



Program:

Best-in-Class Strategic Sourcing



One of the most often overlooked areas in business is strategic sourcing – meaning, efforts on the part for buyers to carefully identify opportunities and evaluate and form lasting relationships with suppliers. This session will provide the tools you need to successfully initiate a results-driven strategic sourcing effort at your organization. The presenter will show you how to approach the challenges of today’s marketplace and help you develop key objectives for strategic sourcing, create cross-functional teams to communicate the objectives and monitor progress, and implement cross-industry best practices.

Presenter:

John P. Willi, MBA, CPCM, C.P.M., A.P.P., CMRP

John Willi is currently the Director, Materials Management at the Dana-Farber Cancer Institute in Boston, Massachusetts. Mr. Willi has over 22 years in supply chain excellence. John is a recognized thought leader, a frequent contributor to research papers and publications and a much sought after speaker to national and local audiences on the topics of Strategic Sourcing and Operational Excellence. In addition, Mr. Willi has been named by Supply & Demand Chain Executive magazine as a “Practitioner Pro to Know” for 2011 and 2012 and to the Supply & Demand Chain Executive 100 as well as to Healthcare Purchasing News’s “Supply Chain Operations Worth Watching...The Elite 18”.



Mr. Willi serves on the Board of Directors for several professional organizations including: the Purchasing Management Association of Boston; the New England Society for Healthcare Materials Management; and Boston APICS. Mr. Willi also serves on the National Conference Leadership Committees for ISM, AHRMM, and NAEP. Mr. Willi received his B.S. in Finance and MBA from Boston University. Mr. Willi is a Certified Professional Contracts Manager from the National Contract Management Association, a Certified Purchasing Manager and an Accredited Purchasing Practitioner from the Institute for Supply Management and a Certified Materials & Resource Professional from the Association for Healthcare Resource & Materials Management, a society of the American Hospital Association.

**Next PDM - Joint Meeting
with NAPM-Buffalo**

**Wednesday,
February 8, 2012**

Salvatore’s Italian Gardens

6461 Transit Rd, Depew 14043

**5:15-6:00 pm...Registration,
Cash Bar & Networking
6:00-7:00 pm....Dinner
7:00-8:00 pm....Program**

Cost:

\$25.00 Members & Guests
\$15.00 Full Time Students

Dinner Menu:

Italian Wedding Soup
Garden Salad w/ Tomato Vinaigrette
Twice Baked Potato
Roasted Chef’s Blend Vegetables
1) Chicken Francaise
or
2) Asiago Bruschetta Tilapia
Brownie, Ice Cream & Chocolate Sauce

Reserve Early...

For reservations, log on to
www.apics-buffalo.com or
call APICS at PPM OffiCenter,
(716) 648-0972 or
Fax (716) 646-1599

Reservations **with meal choice**
requested* by
Monday, Feb. 6th

* If you find that you can attend
after this date, please give us a call.
**Same-day cancellations or
no-shows will be invoiced.**