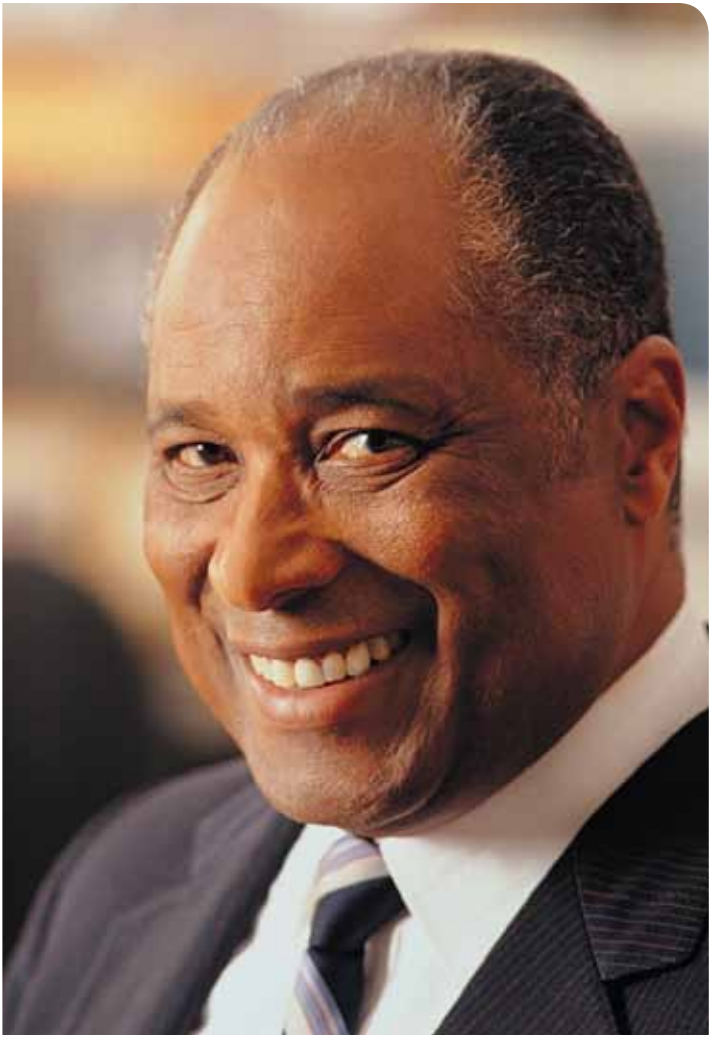


Don't miss this great learning (and networking) experience.

Learn from others who are passionate about supply management.

Start building your supply management community.

Take time out of your busy schedule to strengthen your supply chain and your career!



10th

Institute for Supply Management™'s

Annual Black Executive Supply Management Summit

February 5-7, 2013 | New Orleans, Louisiana



10th

Institute for Supply Management™'s

Annual Black Executive Supply Management Summit

Leading at the Speed of Tomorrow

If your fast-paced life leaves little time for professional development opportunities, then this is the one event you need to attend. The ISM Black Executive Supply Management Summit delivers supply chain management strategies as well as general business approaches to help you streamline your enterprise. Find out what your colleagues are working on in 2013 ... and beyond ... and discover tools that will move you and your team forward.

This is not only a unique opportunity for face-to-face learning, but for networking, as well. Networking is an essential part of your supply management toolbox, and what other tool is this versatile? Face-to-face contact with your colleagues can open doors to supply chain management innovation but, most of all, it can provide you with the connections you need to take your career to the top. Facebook, LinkedIn and Twitter are not enough. You need the benefit of real interaction with your colleagues, and this is the place to be.

Don't miss this opportunity to network and learn from some great supply management professionals. This is a chance to roll up your sleeves and find out what other organizations are doing to get ahead. Look for sessions that address how you can unleash your innovative spirit as well as a riveting panel discussion on disaster planning. Our kickoff speaker delivers insight into the uncertain economy. Be sure to attend the executive roundtable networking event and gain some top-level perspectives.



