



Wednesday, October 2nd
Central Jersey APICS Presents
A Case Study

Uncovering "Promised ROI" from a Large Scale Systems Implementation

Prateek Parakh of Solutions4Business, Inc.

Many companies run into trouble when they shift from home grown or legacy systems to a centralized execution and planning system. In theory the approach makes sense, since efficiency should improve as everyone sees and interact with same data. However, in practice it leads to frustrated users who see it more as a nuisance. An explosion of spreadsheets appears to perform the simplest of tasks, many that were done within the legacy system before the new system came to life. Implementation teams often miss the opportunity to bring about true step change in business performance. A structured approach is needed to leverage the investment. It begins by mapping out business process changes, system data requirements, identifying training needs and drawing up a structured learning program for the business users.

Who should attend? Functional managers, project managers, business analysts, project team members and professionals looking for ideas to avoid the pit falls of the new systems and business process implementations.

What will I learn? Attendees will get an opportunity to share their own experiences and challenges while learning from the facilitator's experiences. The session also looks into root causes of post-implementation challenges, and generates ideas on what needs to be done to build trust in the systems. Key elements of change will be discussed, as we consider how to build a learning organization that addresses the issues before they boil over into frustration for the end user community. Attendees will develop an understanding with regards to the role end users and the project team plays in delivering measurable success.

Pre-Dinner: "A Job Search Discussion"

Facilitator: Gary Pezzuti – Placement Professional – Summit Group Consultants

Hear specific ideas from someone who has assisted candidates for 40 years.

Anticipated Topics:

Marketing Techniques / Resume Formats
30 Second Elevator Speech
Another 80 / 20 Rule
Asking Questions
Answering Interview Questions
The 70+, 5 and <30 Equation
How To Handle The \$\$\$ Thing

Who Should Attend:

Anyone presently in the job market
Those who will sit for their annual review
Candidates applying to 'Internal Postings' or seeking promotions / management positions
Staff who screen candidates or conduct interviews
Anyone involved in training / instruction / education
Managers performing employee reviews

NOTE: THIS PRESENTATION CONTAINS NO SOLICITATION MATERIAL

The Hotel Somerset – 110 Davidson Avenue – Somerset, NJ 732 560-0500

4:30 – 5:30 Pre-Dinner Session: 'A Job Search Discussion'
5:30 – 6:15 Registration & Networking – Complimentary Wine & Beer
6:15 – 7:00 Dinner & Discussion – Plated Dinner
7:00 – 7:15 President's Welcome & Chapter Business & Speaker Introduction
7:15 – 8:30 Presentation & Discussion

Members: \$35; Non-members: \$40; Full Time Students: \$20 - Register: www.APICS-CJer.org

Prateek Parakh, is Vice President of Solutions4Business Inc., a US based company that has provided Project Management, Consulting and Training services to many organizations that have or are planning to go through a large to medium scale systems and/or process implementation.

President's Message

It's certainly exciting to be part of a growing chapter. Monthly PDM attendance has steadily increased. It's great to see the enthusiasm from both our new & seasoned members. The Board of Directors are doing a wonderful job promoting APICS. Our Student Chapter is growing & once again we are sponsoring 2 students to attend the International Conference this year in Orlando.

If you haven't joined us for a PDM lately, add us to your calendar. You won't be disappointed. Our next PDM is Wednesday, October 2nd at the Hotel Somerset. Guest Speakers are Prateek Parakh and Gary Pezzuti. Come out to learn, network & show your support.

Please visit our website for details and registration.

Hope to see you soon.

