

# NAPP

National Association of Purchasing & Payables®

## 14th Annual Conference!



Where Procure-to-Pay  
Excellence  
Comes Together!



February 5 - 8, 2006  
*Disney's Contemporary Resort*  
*Walt Disney World® Resort, FL*

# INNOVATION 2006 AGENDA PAGE 1

SUNDAY – FEBRUARY 5, 2006

4:00-6:00	<b>Registration &amp; Welcome Cocktails - Ballroom of the Americas Lobby</b>	
6:00	<b>Dinner on Your Own</b>	
	<b>MONDAY – FEBRUARY 6, 2006</b>	
7:00-8:00	<b>Late Registration/Continental Breakfast – Ballroom of the Americas Lobby</b>	
8:00-8:15	<b>Welcoming Remarks, NAPP Officers - Ballroom of the Americas - A</b>	
8:15-9:15	<p><b>Keynote Address: Driving Higher Value from the Procure to Pay Lifecycle</b></p> <p><b>Chris Connors</b>, Director of Procurement Strategy and Planning  <b>Hewlett-Packard</b></p> <p>As the second largest information technology company in the world, HP recognized a unique opportunity to leverage Total Cost Management strategies, processes, and technology. Chris will provide insight into the Indirect Procurement journey of transforming the function into a strategic asset for the company. Chris will review the evolution of measuring procurement success in a dynamic environment, and he will share a broader perspective on HP Indirect Procurement strategies going forward to drive down total cost of ownership and achieve world class cost structures.</p>	
9:15-9:30	<b>Refreshment Break – Ballroom of the Americas Lobby</b>	
9:30-10:30	<p><b>Supplier Value – Where have we been and where are we going?</b></p> <p><b>Steve C. Rogers</b>, Senior Consultant  <b>Cincinnati Consulting Consortium and The Warren Company</b></p> <p>Strategic Sourcing and the extraction of economic value from suppliers are part of the fabric of today's business world. The speaker will give a point of view on the future, where leading edge might move, and some barriers that could hold us back. Is there a next level and if so what is it? Where will Purchasing organizations evolve? What skills are needed? How will sophisticated value propositions be created? How will Payment organizations and systems evolve in parallel to support those unique supplier value propositions?</p>	
10:30-11:30	<p><b>The Purchasing Card Market: An In-Depth Review</b></p> <p><b>Richard Palmer</b>, Lumpkin Distinguished Professor of Business  <b>Eastern Illinois University</b></p> <p>This dynamic presentation will identify current purchasing card market trends and “best practices” that have been identified in data collected in four major purchasing card market surveys conducted by Professors Palmer and Gupta between 1998 to 2005. The presentation will also discuss barriers and control issues that undermine the ability of some organizations to maximize the benefits derived from purchase card use and strategies used by high-performing purchase card programs to address and overcome those concerns. Innovamation 2006 attendees will be the first to hear the 2005 survey results. Take the data back with you and benchmark your company against these findings.</p>	
11:30-1:00	<b>Lunch - California Grill</b>	
	<b>Track 1</b> <b>Grand Republic Ballroom - A</b>	<b>Track 2</b> <b>Grand Republic Ballroom - C&amp;D</b>
1:00-2:00	<p><b>The importance of Supplier Diversity in a Sourcing Organization</b></p> <p><b>Kimberly DeWitt</b>, Director, Sourcing and Procurement  <b>Eugene Campbell</b>, Director, Minority Business Development  <b>The Walt Disney Company</b></p> <p>More and more businesses today are realizing and leveraging the business case for increasing their spend with minority and women-owned suppliers. But as the goals for supplier diversity and the organizations managing those goals grow in size and complexity, it becomes more crucial to manage the relationship between procurement, supplier diversity and corporate leadership. The Walt Disney Company will discuss closing the loop between customer/consumer requirements and the sourcing process. The presenters will explain why supplier diversity is important to all areas of the organization, especially in sourcing and how adding diversity to your supply base will improve your performance.</p>	<p><b>Sarbanes-Oxley and its Impact on the Procure-to-Pay Process</b></p> <p><b>Tom Poe</b>, Practice Director  <b>Hudson Financial Solutions</b></p> <p>As the Sarbanes-Oxley Act has now extended into every facet of the accounting function, we continue to refine compliance efforts and implement new best practices, even in our third year of steady work on these initiatives. SOX raises new issues and requirements in the P2P process, and many companies are undertaking more dramatic changes in these functions as they strive for sustained compliance. We will explore common areas of non-compliance related to the P2P process such as purchasing cards and segregation of duties. Several case studies of compliance work and remediation at real companies will guide the discussion.</p>