Back By Popular Demand

The ISM Black Executive Supply Management Summit is at the same time and same location as the Women Executive Supply Management Summit. Each summit has its own set of workshops, but general sessions are together. This gives you the added benefit of networking time with your colleagues attending the other summits. You are welcome to attend any of the concurrent sessions offered by either of the other summits.

Who Should Attend This Program — This program is presented for black executives, their direct reports and those interested in building their career in supply management. Supply management professionals from all industries and organizations benefit from these sessions. If you have a passion for supply management and want to network and learn from those sharing your interest, you won't want to miss this program.

In principle and in practice, ISM values and seeks a diverse membership, volunteer leadership and staff. There are no barriers to full participation in the Institute on the basis of ethnic background, gender, creed, age, sexual orientation, national origin or disability.

TUESDAY
FEBRUARY 5 2013

6:00 – 7:00 p.m.
Networking Reception
All Summit Participants

WEDNESDAY
FEBRUARY 6 2013

7:00 – 8:00 a.m. Continental Breakfast
8:00 – 8:15 a.m. Opening and Welcome
8:15 – 9:15 a.m. Session G1

Navigating an Uncertain and Volatile World Economy

During the past five years, the world has experienced unprecedented volatility in agricultural and industrial commodity costs. Unfortunately, extreme input cost volatility will likely continue as a financially interconnected world balances demand growth in BRIC countries amid high uncertainty driven by rapidly escalating sovereign debt in Europe, the United States and Japan. As world market participants vacillate between “risk on” and “risk off” sentiments, it will become increasingly important for manufacturing companies to understand the broader situation behind the daily emotions of the market. This presentation looks at the forces that brought us to this stage and provide insights as to where we may be headed in the next decade.

Tim Coats, Vice President, Worldwide Sourcing, General Mills

9:15 – 9:30 a.m. Networking Break
9:30 – 11:00 a.m. Session B1

Mergers and Acquisitions

It is not uncommon for a company to employ a growth through acquisition strategy, especially when today's economy allows for rapid expansion at a discount price. But how does a merger or acquisition affect the supply chain of the new organization? What is supply management's role in the financial statements and overall synergies within the separate entities of the company? Will there be divestitures?

Attending this session broadens your understanding of the supply management intricacies and potential pitfalls of merged and acquired organizations. This session shows you the big picture as seen by those who have experienced it and lived to tell the tale.

Shelley Stewart, Jr., Vice President, Sourcing & Logistics and Chief Procurement Officer, DuPont

Nik Hiremath, Vice President, Supply Chain, MeadWestvaco

Arthur Johnson, Chief Operating Officer, Cisco WebEx

K.O. Ansa B. Yiadom, Director, Strategic Initiatives, Global Procurement & Operations, Pfizer, Inc

11:00 – 11:15 a.m. Networking Break
11:15 a.m. – 12:15 p.m. Session G2

Supply Chain Management in a Global Economy

Join IBM, a multi-award-winning company and thought-leader in supply chain management, for an engaging conversation on supply chain globalization. Explore how sourcing, fulfillment operations and logistics — once fragmented entities — have seamlessly synthesized into integrated supply chain management. The discussion focuses on how talent, tools, processes and technology had to transform and globalize to ensure sustained cost savings and contribution to the bottom line. Discover strategies to successfully compete in a global economy and take supply chain management to the next level of maturity.

Angela N. Archon, Vice President, Systems & Technology Group, IBM Corporation

12:15 – 1:15 p.m. Lunch

THURSDAY
FEBRUARY 7 2013

1:15 – 2:15 p.m.

Session B2

Domestic Outsourcing Clash: Should It Stay or Should It Go?

