

# 2007 APICS SPRING SEMINAR REGISTRATION FORM

## It Ain't the Price—It's the Cost

NEGOTIATING HIDDEN COSTS IN THE SUPPLY CHAIN

### COST (one day)

APICS Member - \$195.00 Non-member - \$230.00  
Group Rate: \$175.00 (4 or more must be processed in same payment transaction; non-members included). No re-enroll after cancellation.

Space is limited. Payment must be included with registration.  
Registrations and cancellations must be received by Wednesday, May 2nd.  
Refund requests (other than medical emergencies) cannot be honored.

### TO REGISTER

By mail: APICSTwin Cities Chapter  
10313 Virginia Road, Bloomington, MN 55438-2023

By phone or fax: (credit card payments only)

Phone: 952/ 941-7305 Fax: 952/ 941-8668

EARN 6.0 CERTIFICATION MAINTENANCE POINTS PER SEMINAR

Questions: 952/941-7305 or [dreddan@apicstc.org](mailto:dreddan@apicstc.org)

Member ID# \_\_\_\_\_ Name: \_\_\_\_\_

Phone \_\_\_\_\_ Company \_\_\_\_\_

Address (Check one)  Home  Business

Street \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Email \_\_\_\_\_

Check box:  May 9 - Hampton Inn  May 10 - Royal Cliff

Payment Information: Check or credit card ONLY. No purchase orders.

Federal Tax ID# 41-6034430

Check enclosed (Payable to APICSTwin Cities Chapter)

Charge \$ \_\_\_\_\_ to  Visa/Mastercard  AmEx

Account # \_\_\_\_\_

Exp Date \_\_\_\_\_ Security Code (last 3 # on back) \_\_\_\_\_

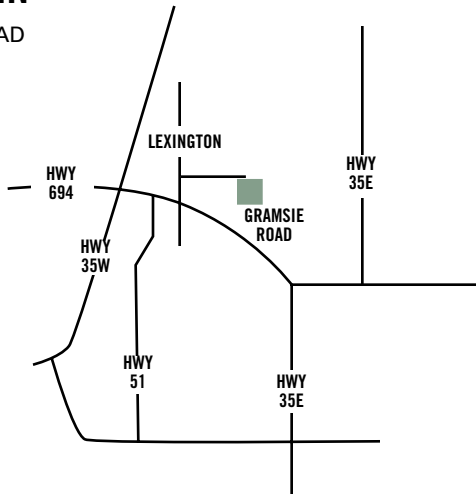
Authorized Signature \_\_\_\_\_

### HAMPTON INN

1000 GRAMSIE ROAD  
SHOREVIEW

May 9, 2007  
7:00 am - 3:30 pm

N  
MAP IS  
NOT TO  
SCALE.

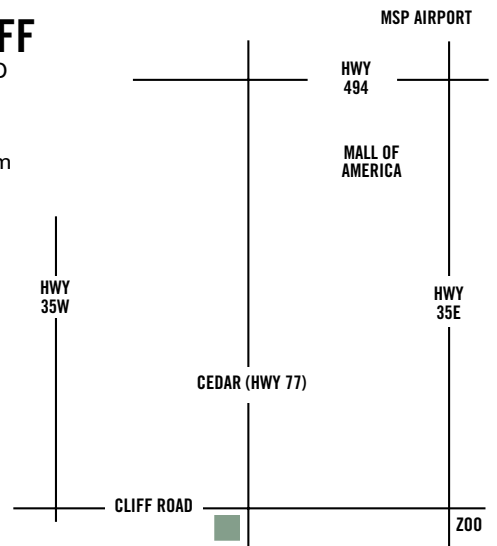


### ROYAL CLIFF

2280 CLIFF ROAD  
EAGAN

May 10, 2007  
7:00 am - 3:30 pm

N  
MAP IS  
NOT TO  
SCALE.



10313 VIRGINIA ROAD  
BLOOMINGTON, MN 55438-2023

First Class  
U.S. Postage  
PAID  
Mpls., Mn  
Permit No. 156

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### 2007 SPRING SEMINAR

MAY 9 - Hampton Inn MAY 10- Royal Cliff



EARN 6.0 CERTIFICATION MAINTENANCE POINTS

# It Ain't the Price—It's the Cost

## NEGOTIATING HIDDEN COSTS IN THE SUPPLY CHAIN

The APICSTwin Cities Chapter is sponsoring this one day seminar to help supply chain pros gain mastery and comfort with negotiation, a core competency of our profession. Most of us get little to no negotiation education and training. In view of the fact that suppliers get more training in a year than we do in a career, isn't it about time that we became complete professionals? According to Menard, "The top request from participants over the years is to be more comfortable, confident, and competent in negotiation skills." This seminar will absolutely do this and more.

We will feature the principles of Total Cost of Ownership (TCO), the centerpiece of supply chain practice. Building upon this TCO foundation, we will realign our negotiation efforts to focus on the costs. We cannot eliminate hidden costs if we cannot identify them!

We will also sharpen and polish our innate negotiation skills by acquiring some key concepts such as establishing a simple negotiation plan, understanding concession behavior, positioning, and strategies.

This seminar will be street level, with practical tools you can apply immediately at work. The content will be exercise driven, with main points presented using illustrative examples, and then reinforced with small team exercises. This humorously delivered, energetic, and entertaining seminar will make improving your negotiation skills a very productive day.

### ABOUT THE SEMINAR

For your convenience, the seminar will be repeated at north and south locations. Register for either May 9 at the Hampton Inn or May 10 at the Royal Cliff. The doors will open at 7:00 am the sessions begin promptly at 8:00 AM, adjourning at 3:30 pm. Lunch will be provided.

### WHAT YOU WILL MASTER

- Negotiating the lowest cost, not just a low price
- Simple and effective tools to take back and use in the workplace
- How to write a negotiation plan
- Choosing a negotiation strategy (Win-Win is not always best)
- Negotiating with partner, sole, and single source suppliers
- How to use Price & Cost Analysis, and Supplier Evaluation tools for mutually beneficial lowest TCO negotiation outcomes
- Negotiating with internal customers

**BONUS** A simple to use Negotiation Template that summarizes your entire negotiation plan  
Important specifics of the seminar content

### TOTAL COST OF OWNERSHIP

- TCO = the sum of Quality, Service, Delivery, and Price costs (QSDP)
- Hidden costs arise when we focus on lowest Price, not lowest TCO

### FORMAL EXERCISE

Creating a simple, workplace-friendly model to evaluate and negotiate supplier cost performance .



### ABOUT THE SPEAKER

#### Robert Menard

The Voice of the Customer

Certified Purchasing Professional

Author of "You're the Buyer –You Negotiate It"

Robert Menard's energy, enthusiasm, humor, and interactivity distinguish his work. Negotiation is his passion, so come prepared to work all day and enjoy doing so. Applying the Total Cost of Ownership in negotiations with internal and external customers, and identifying hidden costs in the supply chain will be major themes.

Menard has served all of the major supply chain professional organizations scores of times. His training and consulting clients include corporate, government, and institutional clients in the US, and abroad.

Supply chain training requires three different and elusive qualities: content expertise, speaking talent, and training skill. Menard is a Certified Purchasing Professional, with more than a decade in professional speaking and membership in the National Speakers Association, and has written and delivered more than 2,000 keynotes, workshops, and seminars.

### WHO SHOULD ATTEND?

- Supply Chain Personnel
- Buyers, Planners, Materials Managers
- Those new to the profession seeking skills
- Those experienced in the profession seeking new and refreshed skills



[www.apicstc.org](http://www.apicstc.org)