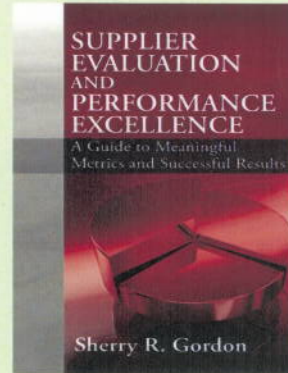


NAPM – Madison presents the 9th annual
Procurement Professional Development Day

featuring

Sherry Gordon

President, Value Chain Group
Author – "Supplier Evaluation and
Performance Excellence



A hands-on workshop for understanding and implementing a well-performing supplier evaluation and performance management process

Thursday, November 10

8:30 A.M. – 4:30 P.M.

American Family Training Center, Madison, Wisconsin

Supplier Evaluation and Performance Management

Do you understand your suppliers' current performance and whether they have the potential to support your ongoing and future requirements? Are your suppliers willing and able to change and improve? Do you have the right suppliers? Do you have supplier scorecards, but would like to take them to the next level?

Learning Objectives

In this workshop, participants will learn to:

- Align supplier performance expectations and criteria with the needs of their organization
- Develop an appropriate supplier evaluation process
- Create an understanding of what constitutes good supplier performance
- Learn how to perform the steps in a supplier performance management process including appropriate metrics.
- Get from strategy to evaluation to action -- to supplier development and performance improvement

This interactive workshop includes lecture, participant exercises, and group discussions. Emphasis is on current practice and implementation of the workshop concepts.



The Workshop is brought to you by NAPM – Madison and American Family Insurance
Free for paid members of NAPM Madison ■ 6.5 CEH – ISM continuing education hours

Schedule

8:00 AM	Registration, networking, coffee
8:30	Morning Session with <i>Sherry Gordon</i>
10:00	Break
10:15	Morning Session (continued)
12:00 PM	Lunch (included with registration)
1:00	Afternoon Session with <i>Sherry Gordon</i>
3:00	Break
3:15	Afternoon Session (continued)
4:30	Adjourn

Registration

Free for paid members of
NAPM Madison

\$49.95 for non-NAPM
Madison member

Lunch included

6.5 CEH toward renewal of
your CPSM or C.P.M

Register online:
www.ismmadison.org

Questions?
Contact NAPM Madison's
Professional Development
Chair:
**Mark Ashbrook, CPSM,
C.P.M.**
608.524.8261, Ext 4241
pmashbrook@seatsinc.com

Vice President, Supplier Performance. Before starting Valuedge, she developed from inception then ran the New England Suppliers Institute (NESI), a non-profit organization focused on improving customer-supplier business relationships and on using lean enterprise practices and customer-supplier collaboration to improve performance. Before that, she held positions with several major manufacturing and distribution companies and management consulting firms. In addition to supply management, Gordon has a functional background and expertise in quality, materials management and lean enterprise. Ms. Gordon is a leading authority on supplier evaluation and the author of the highly-regarded book, *Supplier Evaluation and Performance Excellence: A Guide to Meaningful Metrics and Successful Results*, published in 2008 by J. Ross Publishing. Ms Gordon is on the Board of ISM's Supply Chain Risk Management Group. Sherry is a frequent speaker on supplier performance improvement, supply chain risk, and other supply chain topics Ms. Gordon earned a B.A. from the University of Michigan, M.A. from Columbia University, and an MBA from Simmons College School of Management.

Many thanks to ...

American Family Insurance for hosting
Procurement Professional
Development Day 2011

