



ISM—Buffalo, Inc.

Supply Chain Management (SCM) Symposium

Friday, May 3, 2019 8:30am-4pm

ISM-Buffalo is pleased to present this “Don’t miss” event!

Topics Covered include:

- ♦ Strategic Sourcing for Successful Supplier Relationships
- ♦ Blockchain-What is it and how can it be monetized?
- ♦ Procurement Leaders-How they succeed. (including sustainability)
- ♦ Inventory Accuracy: Understanding, Measuring & Correcting

Presenters include:

- ♦ Michael D. Ford, M.S.I.S.E., CFPIM, CSCP, CLTD, CQA, CRE, CQE, ACPF, CPSM, CSSGB
- ♦ Jessica L. Copeland, Esq.
- ♦ Jack T. Ampuja, C.P.M.
- ♦ James Kling, Ph.D.



DETAILS:

Place:
Classics V Banquets
2425 Niagara Falls Blvd., Amherst, NY 14228

Schedule:
8:30-9:00 am....Registration
9:00 am - 12:00 pm....Presentations
12:00 - 12:30 pm.....Lunch
12:30 - 4:00 pm....Presentations

Cost:
ISM-Buffalo Members: \$129.00
Non-Members: \$179.00
Includes: light breakfast and lunch

Earn (6.5) CEH for this affordable event!

Space Limited; Reserve now to secure spot at ismbuf@ismbuffalo.com ♦ (716)648-0972.
All registrations due by 5/1.

Presentations

Strategic Sourcing for Successful Supplier Relationships

Strategic sourcing seeks to embrace suppliers as partners, as though they are upstream work centers within our company. The goal is long-term relationships founded on mutual compatibility of interests, competencies and trust. Traditional habits of beating up vendors on price and dictating terms are replaced with win-win negotiations that serve to strengthen the supply chain. This view recognizes that supply chains are only as strong as their weakest link, and it is in all parties’ best interest to strengthen each link. Attendees will perform hands-on exercises to learn:

- The purchasing continuum from tactical order placing to strategic sourcing
- Four major types of purchases and how they relate to the continuum
- A supplier evaluation tool known as Weighted Factor Analysis
- The importance of identifying core competencies in the supply chain
- The contrast between vertical and horizontal integration

Blockchain – What is it and how can it be monetized?

Blockchain is one of the most disruptive technologies of the past decade, and is most notably associated with cryptocurrencies like Bitcoin. Blockchain is so much more than Bitcoin, and has the potential to dramatically alter industries like finance, manufacturing, energy, and pharma.

Growth in blockchain and other distributed ledger technologies is exploding. Each week there is another article about a new application or a new major company adopting the technology. This growth is across many industry segments. The banking and finance sectors were early adopters, but

we are starting to see significant impact on manufacturing, supply chain, as well as various industries including aerospace, health, food and oil and gas industries.

In the simplest sense, blockchain is like a database filled with transactions, such as money or commodity transfers. But whereas a database would sit on a single laptop or server, blockchain is decentralized and distributed throughout a network of computers. Each computer on the network has a copy of the ledger. This eliminates the risk of data loss and can increase data security because no one person can delete or alter the files on every computer in the network.

In a blockchain, individual transactions are stored on a "block." For each new transaction past what was recorded on the block, a request is sent to the network of computers. The pending transactions are held for a period of time, but these transactions are eventually added to a new block and verified using cryptography. Once verified, the new block filled with transactions is added onto a "chain." Each computer on the network updates its ledger to include the new block. The chronological chain of blocks (or blockchain) provides a permanent and unalterable record of the transactions, which can make it easy to follow transactions, track funds, or audit accounts.

So how is blockchain monetized? Like many other technological advances, protect the IP and license it out. This talk will discuss the protectable IP in certain blockchain innovations, isolating that part of the technology from open source or methodology that is not viewed as patentable under Section 101. Some of the heaviest hitters in the patenting space for blockchain technology are Bank of America, IBM and Walmart. Each portfolio will be discussed as well.

Procurement Leaders – How they succeed

While all companies that procure products or services have to do the basics successfully to stay in business, top echelon firms are able to do the basics – ordering, tracking, evaluating, reporting, measuring and communicating – with less effort or lower cost or both. So what do the top 20% of companies do to separate themselves from the other 80%?

There are common attributes among the companies that are recognized as leaders in procurement regardless of company size or product or service in which they specialize. This presentation will focus on latest research and information to outline the differentiating factors including philosophies, technologies and responsibilities.

Leaders in cost control and efficiency are often ahead of the pack on adopting and supporting sustainability programs. The presentation will also touch on how leaders react and work on the green movement.

Inventory Accuracy: Understanding, Measuring and Correcting

Within supply chain management, computers and quantitative sophistication have led to tremendous progress in opti-

mizing mathematical inventory models and tools such as safety stock calculations, the "trigger point," and economic order quantity. However, such models and their related operating software is greatly compromised if item level computer inventory data does not match up to how many products are actually in stock, a problem known as Inventory Inaccuracy. Jim Kling will introduce us to the common causes of inventory errors, how accuracy can be measured, corrective action such as cycle counting, and ultimately the need for better education and training.