Is domestic outsourcing a sign that your organization cannot produce its own products internally? Or is it a sign of growth and adaptability? What are the overall risks and ramifications of domestic outsourcing to your organization and its employees, suppliers and clients? This engaging session covers the considerations management must have to do what is financially – and ethically – best.

Stephanie Moore, Vice President, Forrester Research

Joseph R. Richardson, Corporate Indirect Procurement, FMC Technologies, Inc.

2:15 – 2:30 p.m.

Networking Break

2:30 – 4:30 p.m.

Session G3

Executive Roundtable Networking

An annual favorite, this session gives you the opportunity to interact with senior supply leaders. The session is structured to give you a chance to meet and interact with a selection of executives of your choosing. The session is placed at the end of the day to jump-start ongoing discussions and networking during the evening reception and dinner.

5:30 – 6:30 p.m.

Reception

7:30 – 8:30 a.m.

Continental Breakfast

8:30 – 8:45 a.m.

Day Two Introduction

8:45 – 10:15 a.m.

Session G4

Case Competition

Teams with a maximum of five students from invited colleges will have the opportunity to develop analytical and reasoning skills in a professional setting, much like they will face in the business world. These challenging cases are provided by A.T. Kearney. The case competition brings out the best in our student attendees and prepares them for that next step.

10:15 – 10:30 a.m.

Networking Break

10:30 – 11:30 a.m.

Session G5

Respecting Human Rights: The Role of Supply Chains

This presentation explains the new U.N. Guiding Principles on Business and Human Rights and how they address supply chains as part of the corporate responsibility to respect human rights. Explore the potential — and limits — of addressing social issues through supply chain management using current examples in conflict minerals, child labor and human trafficking.

Adam B. Greene, Vice President, Labor Affairs & Corporate Responsibility,
United States Council for International Business (USCIB)

11:30 a.m. – 12:30 p.m.

Lunch

12:30 – 1:30 p.m.

Session B3

Analytics and Performance Measurement: The Next Great Chapter for Procurement

Although procurement has made significant strides over the past decade with strategic sourcing and Spend Cubes, the “new normal” of the global economy has shown that procurement must be more innovative, agile, and comprehensive than it was in the past. To meet this challenge, many organizations are starting to tap into advanced analytics and performance measurement. Home Depot’s Chuck Kinnebrew and A.T. Kearney’s Joe Raudabaugh will share the latest and greatest on how procurement is using these two elements to transform procurement organizations and improve long-term performance. Attendees will get a true grasp of how Home Depot has used analytics to transform its procurement organization. Additionally, Joe will share how an accurate and measurable understanding of performance is a game changer for procurement organizations, as it provides leaders with a consistent means for understanding the value procurement delivers to the enterprise and aids CPOs in communicating with their C-level peers to drive change and innovation.

Chuck Kinnebrew, Senior Director, Procurement, Home Depot

Joe Raudabaugh, Partner, A.T. Kearney

1:30 – 1:45 p.m.

Networking Break

1:45 – 2:15 p.m.

Session G6

Case Competition Winner Announcement

2:15 p.m.

Closing Remarks

Important Schedule Information. You are welcome to attend concurrent sessions from any of the programs, although we have developed a schedule especially for the Black Executive Supply Management Summit (you may view the other sessions online).

Fees. **US\$949 members/US\$1,149 nonmembers/US\$250 student members.** Fees include all workshops and scheduled meals.

Early Registration Discount. Register by December 28, 2012 and receive US\$100 off the regular registration fee. (Student registration is not included in the discount offers.)

Location Information. Doubletree by Hilton New Orleans, 300 Canal Street, New Orleans, LA 70130. +1 504/581-1300 or 800/HILTONS. www.neworleans.doubletree.com. To expedite your reservations, use the special ISM page, www.ism.ws/3490. The ISM rate is US\$169. NOTE: Free in-room Internet was negotiated for guests staying at host facility. The ISM rate is offered until January 7, 2013 (or until the ISM block is sold out, whichever comes first, so book today).

