Romer | Manager of Supply Development | Ericsson AB

Supply chain interactions become increasingly complex with highly integrated projects and managed services. This creates a need for new models and tools, particularly in the high-tech industry. The presenters of this session represent Ericsson AB, a Swedish multinational provider of radio and television communication equipment. They will share with attendees a clear system for maintaining visibility and control of your supply network, methods for managing segmentation in order to support a wide product portfolio, and real-world tips for balancing operational management and financial control.

Visit apicsconference.org/education for updated educational sessions.

Save up to \$600 when you register by June 30! Visit apicsconference.org

PRECONFERENCE SEMINARS

APICS will host seminars on Saturday, October 3, and Sunday, October 4. Attend one of these intensive, daylong programs to advance professionally and address your specific business challenges. Seating is limited and an additional fee is required. You can register for a seminar while registering for the conference.

Principles of S&OP*

Gain a comprehensive review of the principles and functions of sales and operations planning (S&OP). Presenter Anthony Zampello, CPIM, CIRM, CSCP, will lead attendees through exercises and discussions about the elements of data collection, performing demand and supply planning, conducting the pre- and executive S&OP meetings, and more.

Saturday, October 3

9:00 a.m.–5:00 p.m.

Sunday, October 4

9:00 a.m.–5:00 p.m.

Supply Chain Risk Management**

This seminar provides participants with a review of the global supply chain risk landscape. Presenter Greg Schlegel, CPIM, CSCP, will share definitions of risk management, new techniques and tactics to mitigate risk, and profiles of early adopters of risk management.

Sunday, October 4

9:00 a.m.–5:00 p.m.

Principles and Practices of MRP

This seminar helps beginning and experienced planners learn how to use a materials requirements planning (MRP) system and acquire a firm understanding of the principles and functions of MRP. Presenter David Ross, PhD, CFPIM, CSCP, will give attendees an in-depth review of the role and activities performed by the material requirements planner.

Sunday, October 4

9:00 a.m.–5:00 p.m.

Earn an APICS Education Certificate

By attending the S&OP* or the Risk Management** seminar, you will have completed the seven contact hours needed to obtain their respective education certificates. Select educational sessions at APICS 2015, which are noted in the conference program materials, will cover additional contact hours toward the certificate. Learn more at apics.org/sop and apics.org/risk.

Seating is limited and advanced registration is required. Learn more at apicsconference.org.

PRECONFERENCE SEMINARS

September 29–October 1

SCOR-Professional Training

9:00 a.m.–5:00 p.m.

SCOR-Professional training introduces attendees to the full scope and contents of the Supply Chain Operations Reference (SCOR) model. Participants learn the major process components (plan, make, source, deliver, return, and enable), and they gain an understanding of how to describe and characterize supply chains, select and measure key supply chain performance indicators, and assess the appropriate best practices.

Visit apics.org/publictraining to register for SCOR-Professional Training.

Save up to \$600 when you register by June 30! Visit apicsconference.org

FACILITY TOURS

See the supply chain in action on an APICS 2015 Facility Tour! Join us for one of the exciting facility tours offered to APICS 2015 attendees. All facility tours are \$75 for APICS 2015 conference attendees and include transportation to the facility. Advance registration required. Seating is limited, so act fast!

Office DEPOT

Office Depot

Office Depot provides products, services, and solutions for every workplace, whether an office, home, school, or car. The company serves consumers and businesses in 56 countries with more than 1,800 retail stores, award-winning e-commerce sites, and a dedicated B2B sales organization. A visit to Office Depot's depot offers you the chance to see how a \$16 billion retailer manages inventory control, receiving, voice pick, and shipping operations at its West Coast Distribution Facility.



Siegfried & Roy's Secret Garden and Dolphin Habitat

The Mirage is home to APICS 2015 and Siegfried & Roy's Secret Garden and Dolphin Habitat. Attend this special one-hour guided tour for an insider's view of the hard work and dedication that goes into the training and care of the dolphins, and gain new insights into the majestic white lions and white tigers of Siegfried and Roy. An educational expert will safely escort attendees through the facility, providing an exclusive look at the wonders found within.



The Mirage

See the logistical magic responsible for creating The Mirage – the – aptly-named *ne plus ultra* of luxury hotels that will be your personal oasis during APICS 2015. This special behind-the-scenes experience takes attendees through the warehouse operations and logistical coordination between vendors, warehouse, inventory control, and end-user operating departments. Attendees will go on a guided tour of the key physical layout components of The Mirage and experience the typical life cycle of an item processed through The Mirage warehouse.