About our Speaker

Sherry Gordon

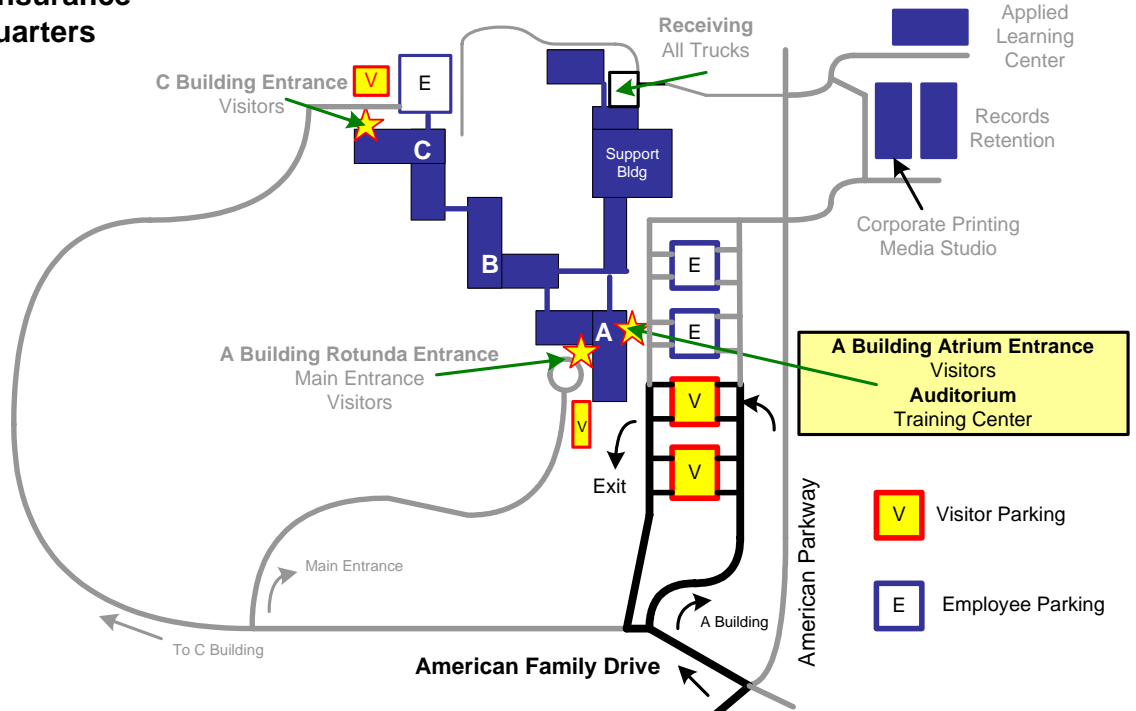


President,
Value Chain
Group

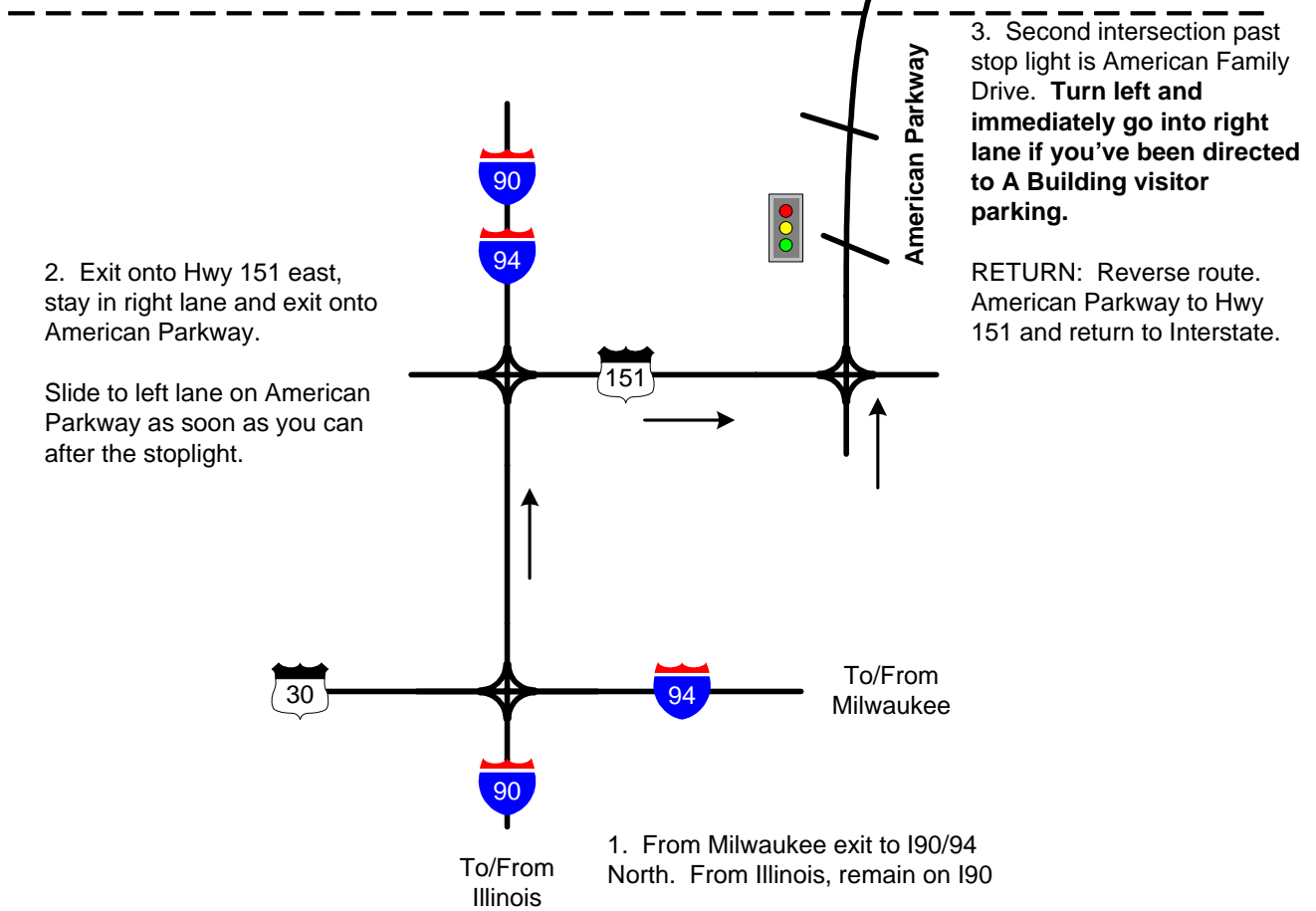
Sherry Gordon is President
of Value Chain Group, a
consulting firm that helps

companies and their suppliers
improve their performance
and achieve measurable
results by applying
continuous improvement
methodologies and
technology to business
transformation and
operational improvement
initiatives. Sherry is an
entrepreneur, consultant,
writer, industry analyst,
trainer, and business adviser.
Gordon was Founder and
CEO of Valuedge, a supplier
evaluation software firm that
was acquired by Emptoris, an
enterprise supply
management software
company, where she was

Directions
**American Family Insurance
 National Headquarters**



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