FOUR EASY WAYS TO Register

Internet. Register online at www.ism.ws. Select Conferences & Networking Events.

Fax. Transmit completed form* with credit card information to +1 480/752-2299.

Mail. Complete the form* and mail with check or credit card information to: ISM Black Executive Supply Management Summit, P.O. Box 22160, Tempe, AZ 85285-2160, USA.

Phone. Call Customer Service at 800/888-6276 or +1 480/752-6276, option 8.

*Visit the ISM website at www.ism.ws to download a registration form.

Antitrust Statement. It is the express policy of ISM to comply at all times with all existing laws, including the antitrust laws, and in furtherance thereof, this ISM Antitrust Policy shall apply to all activities and programs sponsored or conducted by or within ISM, including CAPS Research, and is intended to minimize the risk of the appearance of any violation of the antitrust laws.

ISM Welcomes the Universities and Colleges Participating in the Case Competition



Clark Atlanta University is a comprehensive, private, urban, co-educational institution of higher education with a predominantly African-American heritage. It was formed when the nation's first private liberal arts college for African Americans, Clark (1869), joined with the nation's first African-American graduate school, Atlanta University (1865), what emerged was one of the nation's foremost institutions of higher learning, Clark Atlanta University (CAU).



Florida A&M University — School of Business and Industry. Established in 1887, Florida A&M University is a public, co-educational institution of higher learning, fully accredited by Southern Association of Colleges and Schools (SACS) and located in Tallahassee, the capital of Florida. Distinguished by lush foliage and massive oaks, the main campus comprises 156 buildings spread over 422 acres atop the highest of Tallahassee's seven hills. Over 12,000 students hail from more than 30 states and many countries. Operating fall, spring and summer terms, the university has 13 schools and colleges offering bachelor's degrees in 62 disciplines, master's degrees in 39 disciplines, 11 doctoral programs, which includes 10 Ph.D. programs. The College of Law is located in Orlando, Florida and offers a juris doctor.



Hampton University School of Business. The mission of the Hampton University School of Business is to produce professionals, leaders and scholars of strong character for the technology-based global marketplace. Our goal is to deliver relevant business education, practical application experiences and behavioral competencies to achievement-oriented undergraduate and graduate students. Although teaching is our primary emphasis, faculty shall continuously engage in research and grantsmanship to provide a curriculum that is appropriate for a successful business practice.



Howard University, established in 1867, is a comprehensive, research-oriented, predominantly African-American university. Its mission is to provide an educational experience of exceptional quality at a reasonable cost to students of high academic potential. Particular emphasis is placed on providing educational opportunities for African-American men and women, and for other historically disenfranchised groups. Furthermore, Howard University is dedicated to attracting, sustaining and developing a cadre of faculty who through their teaching and research are committed to producing distinguished and compassionate graduates seeking solutions to global human and social problems.

Howard University is one of only 48 U.S. private, doctoral/research institutions. It is comprised of 12 schools and colleges with 10,500 students enjoying academic pursuits in more than 120 areas of study leading to undergraduate, graduate, and professional degrees. The university continues to attract the nation's top students and produces more on-campus, African-American Ph.D.s than any other university in the world.



Tennessee State University, a historically black university, was founded in 1912. The university is a comprehensive, urban, co-educational land-grant university offering 45 bachelor's degrees and 24 master's degrees. Doctoral programs include biological sciences, psychology, public administration, computer information systems engineering, administration and supervision, and curriculum and instruction. The university is located in Nashville, Tennessee, and has two campuses, the 450-acre main campus and the downtown Avon Williams campus, located in the heart of Nashville, near the state capitol. The university has a diverse student population of more than 9,000 representing 46 states and 45 countries. TSU has been listed for 11 consecutive years in the *U.S. News & World Report* "Guide to America's Best Colleges."

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