



Lori Sisk, C.P.M., A.P.P.
Jan Scheiwe, C.P.M.
Present

Strategic Procurement

Navigating through the technology
minefield to achieve total value.



Tuesday, October 21, 2003
1 P.M. - 5 P.M.

Northwood University
1900 W. Big Beaver Road, Suite 200
Troy, Michigan 48084



“Strategic Procurement: *Navigating through the technology minefield to achieve total value.*”

- Are you sailing on the Sea of e-Commerce? Rough going?
- How does internet-enabled technology fit within your current sourcing practices?
- What technology tools will you need to successfully launch your procurement initiative?
- How do you decide which tools are best suited for your program?
- How do you sell your program “in-house” and also to your suppliers?
- Having problems with “change management”?
- How do you develop contingency or parallel plans?
- When do you go to “auction” and when do you pass?
- What should be your performance targets and how are they measured?

Come explore the technical world of procurement and use our roadmap for successful program implementation. Follow our compass to help you navigate around the common roadblocks that limit the true potential of many e-Commerce Initiatives.

Who should attend this workshop?

This workshop should be attended by purchasing professionals who have either used or are considering using e-Commerce tools for their strategic sourcing initiatives.

Invite your key suppliers or strategic partners to join you....

Suppliers will also greatly benefit from participating in this workshop, which will provide them with the core logic, necessary for understanding and responding to each of these purchasing concepts.

Featured Speakers:

Lori Sisk, C.P.M., A.P.P.

Ms. Sisk has over fifteen years of extensive supply chain experience in automotive, retail, consumer products and the aerospace industries, with service in Europe, Asia, Canada and Mexico.

Lori specializes in the development of strategic sourcing initiatives, which include: commodity profiles, supplier evaluations, supplier development, procedure and policy redesign, and cost reduction programs.

As a former NAPM regional President and currently on the Advisory board, she is also an adjunct professor at Wayne State University where she teaches Graduate level Strategic Purchasing. She has taught the C.P.M. (Certified Purchasing Manager) review courses, is a published author of articles for ISM's (Institute of Supply Management) magazine, and is a frequent speaker for Purchasing Management Association of Canada and ISM/NAPM. Lori received a BSBA and MBA from Bowling Green State University and received her C.P.M. in 1992.

Janet Scheiwe, C.P.M.

Janet L. Scheiwe, C.P.M., is a recognized leader in the development and implementation of e-Procurement and Supply Chain Management initiatives within the food and beverage industry. As President of The JPS Group, a certified woman-owned business, she provides clients with a strategic, tactical and "hands on" approach towards optimizing their program investment and performance.

Jan has a rich background spanning twenty-six years of international industrial and retail procurement and supply chain management. During this tour, Jan was awarded the prestigious John G. Martin Award for Excellence in creating customer inspired business improvements.

A graduate of Western Michigan University, she is also a Lifetime Certified Purchasing Manager. She has served as President, District Chair and Advisory Board Member of the NAPM Metro Detroit chapter. She is also a frequent seminar host, TV guest and conference speaker.

To register, complete and return this form.

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To register: fax (248) 738-5311 or phone (248) 737-5381
To contact us via e-mail: jscheiwe@jps-group.com

Checks Payable to: **The JPS Group**

Mail to: The JPS Group, LLC
4681 Dow Ridge Road
Orchard Lake, Michigan
48324



Mr/Ms _____

Title _____

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Cancellations: Any cancellations made less than one calendar week prior to the start of the seminar is subject to a 25% cancellation fee, per seminar. There are no charges for substitution of participants, but NO refunds will be granted after 3:00 p.m. (Eastern) on the working day before the class begins.