



Professional Development Meeting

“How to determine if a Supply Chain partnership type of relationship is the correct solution”

When:

Thursday, March 8th, 6 PM

Place:

The Crowne Plaza
North Dallas/Addison
14315 Midway Road
North of LBJ/635, between Spring Valley and Belt Line Roads

Schedule:

- Registration 6:00-6:30 PM
- Dinner 6:30-8:30 PM

Cost:

- Members \$30
- * non-members \$35
- Students \$10

To learn more about the event and to register, visit the website at

<http://www.ntxapics.org>

Plan to attend March Professional Development Meeting

Thursday, March 8th, 6 PM

The upcoming PDM will be extra special!

Speaker: Mike Bell

Contract Manufacturing Procurement Manager
BCS Supply Chain Management
Hewlett-Packard Company

Mike will be speaking on the value of Supply Chain partnerships. This session will be an interactive discussion around why and how to determine if a Supply Chain partnership type of relationship is the correct solution. We will be discussing partnership in terms of relationship and not in the legal sense. Who are the suppliers that a partnership relationship provides a return on the investment will be discussed and evaluated. Definitions, recommendations, and the various elements associated with successful partnerships and supplier relationships will be discussed and examples from the speakers and participants will be provided. The participants should be able to go back to their businesses with an understanding who, what, why, and how to implement successful Supplier Relations Management program concepts.

The discussions will follow this agenda:

- Partners: Develop a consensus definition
- Five tips toward more perfect partnerships
- Identify the different types of suppliers
- Identify the elements of partnership
- Identify objectives and expectations of partners
- Identify the metrics, techniques, and processes for business with partners
- Discuss the “How To’s” to form partnerships
- Summation, Questions and answers



Mike Bell Biography

Mike Bell is the BCS Contract Manufacturing Procurement and NPI Supply Chain Materials Program Management Manager at HP supporting all BCS or Joint ESSN new products through the various development life cycles. Duties include support the BCS Server Lab’s time-to-market and design-to-cost goals by developing suppliers who can deliver reliable, timely prototypes. Also to enable the delivery of both high value & low touch solutions by working with the Supply Chain Materials Teams to implement cost effective, reliable supply chains. He also served as Data Management Director at Convex computer where he was responsible for developing operational processes and strategies for new product line which became one-third of company’s revenues. Prior joining HP Mike held multiple senior positions at Texas instruments including site material/planning control, warehousing and purchasing, and materials/manufacturing management. Mike has also served for many years as an officer for the APICS North Texas Chapter. Mike holds a bachelor of science in Management from St. Edwards University (Cum Laude), in Austin, Texas and maintained active membership in APICS.



North Texas APICS Education

Gain a competitive advantage with

APICS Certified Supply Chain Professional Program

Class	Schedule	Days	Time	Location	Reg Ends
Winter CSCP	Mar 8 to XXX	Sat	8:00am to 12:00pm	UTD School of Management	Mar 8

Increase Your Earning Potential. Attain Your CPIM Certification.

► FIND OUT HOW



Class	Schedule	Days	Time	Location	Reg Ends
2012 Individual Classes					
Detailed Scheduling and Planning	Mar 5 to XXX	Mo	6:00pm to 9:00pm	UTD School of Management	Mar 5
Execution and Control of Operations	Apr 30 to XXX	Mo	8:00am to 12:00pm	UTD School of Management	Apr 30
Strategic Mgmt of Resources	Jun 25 to XXX	Mo	6:00pm to 10:00pm	UTD School of Management	Jun 25

Private in house classes can be run at any time to suit you and are typically cost effective for 8 students and up for CSCP and 12 or more for CPIM. Education other than CPIM and CSCP is also available.

Contact: Ian Birch, VP of Education

Vpeducation@apics.org or 214 808 2554

**6-Packed Supply Chain Conference
Early Registration Ends on February
15, 2012
REGISTER NOW!**

**Featured Tracks: S&OP, Supply Chain Planning,
Global Sourcing**

Great supply chains do not just happen. It takes lots of planning - effective planning. Plans that link executives to line workers. Plans that link your plans with the plans and activities of your suppliers.

- ❖ [S&OP, Supply Chain Planning, Global Sourcing](#)
- Resource Planning: A Practical Guide to Validate Your S&OP
- The Art and Science of the S&OP Process: Path to Bottom-Line Value
- Gaining an Informed Commitment to Implement/Upgrade and S&OP Process
- S&OP: Beyond the Basics
- What in the World?
- The Evolution and Future of Outsourcing
- Negotiation Skills: Basic Strategies to Achieve Your Goals

**2-Day Special Session: Advanced Concepts in
Planning and Scheduling using Lean and 6 Sigma
Tools**

This workshop demonstrates how Advanced Planning and Scheduling methodologies deliver superior customer service. The workshop identifies the reason for change, the methods of change and the tools and techniques of change. A case study is used to identify the issues facing this organization and the selection of appropriate SCM/Lean/Six Sigma tools and techniques applied. We will follow the process and present the results of their efforts. The session is renowned for its ability to get to the “AHA” as well as energize and motivate participants to action.