Tom Raimondi

President

Central Jersey Chapter APICS

APICS Central Jersey Chapter Education News

The Central Jersey Chapter offers both Public supply chain management courses and Private courses tailored to the specific needs of individual companies. Day and evening classes are offered

If you are interested in holding CPIM Classes or the CFSCM at your company , please contact Arthur Shaffer at 908-403-2803, abshaffer@yahoo.com

Education Schedule: Public evening classes 6pm to 9pm

<u>Class</u>	<u>Date</u>		<u>Registration Deadline</u>	
BSCM—Basics of Supply Chain	Monday	Mar 10, 2014	10 classes	Feb 17, 2014
MPR—Master Planning of Resources	Monday	Oct 07, 2013	8 classes	Sep 18, 2013
DSP—Detailed Scheduling and Planning	Tuesday	Jan 14, 2014	8 classes	Dec 13, 2013
ECO—Execution and Control of Operations	Tuesday	Mar 25, 2014	9 classes	Feb 28, 2014
SMR—Strategic Management of Resources	Tuesday	Jan 13, 2014	8 classes	Dec 13, 2013
CSCSP—Certified Supply Chain Professional		TBD		

All Public CPIM classes are held at The Hotel Somerset – 110 Davidson Avenue – Somerset, NJ 732-560-0500

For a complete description of the classes or to register for a class, go to:

<http://www.apics-cjer.org/Education.html>

EDUCATOR / INSTRUCTOR / TRAINER

Ever thought of teaching or training? Every chapter is looking for new, fresh, innovative practitioners to step up and become an educator. [Courses for educators](#) to assist APICS instructors provide high-quality education include:

- APICS Train the Trainer
- APICS Learning Dynamics for Instructors

Employment For further info contact Tom Raimondi - TomRaimondi@berryplastics.com

New Career Opportunities...(visit our website for the complete job list)

E0780 Operations Project Manager - Responsible for developing and coordinating product supply related projects. Projects include cost improvement initiatives, new product launches, production site transfers, line extensions, changes to existing products, material supply. 6 month project, possibly permanent located in Easter PA.

E0779 Material Manager - Purchase parts to supply operations & product development. Participate in production planning of manufactured parts. Negotiate with vendors to assure lowest cost.

E0778 Global Logistics Leader - Lead Freight and Distribution Process for a portion of the business. Monitor and improve freight and distribution spending. Manage and improve distribution asset efficiency. Represent interests of the business in the performance of third party logistics providers.

E0776 Engineering Master Data Manager - Head of a department responsible for all centrally managed "Master Data". The data will include all aspects of product information in regard to manufacturing, packaging, purchasing and planning. Responsible for maintaining and tracking information that is required to manufacture components, subassemblies, and end-item products.

E0775 Demand Planner - 3+ years of accurate development of demand data in SAP and optimizes deployment of Finished Goods from Plants and/or contract manufacturers.

E0771 Purchasing Manager - Health & Beauty Aids - 10 yrs. of purchasing CPG incl raw materials, packaging & promotional pieces for multi plant environment.

E0767 Product Planner - Maintain fulfillment of orders and safety stock, Supply Chain/Production/Deployment Planning with plants/co-packers and vendors. Requires Demand Planning/Forecasting and ERP.

E0765 Forecasting/Demand Planners - 3+ years Demand planning in similar environments; Fast paced - Hi-energy.

2013-14 CJER-APICS Board of Directors

President: **Tom Raimondi**

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Summit Group Consultants, Inc.

Gary W. Pezzuti, Senior Partner

Phone (973) 875-3300

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E-mail: garyp@nac.net

APICS Education Classes & Workshops

The **Central Jersey Chapter** offers APICS educational, certification classes and Workshops. CPIM, CSCP, Principles, Lean, Global Sourcing, Inventory Control, Cycling Counting, S&OP, and Theory of Constraints.

Customize a class/workshop from the **new** APICS Principles of Operation Management

Public classes are listed on our website.

Private class (days/evenings/weekends) are scheduled on request.

For more information, contact: Art Shaffer—abshaffer@yahoo.com

Welcome New Members

Muhammad Dayhim

Cristian Medina International Flavor and Fragrances

Richard Muskus DSI

Samantha Manburg Maidenform

Oliver Buccicone PwC

www.APICS-CJER.org

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