
NAPP

National Association of Purchasing & Payables

13th Annual Conference

Innovamation 2005!



**Innovation and Imagination
in
Procure-to-Pay Best Practice**

February 6 - 9, 2005
Disney's Contemporary Resort
Walt Disney World, FL

INNOVATION 2005 AGENDA PAGE 1

SUNDAY – FEBRUARY 6, 2005

4:00-6:00 PM	Registration & Welcome Cocktails - Ballroom of the Americas Lobby	
6:00 PM	Dinner on Your Own	
MONDAY – FEBRUARY 7, 2005		
7:00–8:00 AM	Late Registration/Continental Breakfast – Ballroom of the Americas Lobby	
8:00–8:15	Welcoming Remarks, NAPP Officers - Ballroom of the Americas - A	
8:15–9:30	<p>Keynote Address: Streamlining the Procure to Pay Process Through Standardization and Automation</p> <p>Maureen Merkle, President of Procurement SBC Services, Inc.</p> <p>When it comes to successful mergers and acquisitions, SBC has proven that it can be done in the telecom industry, and done well! Streamlining and consolidation are natural outcomes of most mergers & acquisitions. Maureen will provide an overview of the work done in SBC's Procurement organization and will focus her discussion around SBC's e-Procurement systems and the tools created to enhance the Procure-to-Pay process. In addition, Maureen will touch upon electronic invoicing, the automation of purchasing transactions and measurements for success. Do not miss this dynamic speaker!</p>	
9:30–10:00	Refreshments Break – Ballroom of the Americas Lobby	
10:00–11:00	<p>Innovation in Sourcing and the Impact on P2P</p> <p>Dr. Nicholas Reinecke, Principal Mc Kinsey and Company, Inc. - Hamburg Germany</p> <p>With substantial changes in upstream sourcing and procurement on the horizon, a significant impact on how to think about P2P is in the making. So what do concept competition, best-of benchmarking, e-sourcing, buying of intellectual capital and supplier development mean for the P2P professional? Dr. Reinecke will attempt to give a long-term perspective on the changes to be expected for the professional community. This is a wonderful opportunity to gain new insights from a procure-to-pay visionary.</p>	
11:00–12:00	<p>Procurement and Payables: Uniting in Purpose</p> <p>Joe Lancaster, Senior Director The Hackett Group</p> <p>By almost any measure, the average company spends nearly twice as much in accounts payable processing than first-quartile companies. The cost difference between the midpoint of the first quartile and the midpoint of the fourth is a staggering 10x. A majority of the process issues dealt with in accounts payable are directly related to activities in the purchasing process. Uniting these two processes together with a common goal has long been a political battle at many companies. Using empirical data gathered from The Hackett Group's ongoing benchmark studies of more than 2,400 organizations, this session will explore the effects of each process on the other, the improvement opportunities available and the potential benefits of managing purchase-to-pay as an end-to-end process.</p>	
12:00–1:00 PM	Lunch - California Grill	
	Track 1 Ballroom of the Americas - A	Track 2 Grand Republic Ballroom - C&D
1:00–2:00	<p>The Drive for Strategic Sourcing Excellence</p> <p>Robert Kane, Director of Supply Chain Management General Dynamics C4 Systems</p> <p>During the past decade supply chain, sourcing and procurement organizations have undergone a significant paradigm shift from a tactical to a strategically focused approach; ensuring that the right business arrangements are established with the supplier base that is most critical to the company's operations. With 40-60% of a typical company's revenue stream tied to the purchase or contracting of materials, goods and services, it is more important than ever to focus on the right strategic opportunities, organization structure and technologies. This presentation will deal with the challenges of analyzing, developing and implementing a strategically focused organization poised to excel in response to the challenges placed before them.</p>	<p>Electronic Purchase to Pay - Paperless at Last</p> <p>Penny Langley, Purchase-to-Pay Manager Eli Lilly & Company</p> <p>Paperless invoice processing has been a dream of Accounts Payable organizations and AP professionals for over a decade. At Eli Lilly and Company, an industry leader in innovative procure-to-pay processing and technology, this dream has become a reality. Through the use of procure-to-pay e-commerce tools, Eli Lilly has achieved a goal that was almost unimaginable five years ago- 90% of all transactions are processed electronically! Penny will share Lilly's approach for the successful integration of web enabled purchase orders and invoicing into the procure-to-pay process for North America. Come to this session and learn how you may be able to achieve similar results utilizing the e-commerce tools at your disposal. Paperless invoice processing is no longer a dream!</p>

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MONDAY – FEBRUARY 7, 2005 (CONT'D.)

