

2010 Call Topics
for ISM's 95th Annual International Supply Management Conference
April 25-28, 2010, San Diego, California

The ISM Annual Conference provides content and educational opportunities for three primary constituencies (1) senior thought leaders, (2) mid- to high-level supply management professionals, and (3) others active in supply management practices. ISM seeks presentations from all sectors --manufacturing, service, institutional, public -- and from the perspective of small as well as large organizations.

When considering topics for your presentation proposal, keep in mind trends, headwinds, challenges met and best practices. **Our audience looks for sessions that explain "how to" implement best practices and address issues.**

ISM is specifically looking for proposals in the focus areas listed for each topic.

| | Topics | Focus Areas |
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| 1 | Commodity Markets, Management, Forecasting & Strategies | forecasting models, futures, historical/future prices & trends, continuity of supply, capacity constraints, energy, raw materials |
| 2 | Contracting | contracting, administration, RFX processes, management |
| 3 | Cost & Price Strategies | modeling, reduction, cost & price analysis, total cost of ownership |
| 4 | Facilities & Real Estate Management | receiving, warehousing, asset management, inventory, packaging, disposal |
| 5 | Finance & Economics | inflation, deflation, exchange rates, credit & other financial markets, volatility |
| 6 | Globalization/International | emerging markets, political issues, global power & revenue shifts, tariffs, increasing government regulations |
| 7 | Innovation & Collaboration | defined, supply management's role, engaging suppliers, engaging internal departments |
| 8 | Leadership, Management & Talent | identifying/developing talent, attracting/retaining talent (domestically & internationally), qualities of successful leaders, thinking like a "business owner," important business drivers, financial acumen, communication & presentation skills, innovation |
| 9 | Logistics | transportation (outbound/inbound), distribution, warehousing, regulation, relationship between supply chain & logistics, domestic and global, 3PL |
| 10 | Metrics & Measurements | scorecards, benchmarking, KPIs & other performance indicators |
| 11 | Negotiations | pre-planning, conducting, strategies, documenting |
| 12 | Offshoring | the decision process (who, what, when, where, why, how), strategies, challenges, legal issues, rewards, the future, lessons learned |
| 13 | Outsourcing & Insourcing | managing outsourcing & insourcing, challenges, value equation |
| 14 | Quality Management | acceptance, control, assurance, process improvement programs, measuring, six sigma |
| 15 | Risk | defining, allocation, life cycle, probability analysis, management, mitigation, contingency planning, types of risk (regulatory, operational, security, environmental, financial, enterprise-wide, supply chain) |
| 16 | Services Procurement | SOW development, compliance, outsourcing, offshoring, cost analysis, contracting for services, performance measurement, cost analysis, specific spend areas (HR, marketing, legal, staffing, travel, etc.) |

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| 17 | Strategic Sourcing | initiatives, market intelligence, organizational structure, innovation, teaming and cross-functional teams |
| 18 | Supplier Management | selection, management, relationships, performance, SRM, collaboration |
| 19 | Sustainability & Social Responsibility | environment, "green", diversity (supply base & workforce), ethics & business conduct, health & safety, human rights, financial responsibility, metrics |
| 20 | Technology in Supply Management | selection, application, management, business process design, infrastructure, e-commerce, shifts |