Participants will learn the basics of Change Management, Cycle-Time Reduction, DMAIC, Kanban, Blanket PO Systems, Long Term Agreements, Point of Use Delivery, Parts Certification, Poka-Yoke, Problem-Solving Techniques, Process Improvement, Standardization, Supplier Certification, Strategic Sourcing, Structured Management System, Teamwork, and Vendor Management Inventory.

APICS Terra Grande District proudly presents the 8th annual 6-Packed Conference in Houston, Texas on March 1st and 2nd. This year's conference features over 40 sessions presented by recognized supply chain leaders through 6 Concurrent Tracks in the General Sessions and a Special Session: Advanced Planning and Scheduling using Lean and 6 Sigma tools. Earn 16 certification maintenance hours when you attend both days.

**Other Tracks in this
Year's 6-Packed
General Sessions**

- Creating Competitive Advantage through Your Supply Chain
- Developing and Leveraging Flexible Supply Chains
- Improving ROI through Better Asset Management
- Empowering and Developing People
- Lean Tools
- ROI and Asset Management (Inventory and Capital)
- Empowering and Developing People
- 4 Hour Special Workshops

**For more information:
[SPECIAL SESSION](#)
[REGISTER](#)**

Register for the special session and enrollment is limited!

6-Packed Supply Chain Conference **March 1 and 2, 2012** **Houston, TX**

Register Now: 6-Packed Supply Chain Conference.

Early Registration Ends February 15, 2012.

Registration Link:

APICS Terra Grande District and its chapters proudly present the 8th annual 6-Packed Conference. Once again, we will feature over 40 sessions presented by recognized supply chain leaders covering 8 topical areas in the General Sessions and a Special Session on Advanced Planning and Scheduling using Lean and 6 Sigma tools. Earn 16 certification maintenance hours when you attend both days.

For additional information, please visit our website at www.6packed.org.

Don't forget we offer a **special promotion that if you pay for 4 attendees the 5th person is free.**

General Sessions - 6 Concurrent Sessions

- Creating Competitive Advantage through your Supply Chain
- Developing and Leveraging Flexible Supply Chains
- Improve ROI through Better Asset Management (Inventory and Capital)
- Empowering and Developing People
- S&OP, Supply Chain Planning, and Global Sourcing
- Lean Tools
- Practical Development Workshops

Special Session (enrollment limited)

- Advanced Planning and Scheduling using Lean and 6 Sigma tools (2 day workshop)

Information on this year's conference can be found at
www.6packed.org:

Website:

www.6Packed.org

Conference Brochure :
Brochure with Schedule

Information on Each Session:
Program Information

Why Attend:

- Learn best practices from supply chain experts
- Improve your company's competitiveness and bottom line
- Develop your people and yourself
- Network and share best practices

Conference Hotel:

Marriott Westchase
 2900 Briarpark Dr Houston, TX 77042

Special Room Rate: \$99/night with complimentary internet in your room. Must register by February 15, 2012.

Hotel Registration:

Call [713-978-7400](tel:713-978-7400) (local)
 Call [800-228-9290](tel:800-228-9290) (toll free)

Group Code: **APAAPAA**

Registrations:

Go to our website at <http://www.6Packed.org>
 Click Register on the left-hand side
 Choose from:
 One Day Registration - Thursday Only
 One Day Registration - Friday Only
 Two Day Registration -
 Select General Sessions or Special Session.

Group Registrations:

Karen Mixon-Dowdy CPIM
Karen.Mixon-Dowdy@avnet.com
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Contacts::

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Pricing:

FULL(2-DAY) CONFERENCE	ONE-DAY CONFERENCE
EARLY REGISTRATION:\$550	EARLY REGISTRATION:\$350
LATE REGISTRATION:\$595	LATE REGISTRATION:\$395
EARLY REGISTRATION ENDS FEBRUARY 5TH 2012	

Pay for 4 people from your company and send the 5th person FREE.

“Providing continuous learning opportunities emphasizing solutions and services for resource management professionals.”

APICS North Texas
The Association for Operations Management[®] Chapter



WELCOME FIRST ATTENDEES:



CONGRATULATIONS!
CSCP GRADUATE
-MICHAEL WEITZ





Interested in Volunteering?

Do you have an interest or desire to meet people, help run a small non-profit business, and donate time to a well deserved organization while earning re-certification points?

If you answered yes to any or all of the above, then a role working with the North Texas Chapter Board of Directors may be for you. The board of directors in the North Texas Chapter is made up of dedicated volunteers working in an array of duties to support the programs of APICS in the Dallas area.

The North Texas Chapter, with its 400 members, is the second largest in the region and one of the 10 largest chapters in the United States. Board members help organize monthly dinner meetings, technical sessions, plant tours, education classes and seminars. Board members receive incentives for their work, including paid education review classes, periodic trips to region meetings, and many more.

If this sounds like something you would like to consider contact Paloma Leonato, Chapter President, at president@ntxapics.org