	Track 1 Ballroom of the Americas - A	Track 2 Grand Republic Ballroom - C&D
2:00-3:00	<p>Supply Chain Optimization Glen A. Lewis, Procurement Director Del Monte Foods</p> <p>Supply chain optimization is a critical element to achieve operating efficiencies, and ultimately better profits. Del Monte Foods will share their supply chain optimization efforts, which include the deployment of an e-procurement and payment solution for strategic activities. Mr. Lewis will present his supplier consolidation initiatives and cost savings, payment processes, audit controls, cycle-time management, and standardization of data management. In addition, he will share the results of their optimization efforts in gaining efficiency and productivity. Come to this session to learn about the fruits of Del Monte's labor!</p>	<p>Consolidating AP - Past, Current, Future Bill Johnson, Director, Shared Services Coca-Cola Enterprises</p> <p>Shared Services AP offers many benefits, but can be challenging to get started and to economically implement. In this session you will learn how Coca Cola Enterprises successfully changed from a decentralized Accounts Payable to a Shared Services environment. CCE will reveal all of its ingredients to success, including selling senior management, selecting and readying a site, and launching Shared Services. The presentation will also discuss the past, current and future state of AP at CCE, including planned initiatives and key performance indicators. Uncorking the AP bottleneck is a story to be heard!</p>
3:00-3:30 PM	Refreshment Break - Ballroom of the Americas Lobby	
3:30-4:30	<p>Best-In-Class Strategies for Corporate Spend Analysis Skip Hansen, Director Merrill Lynch Robert Kane, Director of Supply Chain Management General Dynamics C4 Systems</p> <p>Attend this panel discussion to learn from spend management champions who have successfully driven user buy-in within their companies, facilitated process change, and promoted information access across the enterprise. Hear how they used successful strategies for data capture, cleansing, classification and categorization, Learn how data granularity influences an organization's ability to aggregate, slice and dice and categorize spend data for various information needs. The session will also explore innovative ways in which best-in-class procurement organizations deploy spend analysis in sourcing strategy and practice.</p>	<p>Re-Launching the Procurement Card: An Original Brew Re-tooled to Support New Policies Melanie Thompson, Manager, AP & Corporate Card Services Coors Brewing Company</p> <p>Coors has been using procurement cards since 1996 but its systems were antiquated and could not meet the demands created by Sarbanes Oxley and support the new policies that it was driving. Ever innovative, but charged with increasing efficiency with little or no incremental cost, Coors brewed up a new program in about 2 months staying with the same tool. Unfortunately, no beer will be served, but you will learn how the master brewers at Coors increased the functionality of the original card, the productivity gains they made, and the lessons they learned in the process. It is sure to be a refreshing session!</p>
4:30-5:00	<p>PO Networking Facilitator, Sal Grillo, Co-Chairman NAPP</p> <p>The NAPP offers this ever popular and useful session at every conference. It has proven to be one of the best ways to bring fellow Purchasing Professionals together to swap war stories, offer support and establish long term relationships. Bring your "war stories" to this session and be prepared for some frank discussions and concrete suggestions for improving your Purchasing function as well as your relationship with your Accounts Payable colleagues.</p>	<p>AP Networking Facilitator, Barbara Kuryea, Prog. Director NAPP</p> <p>Always a lively session, you may want to stay longer since you will have learned so much! Come network with your fellow Accounts Payable Professionals. Learn things you will never learn on the job and come away with some useful tools to apply to your work "back at the ranch." Unlock the dark secrets of your relationship with your Purchasing colleagues in a safe, supporting environment! Afterwards, talk to your PO counterparts to hear what they said about AP!</p>
5:00-7:00	<p>Procure-to-Pay Solutions & Technology Fair – Ballroom of the Americas - B</p> <p>Join your colleagues for cocktails and light refreshments and interact with vendors displaying and demonstrating leading edge procurement and payment solutions and technologies. This "idea supermarket" is the one place where you can see it all. Drop off your business cards for a chance to win some terrific prizes at Wednesday's breakfast!</p>	
7:00 PM	Dinner on Your Own	