Polar Shades

Polar Shades has been keeping people cool with the ultimate interior and exterior sun control products for 20 years. Tour its 21,000-square-foot, state-of-the-art manufacturing facility located in Henderson, Nevada. One of the largest roller shade manufacturing facilities in the United State, the Polar Shade plant produces high-quality interior and exterior retractable shades for residential, commercial, health care, and hospitality locations.

FACILITY TOURS



Varian Medical Systems

Varian is the world's leading manufacturer of medical devices and software for treating cancer and other medical conditions with radiotherapy, radiosurgery, proton therapy and brachytherapy. The company also is a premier supplier of linear accelerators for nondestructive testing and cargo screening applications and has delivered over 500 systems worldwide. Its Las Vegas operation includes over 200,000 square feet of space spread out over five buildings and is one of two homes to its global distribution warehouse and inventory management facility.



Warehouse & Logistics Las Vegas

Warehouse & Logistics Las Vegas offers customizable B2B and B2C warehouse and logistics solutions serving the needs of small ecommerce startups, large corporations, and everything in between. This operation's over 200,000 square feet of secure, temperature-controlled warehousing space is used to store, fulfill, and distribute materials that flow through three convention centers, an international airport, and the world-famous Las Vegas Strip. See supply chain management in action on this behind-the-scenes processes facility tour.



YESCO

Ninety-five years young, YESCO is a leading signage company responsible for designing, developing, manufacturing, installing, and maintaining some of the world's most iconic signs, including the "Welcome to Fabulous Las Vegas, Nevada" sign that has become a global tourist attraction with its own parking lot. Take the tour to learn a little about the company that lights up Las Vegas and meet the different departments that come together to launch a new sign. Las Vegas is a living museum of YESCO's work, which includes the Vegas Vix, Fremont Street Experience, and the Wynn Las Vegas resort sign.



Zappos

Take a walk in a Zapponian's shoes through the new Zappos Campus in downtown Las Vegas. This 90-minute tours offer a glimpse into the unique culture that powered this e-commerce startup to stardom. Powered by Service®, the Zappos customer-centric culture will be on display as you tour a variety of departments such as merchandising, human resources, and customer loyalty. Take the tour to see bona fide Zapponians in their natural habitat and gain an understanding of their everyday work life on campus.

[Visit \[apicsconference.org/FacilityTours\]\(http://apicsconference.org/FacilityTours\) for a complete list of tours and descriptions.](http://apicsconference.org/FacilityTours)

LEADERSHIP SUMMIT

Sunday, October 4
12:30 p.m.–5:00 p.m.
The Mirage
Las Vegas, Nevada

The APICS 2015 Leadership Summit features sessions to help you advance your APICS partner organization. The supply chain conference sessions will offer tips and techniques for more successful chapter administration, instruction, international relationships, leadership, and much more. Each session will give attendees the opportunity to

- learn from experienced APICS leaders and APICS corporate staff
- network with other leaders from around the world
- study effective chapter and association management strategies
- stay up-to-date on APICS

Who should attend?

All APICS channel partner leaders, instructors, and scholars are encouraged to attend, network, and share best practices.



APICS 2015 Expo

As a vital extension of the educational programming of the conference, the APICS 2015 Expo presents opportunities for attendees to learn the latest technologies, discover new solutions to immediate and long-range business needs, uncover emerging trends, and develop valuable resources and partnerships.

Expo hours

Monday, October 5, 11:00 a.m.–2:00 p.m. and 4:00 p.m.–6:30 p.m.

Tuesday, October 6, 10:00 a.m.–2:00 p.m.

Featured exhibitors at APICS 2015 include:

- APICS Affiliation Center
- APICS Corporate Services
- APICS Supply Chain Council
- Chainalytics
- Cybertec Srl
- DataChem Software, Inc.
- Demand Solutions
- Demand Works Co.
- Forecast Pro
- Fox Valley Technical College
- Fujitsu Glovia, Inc.
- Fusionops
- IFS North America
- Institute of Business Forecasting & Planning
- Logility
- Michigan State University - Broad College of Business
- NetSuite
- OM Partners USA
- Oracle
- Penn State Smeal College of Business for Supply Chain Research
- Portland State University School of Business
- PwC
- Radley Corporation
- Smart Software, Inc.
- Texas A&M University Master of Industrial Distribution
- The Fresh Connection
- Toyo Business Engineering Corporation (MCFrame)



For more information on exhibiting at APICS 2015, visit apics.org/expo.