**MONDAY – FEBRUARY 6, 2006 (CONT'D.)**

	<b>Track 1 Grand Republic Ballroom - A</b>	<b>Track 2 Grand Republic Ballroom - C&amp;D</b>
2:00-3:00	<p><b>P2P Excellence: Progress at Pfizer</b></p> <p><b>Pam Prince-Eason</b>, Director of Procurement <b>Pfizer</b></p> <p>Purchasing organizations are working more and more closely with their Financial counterparts to deliver Procure-to-Pay processes that allow the businesses to respond in a timely manner while following preferred purchasing methods. This results in: a) better strategic information b) obtaining projected savings through processes and tools c) cost savings The Challenge: the benefit is large and the change impacts many. Pfizer will share the progress that has been made, including keys to success and lessons learned.</p>	<p><b>Consolidated Management of Supply Chain Transactions</b></p> <p><b>Dennis Wood</b>, General Manager, Supply Chain Transaction Center <b>Duke Energy</b></p> <p>With such a diversified business, Duke Energy has unique supply chain needs across various business units. However, Duke is still positioning themselves to continue to drive down internal costs while they set the stage for future mergers and integrations. To meet these dynamic demands, Duke is working to commoditize supply chain transactions through “one user experience” regardless of transaction type, commodity type, business unit or ERP. The first phase, the Payment Transaction HUB, focuses on the Accounts Payable portion of the process. Don’t miss this practical and useful AP session!</p>
3:00-3:15	<b>Refreshment Break - Ballroom of the Americas Lobby</b>	
3:15-4:15	<p><b>Improving the Process for Contingent Workforce Procurement and Management</b></p> <p><b>Betty Stewart</b>, Strategic Sourcing Project Manager <b>Levi Strauss</b></p> <p>Levi Strauss is one of the country’s most revered companies, both for its longevity, brand recognition and the quality of its products. It’s not all marketing that makes this company tick, it is the behind-the-scenes efforts of P2P professionals who contribute to its success. In this session you will learn how to best prepare for a contingent workforce initiative by reviewing the steps Levi Strauss took to prepare for their contingent workforce management program. This includes the selection process, implementation, and results they have achieved thus far. Betty will also focus on the challenges and potential benefits of managing contingent workers in manufacturing operations.</p>	<p><b>Going to the Next Level of T&amp;E Compliance</b></p> <p><b>Stacey Taylor</b>, Director, Corporate Travel <b>Tyco International</b></p> <p>Are travel expense reporting, T&amp;E reconciliation and compliance vexing issues for your company? If you are like most of Corporate America, you have faced these problems at one time or another. Still facing them? This session will take the attendees through the migration from a choice of T&amp;E credit cards to a mandated program. It will also demonstrate Tyco’s long-term migration from the paper (Excel spreadsheets) expense reporting systems to the automated system(s) being rolled out. And what are the results of all this effort? Better auditing, better compliance and better information for negotiations around the travel commodities! Come to hear a great lesson learned!</p>
4:15–5:00	<p><b>PO Networking Facilitator</b>, Sal Grillo, Co-Chairman <b>NAPP</b></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><b>AP Networking Facilitator</b>, Barbara Kuryea, Prog. Director <b>NAPP</b></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>
5:00–5:30	<b>Take a brief break to refresh yourselves! Cocktails begin at 5:30 sharp!</b>	
5:30–7:30	<p><b>Procure-to-Pay Solutions &amp; Technology Fair – Ballroom of the Americas</b></p> <p>Join your colleagues for cocktails and light fare 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>	
7:30	<b>Dinner on Your Own</b>	