Tuesday – February 8, 2005

	Track 1 Ballroom of the Americas - A	Track 2 Grand Republic Ballroom - C&D
7:30–8:00 AM	Continental Breakfast – Ballroom of the Americas Lobby	
8:00-9:00	<p>A Terms Policy Pays Off Jerry Benz, Purchasing Manager Aircast Incorporated You don't have to be big to get better terms with vendors. Attend this session to hear how a procurement manager of a small manufacturer negotiated better terms on 68% of spend. How did he design the policy, negotiate compromises and obtain vendor acknowledgment? You will hear first hand many tips on negotiating with vendors and strengthening partnerships without paying more for goods in the long run.</p>	<p>Workflow – The Blessing & the Curse Kelly Webb, Director, G&A, PO & AP Verizon Wireless With the implementation of PeopleSoft 8.4 Purchasing, Financials and Employee expense, the opportunities for utilizing workflow functionality in process enhancements abound. Verizon Wireless expected to cut costs, improve many processes and eliminate the need for others. The issue seems to be getting it right the first time. Kelly will discuss the joys, the pitfalls and overall lessons learned. Can you hear her now?</p>
9:00-10:00	<p>Nike's Procurement Metrics Methodology Sherrie Moomey, Procurement Manager Nike Nike has a long standing practice to "just do it!" So it is not surprising that it has undertaken a "marathon" 5 key procurement improvement project: contract management, procure-to-pay, turbo-charging the sourcing process, spend & data analysis, and delivery of savings to the bottom line. In order to ensure that their efforts produced results, Nike had to develop methodologies to measure and consistently report both quantitative and qualitative progress. Learn how Nike created the tools necessary to evaluate the progress of the improvements as well as the efforts they undertook to reach the finish line.</p>	<p>How to Improve PO & AP Without Spending the Big Bucks! George Visnic, Manager of AP Andrew Spaulding, Manager of PO Denver Water Company At Denver Water the money for improving PO and AP doesn't flow like the product they deliver! This session will discuss Denver Water's overall strategies and solutions including the use of P-Cards and a demo of the internal development of two systems, E-Procurement and E-Voucher, including front end scanning of invoices and data capture. Since purchasing expensive systems to perform these desired functions was not an option, creativity was a must. Come and hear how two NAPP veterans have streamlined the Purchasing and Payables functions through the utilization of knowledge gathered from past NAPP conferences.</p>
10:00-10:30	Refreshments Break - Ballroom of the Americas Lobby	
10:30-11:30	<p>Utilizing eProcurement to Impact the Bottom Line Ralph Maier, Associate Director, Purchasing Services University of Pennsylvania The University of Pennsylvania has utilized eProcurement to promote supply chain management and contracting initiatives that have resulted in a significant impact to the institution's bottom line. This session will focus on how eProcurement was used to create process efficiencies for faculty and staff, adoption and utilization of preferred contract suppliers, and a significant reduction in the cost of products and services for the University.</p>	<p>Automating A/P – Principal Financial Group's Solution Jean Hemmen, AP General Accounting Leader Principal Financial Group Automating processes and streamlining the approval process has become an important project for all AP departments. Principal Financial Group will share their processes and project ideas to improve timeliness and efficiencies. Some initiatives that will be covered are: increasing the number of electronic invoices, an invoice approval system, increasing the number of ACH payments, and using e-mail for remittances. Learn how to translate these ideas into cost savings.</p>
11:30–12:30	<p>Adding Value to PO via Strategic Cost Reduction Vic Catalano, CPM Roche Diagnostics One of the primary ways Purchasing and Supply Management Professionals add real value to their organizations is through Strategic Cost Reduction. This seminar will provide you with a checklist of cost saving/reduction opportunities to help you in such areas as: Getting started; The Cost Reduction Process; Understanding the Spend; Identifying Opportunities; Preparing the RFP; Resources available to help. Vic has been there, done that!</p>	<p>"Frame the Future:" Lowering Cost Structure at Williams David Lambert, Director, FinanceTrans. Williams Company Web invoicing, an enhanced corporate purchasing card program, and electronic payments are key components of Williams' "Frame the Future" corporate initiative to reduce its cost structure. David will discuss how this initiative will reduce invoice processing costs by over 40 percent, increase the percentage of electronic transactions by more than 500 percent, and achieve more than \$1 million in savings from operational costs alone. In addition, he will explain how Williams will realize significant additional cost savings from early payment discounts.</p>

Tuesday – February 8, 2005 (cont'd.)

