



January Business Meeting - Wednesday, 10 January 2007

- Networking 5:30, Dinner 6:30, Speaker 7:15
- Location: Stoney Creek, Blackhawk Room
- Cost: Member - \$25, Non Member - \$35
- Registration: Amber Linley (LinleyAmberD@JohnDeere.com) cc Ray Lybarger (LybargerRamondV@JohnDeere.com)

Tom Walsch & Jay Zmrhal - Accenture

Presents: “Procurement for High Performance”

Do you have a high performance supply management organization? Do you know the capabilities you need to become high performance? Accenture has conducted extensive research into the components of high performance. And will share the results of their research of five procurement related capabilities to become high performance.

Mr. Tom Walsch is a Senior Manager in the Strategy Group of Accenture's Industrial Equipment Practice. Tom has 12 years experience assisting major Industrial Products manufacturers become high performance businesses. Prior to joining Accenture, Tom worked at Ford Motor Company where he held a variety of positions within product engineering, manufacturing, product planning, marketing and sales.

Mr. Jay Zmrhal is a Senior Manager in Accenture's Automotive, Industrial, and Transportation unit. He specializes in Supply Chain Management/ Procurement work with key experiences in strategy & vision, procure-to-pay, process design, organization design, strategic sourcing, transformation, outsourcing, supplier relationship management, and training.

Reservations will be accepted through Friday, 5 January.

All cancellations must be received 24 hours prior to event to avoid charges.

Note from the president:

Thanks again to Mr. Jim Victor. He once again impressed the crowd with his extensive knowledge of the economy.

You don't want to miss this opportunity. Mr. Tim Underhill will be with us in February to present “Trends in Purchasing” at our 7 February dinner meeting and a complimentary full day seminar, 8 February, on “Strategic Sourcing, Supplier Relationship Management and Reducing Total Cost”. Tim Underhill is not only a recognized speaker at a National level, but has also helped a number of major companies implement practices to manage to total cost in their businesses.

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 06	Tom Walsch, Accenture Jay Zmrhal, Accenture	Procurement for High Performance
07 Feb 06	Tim Underhill	Trends in Purchasing
08 Feb 06	Tim Underhill (all day)	Supply Chain Mgmt / Reducing <u>Total</u> Cost
14 Mar 06	Open	Logistics
11 Apr 06	Jeff Russell, Duke Univ.	Off-Shore Sourcing Study
09 May 06	Jessica Mahre, AT Kearney	Effective Strategies for E-Sourcing and E-Procurement

Respectfully,

Ray Lybarger

President, NAPM - Quad Cities, Inc.

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