Presenters

Michael D. Ford, M.S.I.S.E., CFPIM, CSCP, CLTD, CQA, CRE, CQE, ACPF, CPSM, CSSGB



Mike Ford is Principal of TQM Works Consulting, for which he is widely recognized as a premier provider of corporate training across a wide array of subjects. He provides innovative solutions based on 30 years of experience in retail, distribution, manufacturing, and consulting. His work history includes software implementation, business planning, inventory management, distribution planning and education. This includes a broad range of experience from ETO to MTS, as well as non-profits, service, and Department of Defense.

He has presented at over 350 industry events throughout the U.S., Canada, Japan, Nigeria, S. Africa and Australia, and has provided over 5,300 hours of classroom training. He specializes in delivering training that is "edu-taining" and as a result averages 4.7/5.0 on evaluations.

Ford is a 2016 graduate of Binghamton University, earning a M.S. in Industrial & Systems Engineering. He continues to pursue "lifelong learning for lifetime success" and has participated in over 200 professional development activities beyond his formal education, and has additionally acquired 9 internationally recognized professional certifications.

Jessica L. Copeland, Esq.



Jessica Copeland is Partner of Hodgson Russ LLP Attorneys. She effectively represents her clients in all aspects of business counsel and disputes, with a particular focus on data security, privacy and intellectual property.

Jessica is also co-leader of the firm's Blockchain & Cryptocurrency practice and recently earned a certificate in Cybersecurity Leadership from Carnegie Mellon University. Particular to her IP litigation experience, Jessica's practice includes protecting patents and trademarks in federal and appellate courts and before the International Trade Commission for clients in industries such as medical and mechanical devices, computer software and hardware, pharmaceuticals, telecommunications, and e-commerce technologies. Jessica's experience in appellate work includes argument before the Federal Circuit. Jessica's broad

experience includes advising clients on, IP protection of technology innovations including blockchain, data privacy compliance, incident response strategies, and breach notification requirements. She also has experience handling the transactional aspects of intellectual property, including drafting and negotiating licenses, preparing and prosecuting trademark applications, preparing opinions, and conducting due diligence investigations.

As for Jessica's educational credentials, she received a bachelor's in Mathematics from New York University (2001) and her Juris Doctorate from St. John's University (2004)

Jack Ampuja, C.P.M.

Jack Ampuja is President of Supply Chain Optimizers and Executive in Residence at Niagara University. Prior to joining SCO and NU, Jack Ampuja had 30 years of supply chain management experience with five Fortune 500 firms. In his last corporate position Jack served as Senior VP of Operations leading a \$200 million division with 800 employees at 25 distribution centers.



Supply Chain Optimizers is a management consultancy which has helped more than 500 clients improve supply chain efficiency since its founding in 1985. The company is recognized as both a Top Green Provider and Top 100 Technology & Solutions Provider by Food Logistics Magazine.

Jack is a regular contributor to trade journals both as a writer and Interviewee with more than 85 published articles in the past ten years. He also speaks on supply chain topics and trends making over 150 such presentations in the past decade. Jack has spoken all over North America and Europe as well the national logistics conferences at Buenos Aires, Argentina and Accra, Ghana.

Jack has a BS degree in Business Administration from the University of Massachusetts, a year of post-graduate study in Logistics at Northeastern University (Boston), and an MBA degree from the University of Connecticut. Jack is a citizen of USA, Canada and Finland. LOGY – Finland's Association of Purchasing & Logistics has recognized Jack on its list of 60 most influential supply chain executives. He is a former officer and lifetime member of ISM – Buffalo.

James Kling, Ph.D.

Dr. Jim Kling has been a faculty member in Niagara University's College of Business since 1990, currently Associate Professor of Supply Chain Management.



He was born in Rochester NY, earned his Economics B.S. at Allegheny College and his Ph.D. in Management at the University of Maryland--College Park. He envisioned and established Niagara University's Center for Supply Chain Management Excellence in 2000, which continues to offer practical supply chain training for mid-level managers. He has also served as department chair and Director of University Mission. He teaches the inventory modules in the MBA and NU certificate programs. During a full year sabbatical in 2006 he led a major inventory re-set project at Catholic Health Systems Buffalo. For 2019, he has a summer research plan to study how inventory accuracy educational and training can be enhanced.

For more information about membership in ISM-Buffero, Inc. contact our Executive Secretary Nancy Boyd Haley at (716) 648-0972. Affiliated with the Institute for Supply Management, a global organization of over 50,000 supply management professionals.

REGISTRATION FORM
ISM-Buffero's SCM Symposium - Friday, May 3, 2019
 ISM-Buffero Member Fee: \$129.00; Non-Member Fee: \$179.00

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