



Author and Professor at
Loyola University

ISM Central Ohio presents:

Leading Practices to Help Suppliers Do More for Your Organization

Presented by Jeffrey Berk, COO of Performitiv

Jeffrey's presentation will explore practices that can lead to bottom-line savings and increased performance from your suppliers. Through discussions with procurement and supply chain executives, as well as suppliers and client success teams, Jeffrey has created a short-list of 'better' practices that can have your suppliers do more for you.

- According to research, a focus on supplier management can result in 10% bottom-line performance improvement.
- Many companies are dissatisfied with supplier performance citing 71% of organizations are ready and willing to switch suppliers.

Performitiv is a performance improvement technology company that provides a robust supplier scorecard system. As COO Jeffrey leads day-to-day operations including supply chain, procurement, supplier management, HR, customer success, finance, sales and marketing. Jeffrey works closely on product design and company strategy as well. Prior to *Performitiv*, Jeffrey was the COO of *KnowledgeAdvisors* and led the creation of day to day operations ranging from supply chain, procurement, marketing, customer success, international operations and inside sales. Recently Jeffrey was COO of *dscout*, a mobile market research company where he cultivated core financial, business strategy, procurement and sales functions. Jeffrey is an adjunct professor of operations at Loyola University and has authored 3 books on analytics and process improvement.

Monday, November 13, 2017, 5:30 – 5:45 PM- Registration & Networking, 5:45 - 8:00 PM- Program & Dinner

Registration Types	Fees
Advanced Registration: ISM Members / Advisors, <i>Must register by 12:00 PM EST 1 wk. prior to event</i>	\$25
Non-Members / Late Registrations (<1 wk. prior to event registration)/ Walk-Ins	\$35
Students, Retirees, Academic Faculty	\$15
One Time Guest with paying Member	FREE

Location: Brio Polaris- 1500 Polaris Parkway, Columbus, OH 43240 (At Grand Entrance, next to Saks Fifth Ave)