Nothing but SCORECARDS
The Basics of Building…from Concept to Infrastructure

Sponsored by:

DAY 1 – **Tuesday, June 24, 2008**

7:30am - 8:30am	*BREAKFAST & REGISTRATION*
8:30am - 8:40am	**Welcome Remarks** Mark Jones – Managing Director, VCF
8:40am - 9:20am	**Measuring Innovation** Keith M. Scovell – National Director Business Development, Consumer Goods Industry, Hitachi Consulting
9:20am - 10:00am	**The Essential Vendor Scorecard Design Toolkit** Mark Jones – Managing Director, VCF
10:00am - 10:15am	*NETWORKING BREAK*
10:15am - 12:15pm	**Build a Scorecard** *Group Session* Anthony Miano – Director, VCF Richard Wilhjelm – VP, Business Development, Compliance Networks Kevin Harris – Director, Marketing, Compliance Networks
12:15pm - 1:15pm	*LUNCH*
1:15am - 2:15pm	**Build a Scorecard – *continued***
2:15pm - 2:45pm	**Assessing Your Company's Scorecard Readiness** Mark Jones – Managing Director, VCF
2:45pm - 3:30pm	**We Have a Scorecard…Now What About the Infrastructure?** Panel: To be announced
3:30pm - 3:45pm	*NETWORKING BREAK*
3:45pm - 5:00pm	**Developing a Scorecard Infrastructure** *Group Session* Anthony Miano – Director, VCF Richard Wilhjelm – VP, Business Development, Compliance Networks Kevin Harris – Director, Marketing, Compliance Networks

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DAY 2 – **Wednesday, June 25, 2008**

7:30am - 8:30am	*BREAKFAST*
8:30am - 9:30am	**It's All about the Money** John Mawhinney, CPIM Executive Associate Professor, Donahue School of Business, Duquesne University
9:30am - 10:15am	**…or Maybe It's All about the Talent** Karen Galena – Partner, Supply Chain Visions
10:15am - 10:30am	*NETWORKING BREAK*
10:30am - 11:45am	**Build a Scorecard and Infrastructure Recap** Anthony Miano – Director, VCF Kevin Harris – Director, Marketing, Compliance Networks

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Session Overview

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DAY 1 _____

Measuring Innovation
- The importance of trading partner innovation in this economic environment
- Typical types of innovation between trading partners
- Traditional measures and the reason they need rethinking
- Ideas for new measures
- Integrating innovation into your performance assessment system

The Essential Scorecard Design Toolkit
- Overview of the typical scorecard design and build process
- Understanding metrics and key characteristics of scorecards
- Cascading a vendor scorecard from corporate strategy
- Assessing data availability
- Getting started

Build a Scorecard – Group Session
- Using a case study developed by VCF, identify key corporate strategies and create the appropriate metrics to drive each
- Identify the vendor links and build a vendor scorecard
- Establish key near term priorities and weight each metric

Assessing Your Company's Scorecard Readiness
- Getting a handle on the corporate strategy
- Inventorying scorecards and reconciling customer KPIs against your internal metrics
- Understanding the internal communities of interest
- Reviewing your process
- Analyzing information availability
- Preparedness to act

We Have a Scorecard…Now What About the Infrastructure? – Panel Discussion
- Exploring best in class people, processes and technology associated with scorecard programs
- Resources necessary to do it right
- Biggest challenges for maintaining your scorecard infrastructure
- How dependent are you on IT?

Developing a Scorecard Infrastructure – Group Session
- Where to start
- Critical elements to aligning the organization
- Develop checklist for preparing your organization

DAY 2 _____

It's All about the Money
- Understanding how supply chain performance can impact financial performance
- Exploration of the SCOR and EVA models
- Coordinating supply chain metrics with financial performance metrics

…or Maybe It's All about the Talent
- Vendor training and education and the link to supplier performance
- The five levels of collaborative education
- Establishing metrics that drive collaborative learning

Build a Scorecard and Infrastructure Recap
- Presentation of group scorecards and the rationale for each
- Comparison of group scorecards against the host scorecard and insights into why differences exist
- Review results of the infrastructure build session

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