## Tuesday – February 7, 2006

	Track 1 Grand Republic Ballroom - A	Track 2 Grand Republic Ballroom - C&D
7:30-8:00	<b>Continental Breakfast – Ballroom of the Americas Lobby</b>	
8:00-9:00	<p><b>The Purchasing Highway: Under Construction</b></p> <p><b>Mary Alice Kuhn</b>, Manager, Strategic Sourcing and Design <b>The Timkin Company</b></p> <p>A company's competitive advantage depends heavily on the efficiency of the supply chain and the management of the unknown obstacles, or risks that can appear. Therefore, companies should never be complacent with their purchasing efforts and should always have activities underway where the supply chain is "under construction." This presentation will focus on the strategic planning process – translating the requirements and requests to outsource into a commodity strategy that will identify supply obstacles sooner, than later.</p>	<p><b>Purchasing Card Best Practices</b></p> <p><b>James T. Parker</b>, CPM, Director of Purchasing <b>University of Utah</b></p> <p>The University of Utah operates a nationally recognized procurement card program which includes over 1300 card holders with \$40+ Million spent annually. This presentation will include a review of internal controls, process designs and best practices used for the University of Utah's purchasing card program. All aspects of the program will be covered, including auditing, training, compliance, etc. Here is your opportunity to hear how you can upgrade your company's Purchase Card Program to world-class status!</p>
9:00-10:00	<p><b>Learning for Performance</b></p> <p><b>Patricia A. Whitehouse</b>, Exec. Director, Global Performance Solutions <b>Merck &amp; Co., Inc.</b></p> <p>In this presentation, Patty will share the approach, results, and insights from designing and delivering learning to enable the implementation of new workflow management tools as part of an on-going business transformation in Merck Global Procurement.</p>	<p><b>Reduce Costs by Implementing a Temp Management Program</b></p> <p><b>Glenn Pezzani</b>, Technical Center Manager <b>Schlumberger</b></p> <p>Schlumberger uses thousands of temporary workers from IT workers to administration and financial consultants. Hear how Schlumberger implemented a program to gain control, achieve costs savings and rationalize their supply base.</p>
10:00-10:15	<b>Refreshment Break - Ballroom of the Americas Lobby</b>	
10:15-11:15	<p><b>Achieve Spend Management Success in Your Organization!</b></p> <p><b>A panel presentation featuring Pfizer, Roche, and other Spend Management Visionaries</b></p> <p>Today's procurement professionals are faced with many challenges. As competition intensifies, leading organizations are recognizing the need for new tools and resources that can enhance the speed and effectiveness of their procurement efforts. Spend Management solutions help accelerate an organization's journey to effectively manage spend and to improve the bottom line. This panel will explore how different companies have defined their Spend Management strategy and their paths to implement them. Come to this session to better understand their Spend Management success and the key lessons learned in driving adoptions around eProcurement and eInvoice. They will also share how they have leveraged spend visibility to drive strategic sourcing initiatives.</p>	<p><b>T&amp;E Systems Processes and Controls</b></p> <p><b>Beth A. Hill</b>, Manager, Supply Chain Process and Controls <b>Xcel Energy Corporation</b></p> <p>This presentation will include an overview of Xcel's T&amp;E process, used to review all Corporate T&amp;E and Purchase Card Program transactions. It will provide a synopsis of the process controls in place, including card setup and spending limits, card termination, expense and purchase transaction approval, receipt and expense processing, and card account reconciliation. Also described will be the functions of the T&amp;E system software, as well as process improvements, including Pay in Full, our expense report receipt process, and the One Card Program, which is a combination of the T&amp;E and Purchase Cards. This session will also cover Xcel Energy's Sarbanes-Oxley compliance around the T&amp;E and Purchase Card usage policy, procedure, and SOX control charts, as well as testing and audits. Get some answers to what you are struggling with back at your office.</p>
11:15-12:15	<p><b>Supplier and Employee Collaboration - A Win for Everyone!</b></p> <p><b>Jason Magidson</b>, Director, Procurement Systems and Processes <b>GlaxoSmithKline</b></p> <p>Can you envision Procurement collaborating with suppliers and employees to improve service, quality and generate cost savings? Using a breakthrough process called</p>	<p><b>AP Process Efficiencies at Merrill Lynch!</b></p> <p><b>Mary Claire Nicholson</b>, Director, Accounts Payable <b>Merrill Lynch</b></p> <p>Merrill Lynch has come a long way in its AP process improvement journey. Along the way, Merrill has attained "Top Gun" Status in a recent AP benchmarking survey. Merrill's</p>

