

NAPM-Quad Cities, Inc. Proudly Presents

Tim Underhill, President, Underhill & Associates

Strategic Sourcing: Reducing Total Operating Costs

Date: 8 February 2007, 8:00am – 5:00pm

Location: Stoney Creek Inn, Blackhawk Room

Registration: Amber Linley (LinleyAmberD@JohnDeere.com)

Is your company faced with increased pressures to improve profits? Are they looking at your Supply Chain as one means for reducing your operating costs? While price is an obvious target, improvements in other operating costs offer significant saving opportunities.

The objective of this seminar is to help companies identify what products and services reduce total operating costs and how to measure the impact from these products/services.

Total cost is more difficult to measure, but companies are finding the savings to be greater than the savings achievable from a lower price. In fact, the companies that have implemented Supply Chain Management initiatives around a total cost approach have received a 30% return on these relationships.

Tim Underhill is president of Underhill & Associates a consulting firm whose mission is to improve its clients' profitability through increased sales, improved supplier/channel management and reduced operating costs. Tim has worked with customers to develop commodity/service plans, evaluate suppliers based on total cost and implement supply chain initiatives.

Tim has authored two books: "Strategic Alliances: Managing the Supply Chain" and "Team Up! Profit Up! Partners in Channel Cost Reductions". He also developed supply chain management and account penetration/retention software programs for measuring the total cost of ownership. Tim currently sits on the ISM's national steering committee for their MRO Buyers Group.

Seminar Fees	<u>Early-Bird Group Rate</u>	<u>Early-Bird Individual Rate</u>	<u>Registration After 10 Jan 07</u>
NAPM-QC Members	\$100 / Person	\$115 / Person	\$125 / Person
NAPM-QC Non-Members	\$125 / Person	\$135 / Person	\$150 / Person

1. Reservations will be accepted through Thursday, 1 February 2007.
2. Faculty & Students welcome at the Member Rate
3. Early Bird Rates for Individual and Group Registrations are available thru 10 Jan 2007.
4. The Early Bird Group Rate will apply when three (3) or more are registered at the same time from the same Company
5. **All cancellations must be received by Tuesday, 6 February 2007 to avoid charges.**