

Schedule of Activities
Seventh Annual Best Practices Workshop
Strategies for Transformation and Success

September 24-26, 2006
Sheraton Wild Horse Pass Resort
Phoenix, Arizona

All General Sessions will be held in Pipai Kave 1&2; breakout sessions are in Eagle, Buzzard, and Coyote. Dress is business casual.

Sunday, September 24

- 3:30 pm – 4:00 pm** Welcome – Best Practices Workshop
- 4:00 pm – 5:15 pm** Keynote Session: **A CPO's Perspective**
Cecil R. House, C.P.M.
VP Operations Support &
Chief Procurement Officer
Southern California Edison Company
- 5:15 pm – 5:45 pm** Workshop Overview/Announcements
- 6:30 pm** Reception: Whirlwind Golf Club
- 7:15 pm** Dinner: Sivlik Restaurant, Whirlwind Golf Club
-

Monday, September 25

- 7:00 am – 8:00 am** Breakfast Buffet: Akimel Patio
- 8:00 am – 9:00 am** Participant Introductions
What is your significant challenge for the coming year?
- 9:00 am – 10:00 am** Breakout Sessions: **Significant Challenges**
Phillip L. Carter, D.B.A., CAPS Research
Robert M. Monczka, Ph.D., C.P.M., CAPS Research
Joseph R. Carter, D.B.A., C.P.M., CAPS Research
- 10:00 am – 10:30 am** Networking & Refreshment Break
- 10:30 am – 11:45 am** General Session: **Supplier Value Management: Merck & Company, Inc.**
Patricia A. Whitehouse
Senior Director, Global Procurement
Merck & Company, Inc.
- 11:45 am – 1:00 pm** Lunch Buffet: Pipai Kave 3

- 1:00 pm – 2:15 pm** General Session: **Workforce and Talent Management Trends: IBM**
John Dischinger, Program Director
IBM Global Integrated Supply Chain
- 2:15 pm – 3:30 pm** Breakout Sessions: **Workforce and Talent Management Strategies**
Robert Todd, Royal Technologies, Inc.
Mark White, United Space Alliance, LLC
Marc Ensign, Sonoco Products
- 3:30 pm – 4:00 pm** Networking & Refreshment Break
- 4:00 pm – 5:15 pm** General Session: **CAPS Recent Research**
- Significant Challenges Summary
 - Benchmarking Report: Procurement Shared Services Centers
 - Career Mobility, Compensation, and Demographics
- 6:15 pm** Reception: Pipai Kave Foyer
- 7:00 pm** Dinner: Pipai Kave 3
-

Tuesday, September 26

- 7:00 am – 8:00 am** Breakfast: Akimel Patio
- 8:00 am – 9:00 am** General Session: **Knowledge Management for Transformation: Raytheon**
Mark Palla
Knowledge Management & Benchmarking Champion
Raytheon Company
- 9:00 am – 10:15 am** Breakout Sessions: **Transformation Case Studies**
Randy Christoffersen, Imation Corp.
Brian Massey, Northrop Grumman Integrated Systems
Brian McNally, The Auto Club Group (AAA)
- 10:15 am. – 10:45 am** Networking & Refreshment Break
- 10:45 am – Noon** General Session: **Performance Assessment Tool and Real-Time Group Data Results**
Robert M. Monczka, Ph.D., C.P.M.
Director of Strategic Sourcing and Supply Chain Strategy
Research
CAPS Research
- Noon – 12:30 pm** Workshop Wrap-up