## Tuesday – February 7, 2006 (cont'd.)

11:15-12:15 (Continued)	(Track 1 - Continued) “idealized design,” GSK unleashes creativity and produces breakthroughs by removing constraints and getting participants to start from a clean slate and identify what they want, today! The session will highlight actual improvements made in a number of procurement categories. Be sure to join your colleagues in this enjoyable and useful session!	(Track 2 - Continued) keys to success? Electronic processing, state-of-the-art AP infrastructure, effective AP controls, efficient cash management, close collaboration with Purchasing, and, of course, dedicated and talented staffing! You will not want to miss how Merrill Lynch applied this formula to transform a traditional AP process into a “Best In Class” AP organization!
12:15–2:00	<b>Lunch – Ballroom of Americas P2P Solutions &amp; Technology Fair Open - Ballroom of the Americas</b>	
2:00–7:30	<p><b>One-to-One Networking – On Your Own</b></p> <p style="color: #00a651;">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!</p> <div style="text-align: center;">                 </div> <p style="text-align: right;">©Disney</p>	
7:30-9:30	<b>Key West Theme Grand Buffet Dinner and Entertainment</b>	
	<p>Be sure to join your colleagues for an evening of great food and entertainment at our Key West dinner at <i>Disney's Contemporary Resort</i>. Disney's world-renowned chefs will prepare an assortment of sumptuous appetizers, gourmet entrees and delicious desserts in a grand Disney-style buffet. There will be music and entertainment and a few surprises. Come and join the fun and dine on some of the best cuisine anywhere. Don't miss it!</p>	
<b>Wednesday – February 8, 2006</b>		
8:00-10:00	<p><b>Breakfast With the Vendors - Ballroom of the Americas</b> 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	<b>Attendee Feedback Session - Grand Republic Ballroom - A</b>	
10:30–Noon	<p><b>Engines of Innovation - An Interactive Workshop</b> (Grand Republic Ballroom - A)</p> <p><b>Robert Porter Lynch</b>, President and CEO  <b>The Warren Company</b>  Chairman-Emeritus  <b>Association of Strategic Alliance Professionals</b></p> <p>The August 22, 2005 issue of Business Week Magazine highlighted the value of The Warren Company's newest strategy, “<b>Engines of Innovation.</b>” The magazine chose to spotlight this important issue because, as Mr. Lynch stated, “Innovation derived from the supply chain is typically the least costly and least risky investment, and often the fastest to market.” Can suppliers provide greater advantage than merely price cuts? The answer is a resounding “Yes!” Innovation flowing from suppliers and outsourcers is an idea whose time has come.</p> <p>We are privileged to have Robert Porter Lynch share with us the “<b>Engines of Innovation</b>” <b>Best Practices Study</b> which aimed at understanding exactly what processes and methods enabled innovation to be generated across organizational boundaries. Mr. Lynch who is both a recognized Strategic Alliance Professional and a motivational speaker will conduct an interactive workshop exclusively for the 2006 NAPP conference attendees.</p> <p>Find out what it takes to be a Champion of Innovation. Be among the first of “P2P” professionals who will be privy to “<b>Engines of Innovation</b>”, the newest strategy and best in class innovative concepts that you may incorporate into your PO and AP organizations.</p>	
Noon	<b>Closing Remarks – Conference Adjourns</b>	

## FOR YOUR INFORMATION

### Welcome!

**Innovation 2006** 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.

**For further information, please call or e-mail any of the NAPP Officers listed below, or visit our website:  
[www.nappconference.com](http://www.nappconference.com)**

**Dave Elko**  
Chairman  
Congress Hall  
609-884-6516  
[davidelko@comcast.net](mailto:davidelko@comcast.net)

**Sal Grillo**  
Co-Chairman  
SHI, Inc.  
732-868-6099  
[sal\\_grillo@shi.com](mailto:sal_grillo@shi.com)

**Larry Kreider**  
Treasurer  
Fleming Logistics  
239-393-2220  
[lbreider@earthlink.net](mailto:lbreider@earthlink.net)

**Barbara Kuryea**  
Program Director  
Barbara R. Kuryea Consulting Svcs.  
239-513-9952  
[payables1@comcast.net](mailto:payables1@comcast.net)

### Register On-Line!

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