12:30–2:00	Lunch – Ballroom of Americas Lobby
2:00–7:00	<p>One-to-One Networking – On Your Own</p> <p>Feel free to enjoy the wonders of Walt Disney World with your colleagues in a relaxing afternoon devoted to developing new relationships or re-establishing old ones from prior NAPP conferences. This is a new feature of this year’s NAPP conference because you, our members and attendees, asked for it!</p> <div style="text-align: center;">  </div>
7:00–9:00 PM	<p>Buffet Dinner and Entertainment at the Adventurer’s Club – Pleasure Island</p> <p>Be sure to join your colleagues for an evening of fun and great food at the Adventurers Club on Pleasure Island. This themed venue will offer you a wonderful experience filled with surprises! And it is reserved exclusively for NAPP attendees and their paid guests! Following the 2 hours, you are invited to explore the many other entertainment showcases on Pleasure Island for no charge! Pleasure Island can be reached from all locations in Walt Disney World by using the Disney Transportation System.</p> <p>Please allow at least one hour for travel to the Adventurer’s Club so you don’t miss a minute of the fun!</p>
Wednesday – February 9, 2005	
8:00-10:00AM	<p>Breakfast With the Vendors - Ballroom of the Americas B</p> <p>Continue your discussions, or visit vendors you missed, while enjoying a full buffet breakfast! This will be your last opportunity to get all the information you need for your company’s procurement and payment solutions. Prizes will be awarded at the breakfast. You must be present to win!</p>
10:00–10:30	Attendee Feedback Session - Grand Republic - C & D
10:30–Noon	<p>Procure-To-Pay: Combining the Global Procurement and Payables Functions; Processes, People and Technology</p> <p>David P. Peraino, Vice President, Global Procurement and Payables Operations Christine Mann, Director of E-Enablement Operations Susan L. Helms, Accounts Payable Manager Wendy Avery-Swanson, Director, P2P Optimization</p> <p>American Express</p> <p>American Express undertook a long journey to transform its P2P processes. With the introduction of new electronic purchasing and payment tools it became evident that Procure-to-Pay process operations should become integrated and managed under one organization. The journey culminated with the consolidation of Purchasing and Accounts Payable. Join our colleagues for this workshop to gain insight into the challenges they overcame, the synergies achieved, the technical infrastructure applied, how they built their business case, the safeguards instituted, and the key challenges they faced around reporting compliance, people and processes. Walk away with a road map to an idealized P2P organization. This is a fitting and timely ending to your journey here at Innovamation 2005!</p>

FOR YOUR INFORMATION

Welcome!

Innovation 2005 continues the tradition of providing our colleagues with a high quality, professional program at an affordable price. The NAPP is the only national association whose mission is to address the issues, and embrace the strategies and technologies that improve the interaction between Purchasing and Payables. The sessions presented at the NAPP conferences feature speakers who are not only experienced PO and AP practitioners, but are also recognized leaders in the industry. The stories are real with real results. We are committed to exceed your expectations by presenting new ideas, processes and technologies.

Disney's Contemporary Resort offers a conference venue that is both practical and exciting. Meeting space includes state-of-the-art sound systems, wi-fi access and climate control. The resort itself is a gleaming metropolis exploding with bold colors and daring angles in a dazzling lakeside environment with sweeping views, white-sand beaches and wide-open spaces. The rooms are modern and spacious with available high speed internet access. The selection of Disney's Contemporary Resort is in keeping with the NAPP's long-standing commitment to providing a serious educational experience in an informal, fun setting.

ISM Certified!

Participants who successfully complete this program will receive 17 hours of continuing education. They may be applied toward ISM C.P.M. recertification and/or A.P.P. reaccreditation program requirements. ISM's consent to provide a program number for this educational event is not an endorsement of this program or its content by ISM.

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