



April Business Meeting - Wednesday, 11 April 2007

- **Networking 5:30, Dinner 6:30, Speaker 7:15**
- **Location: Stoney Creek, Black Hawk Room**
- **Cost: Member - \$25, Non Member - \$35**
- **Register On-Line: <http://www.ismqc.org/> (click on the up-coming events calendar, select the March Business Meeting, and then select Register On-Line)**

Arie Lewin, Professor & Director CIBER, Duke University

“Duke/Booz Allen Offshoring Research Network (ORN)”

Until recently, offshoring was almost entirely associated with locating and setting up IT services, call centers, and other business processes in lower-cost countries. The 3rd annual ORN survey results confirm that although IT applications remain the most frequently offshored business function, next generation offshoring shifts the emphasis to product and process innovation. From 2005 to 2006, offshoring of product-development projects increased by 40-50% from an already significant base. Over the next eighteen to thirty-six months, growth in offshoring of product-development projects is forecast to increase by 65% for R&D and by more than 80% for engineering services and product design.

Duke and Booz Allen have just completed the comprehensive 2006 ORN survey report: **“Next Generation Offshoring: The Globalization of Innovation”**. You can view the executive summary of this report and preorder using the following link: <https://offshoring.fuqua.duke.edu/report.jsp>

Arie Y. Lewin is Professor of Business Administration and Sociology at Duke University. He is Director of the Center for International Business Education and Research (CIBER), Editor-in-Chief of Journal of International Business Studies (JIBS) and founding Editor-in-Chief of Organization Science. He is the Lead Principal Investigator of the multi year international Global Sourcing Research Initiative of administrative and technical work in the US, Benelux countries, Germany, Scandinavia, Spain, and the UK. His overall research interests centers on strategic renewal of organizations and adaptive capabilities that distinguish between innovating and imitating organizations.

Reservations will be accepted through Wednesday, 4 April.
All cancellations must be received 24 hours prior to event to avoid charges.

Note from the President

If you were able to make the last dinner meeting you would know that there is \$3.8T (yes trillion) spent on transportation world wide, \$1.6T of which is in the US alone. You would have also heard first hand from what a 25+ year veteran, Mark Walker, had to say about the impact key cost drivers (e.g. fuel, infrastructure,

drivers, supply/demand) will have on the service levels and global cost of transportation in our future (if not already upon us today). If you were not able to make it, perhaps you can connect with a colleague that was able to attend. I was pleased to see how many QCA companies represented there speaking to the importance of logistics in our businesses.

We have a great start on the line up for next year...Mr. Bill Norton, VP Supply Management, Deere & Company will lead off the year. Mr. Jim Victor will be back... and we are working out the final details scheduling HP. Our Dinner meetings will again be targeted for the second Wednesday of every month Sep thru May, depending on the availability of the speaker. Block your calendars now. We will let you know of any changes to the scheduled dates as soon as we can.

From this point forward you can register for events on-line: <http://www.ismqc.org/> Click on the calendar for up-coming events, select an upcoming event, select register on-line. Click in the box of the event you plan to attend and print the page for your records. You can select more than one if you wish. Remember to notify Amber Linley (LinleyAmberD@JohnDeere.com) 24 hours in advance if you need to cancel your registration to avoid charges.

2006-2007 Business Meetings (Mark Your Calendars)

14 Sep 06	Dalip Raheja, Mpower Group	Leveraging Supplier Relationships
11 Oct 06	John Byrne, St Ambrose	Leadership / Motivation
08 Nov 06	Andy Hansen, Deere C&F	Becoming Your Suppliers' Customer of Choice
13 Dec 06	Jim Victor, Smith Barney	Economic Outlook
10 Jan 07	Tom Walsch, Accenture Jay Zmrhal, Accenture	Procurement for High Performance
07 Feb 07	Tim Underhill	Trends in Purchasing
08 Feb 07	Tim Underhill (all day)	Supply Chain Mgmt / Reducing <u>Total</u> Cost
14 Mar 07	Mark Walker, C.H. Robinson	Predictable Transportation & Distribution
11 Apr 07	Arie Lewin, Duke Univ.	Duke/Booz Allen Offshoring Research Network
09 May 07	Jessica Mahre, AT Kearney	Effective Strategies for E-Sourcing and E-Procurement

Respectfully,

Ray Lybarger

President, NAPM - Quad Cities, Inc.

Visit our new website: <http://www.ismqc.org/>