

**Professional Development Meeting**

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

**When:**

Thursday, March 8<sup>th</sup>, 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 8<sup>th</sup>, 6 PM**

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



**About the Speaker**  
**Mike Bell**

- **HP -**

Overall objective is to serve as the BCS Contract Manufacturing Procurement and NPI Supply Chain Materials Program Management Manager 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. Insure that materials and capacity are available at time of need. Position includes purchasing, planning, & project management activities.
- **Convex Computer –**

Responsible for planning/purchasing related to material procurement, material control, inventory control, and shipping/receiving functions. Annual materials purchases in excess of \$250 million. Served as the Data Management Director developing operational processes and strategies for new product line which became one-third of company's revenues.
- **Texas Instruments –**

Held multiple positions in four Texas locations that included site material/planning control, warehousing and purchasing activities, and materials/manufacturing management. Developed strategy for and managed a large PC distribution center and all activities associated with it. Responsible for a staff of 120+ personnel.
- **Professional Development**

APICS (1984 to present); North Texas APICS Officer (1992 to present), Current Chapter Member; APICS Terra Grande Staff (1996 to present); MHMS (1985 to 1988); ISM (NAPM), Dallas (1989 to 1995)
- **Education**

B.S. in Management, St. Edwards University, Cum Laude      Austin, Texas