



May 20, 2009

Monthly Dinner Meeting - Joint Event with ASQ Greater Atlanta  
Section & Central Georgia APICS Chapter

## "Supply Chain Risk Management"

Presented by Greg Hutchins PE of Quality Plus Engineering

(For driving directions, click on the "Driving Directions" link at the left.)

6:00 PM - Dinner, Olive Garden, 3709 Bloomfield Road, Macon (across from  
Macon Mall)

7:00 PM - Recognitions & Other Announcements

7:15 PM - Presentation, "Supply Chain Risk Management"

**DINNER MENU:** Cost per attendee is \$20.00, payable by cash or check made  
out to "APICS - CEGA". You may also attend the presentation portion only, at no  
charge.

Spaghetti & Meatballs  
Lasagna Classico  
Eggplant Parmigiana  
Fettuccine Alfredo  
Ravioli di Portobello

All entrees listed above include freshly-baked garlic breadsticks; choice of  
homemade soup or garden-fresh salad; fountain drink, milk, coffee, tea, or juice  
(with complimentary refills); and vanilla ice cream.

>>If you plan to come for dinner, please RSVP to Ben Baker at either 478-  
278-2301 or [benbaker@ykk-api.com](mailto:benbaker@ykk-api.com) by 5:00 PM on Friday, May 15, so that  
Olive Garden can be provided with an approximate headcount. Olive  
Garden can still accomodate a small number of people who choose to  
come for dinner at the last minute.<<

### **ABOUT THE PRESENTER:**

**Greg Hutchins PE** is the principal engineer with Quality Plus Engineering (Q+E). Q+E provides Critical Infrastructure Protection: Forensics, Assurance, Analytics™ consulting services under the SAFETY ACT. Q+E's Value Added Auditing® is designated as an 'Anti-Terrorist Technology' by US DHS. Greg has written more than 12 books, including best selling **Supply Management Strategies, Value Added Auditing, ISO 9000** and a number of others. Greg has been a columnist for Quality Digest and Quality Progress for many years.

### **ABOUT THE PRESENTATION:**

A *Wall Street Journal* journalist wrote the following in a recent front-page article:

"Purchasing managers play a role as highly effective cost cutters, though that part of their job has some surprising nuance. To be sure, buyers save companies huge amounts by trolling the world for new, lower-cost sources, and this is certainly a big reason for their growing stature at many multinationals. But in an era of scarce commodities and the risks of disruptions to supply lines posed by terrorist attacks or striking dockworkers, they also have to make sure they pick dependable sources – which might mean choosing the more expensive sources just to assure no disruptions. Nothing is worse for a buyer's reputation than to throw business to a lowball supplier who has trouble delivering."

Greg Hutchins PE addresses the critical business and risk issues raised in the *Wall Street Journal* article. Greg's central message is that current sourcing models are based on risk-reward, decision-making more often than traditional cost, delivery, service, and quality factors.

Greg discusses the key role that purchasing and supply management professionals play in today's supply management model. As well, Greg corrects misconceptions, debunks falsehoods, and challenges the conventional wisdom associated with outsourcing and supply chain management.

For example, supply management as little as five years ago was a manager-level, siloed organization called purchasing or contract administration. Supply management currently is an enterprise, C-level function covering most elements of the organization. This can be seen in the Institute of Supply Management's (ISM) definition of supply management, specifically:

"the identification, acquisition, access, positioning, management of resources, and related capabilities the organization needs or potentially needs in the attainment of its strategic objectives."

Learning Outcomes:

- § Identify the risk factors impacting the supply chain and the buy decision.
- § Understand the risk tools for managing suppliers.
- § Learn how to identify product risks.
- § Learn how to assess supply risks.
- § Understand how to mitigate supply risks.
- § Understand the global, national security, and business trends impacting global sourcing.