Save up to \$600 when you register by June 30! Visit apicsconference.org

WHERE TO STAY

APICS 2015 Hotel and Conference Center

APICS 2015 is at The Mirage Las Vegas

Be where supply chain is going: APICS 2015 at The Mirage. This ultimate conference and learning facility is also one of the world's truly exceptional hotel resorts. All APICS 2015 activities are based in one convenient location – The Mirage – enabling us to offer attendees discounted hotel room pricing and extra-special savings on a variety of hotel amenities.

All attendees who stay at The Mirage also qualify for an extra \$50 savings on their APICS 2015 conference registration and free in-room and conference Wi-Fi.

To secure your hotel room and save on your conference registration, visit apicsconference.org/hotel.

About The Mirage

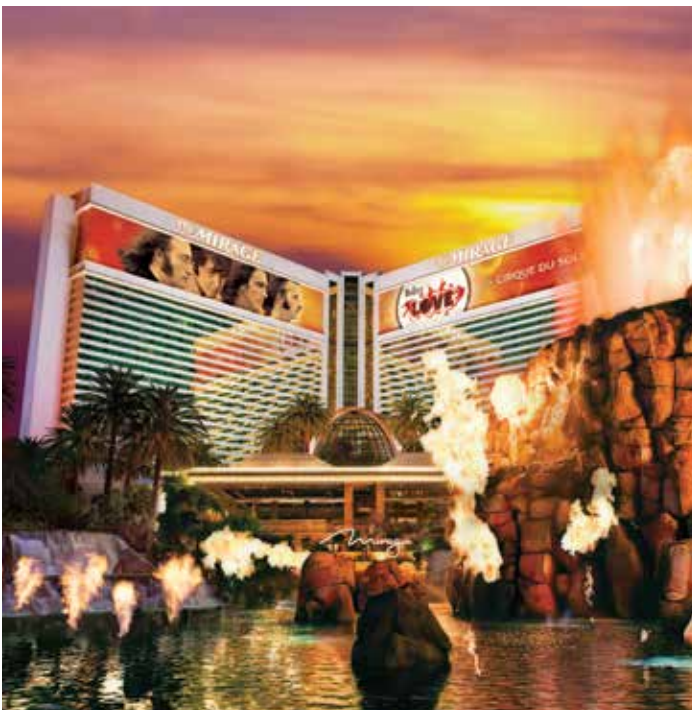
The Mirage's world-famous volcano sets the stage for a spectacular experience. Five acres of pools, lagoons, and waterfalls create a relaxing tropical atmosphere. Siegfried & Roy's Secret Garden and Dolphin Habitat brings visitors face-to-face with bottlenose dolphins and exotic jungle cats. The Mirage also is the home to award-winning entertainment like The Beatles™ LOVE™ by Cirque du Soleil®, Terry Fator: The VOICE of Entertainment, the Aces of Comedy™, and Boyz II Men. It also offers an array of diverse dining venues.

The Mirage is located at 3400 Las Vegas Blvd South, Las Vegas, Nevada.

Special Savings for APICS 2015 Attendees

Book your room at The Mirage to receive

- \$50 off APICS 2015 conference registration
- free in-room and conference Wi-Fi
- special discounts on activities and dining at The Mirage



ABOUT THE ORGANIZERS

APICS

APICS is the premier professional association for supply chain and operations management and the leading provider of research, education, and certification programs that elevate supply chain excellence, innovation, and resilience. APICS Certified in Production and Inventory Management (CPIM), APICS Certified Supply Chain Professional (CSCP), and APICS Supply Chain Operations Reference Professional (SCOR-P) designations set the industry standard. With over 41,000 members and more than 300 international partners, APICS is transforming the way people do business, drive growth, and reach global customers. For more information, visit apics.org.

APICS Supply Chain Council

APICS SCC advances supply chain and operations management and innovation through research, publications, education and talent development. APICS SCC maintains the Supply Chain Operations Reference model (SCOR), the supply chain management community's most widely accepted framework for evaluation and comparing supply chain activities and performance. The organization provides research, process frameworks, benchmarking and publications for the industry. For more information, visit apicsscc.org.

Information current as of May, 2015. For updated information, visit apicsconference.org.