



New England Electronic Commerce Users' Group

Annual 2-Day Conference & Educational Session

**Wednesday & Thursday
May 6-7, 2009**

*A First Full Day of Speaker Presentations,
A Second Day of Classroom Style Education,
& Networking Opportunities with your Peers*

Day 1 - Program includes topics on:

- *IT Staffing Trends*
- *Thermo Fisher Scientific e-Commerce Program and Strategy*
- *Business Community Management through Integration*
- *Breaking the Bank – Connectivity*
- *Opportunities and Challenges of Demand-Driven Supply Chains*

Day 2 - Classroom-Style, Educational Tracks Covering:

- **EDI 101**
- **Trends in Healthcare B2B & Healthcare EDI 101**

Introduction

The New England Electronic Commerce User's Group (NEECOM) is a non-profit organization established in 1990. We were formerly known as NEEDI, the New England EDI Users' Group. While our name has changed, our mission remains the same. We focus on the practitioners of EC/EDI. Our members include manufacturers, retailers, hospitals, insurance companies, motor carriers, universities, banks and government agencies. The common thread is our interest in EC/EDI and related technologies. We welcome companies of all sizes, who are at any stage in their implementation of Electronic Commerce.

The Goals of NEECOM:

- *To provide a forum for technical and business presentations;*
- *To inform and educate the business community;*
- *To share information and new ideas;*
- *To increase the opportunity for personal contacts and networking; and*
- *To expand the regional scope of Electronic Commerce.*

Meetings

NEECOM holds two formal meetings during each year. These meetings vary in their format and may include formal presentations, classroom style education and vendor exhibits. Topics will vary depending on the interests of the group. Programs cover: basic education, advanced topics, case studies, current issues and industry updates, and are presented by a variety of guest speakers.

Additional Membership Benefits

Members of the New England Electronic Commerce Users' Group enjoy the following benefits:

- Discounted "member" rates for all NEECOM meetings
- Discounted rates for education and conferences
- Free postings on our NEECOM jobs board

Contacts

Wayne Marshall, NEECOM President
EDI Specialists, Inc., 207 827-4395

Ira Keltz, NEECOM Treasurer
Partners HealthCare System, Inc., (617) 724-1832

The meeting will be held in the following facility:

Doubletree Hotel Westborough
5400 Computer Drive
Westborough, MA 01581
Phone: 508 366-5511

Dress code is business casual.

A block of rooms has been reserved for the nights of May 5th and 6th. The discounted rate is \$135.00/night. Reservations must be made by April 15th to take advantage of this rate. When making a reservation, please refer to NEECOM. Room availability is limited - **so reserve early.**

For additional information and directions, visit our web site: <http://www.neecom.org>

NEECOM Agenda for Day 1 - Wednesday, May 6, 2009

Morning Program:

8:00 Registration/Continental Breakfast

8:30 *Annual Meeting and Opening Remarks*
NEECOM President, Wayne Marshall, EDI Specialists, Inc.

8:45 *IT Staffing Trends*
Jimmy Fabiano, Executive Vice President, EDI Specialists, Inc.

This presentation will focus on the current trends, near and longer term outlook and their implications for IT staffing services and IT professionals. In today's changing business climate, companies will need to understand how to ensure they will have the best available talent and services to support critical IT functions and company initiatives. IT professionals also need to understand what traits and skills will be required to better position themselves for future opportunities.

9:30 Networking and Refreshment Break

10:00 *An Overview of the Thermo Fisher Scientific e-Commerce Program and Strategy*
Matt Crofford, Director, Web Strategy & Architecture, Thermo Fisher Scientific

Thermo Fisher Scientific is the world leader in serving science, enabling its customers to make the world healthier, cleaner and safer. With annual revenues over \$10 billion, Thermo Fisher Scientific employs more than 30,000 people and serves over 350,000 customers within pharmaceutical and biotech companies, hospitals and clinical diagnostic labs, universities, research institutions and government agencies, as well as environmental and industrial process control settings. This session will provide a functional and technical overview of the Thermo Fisher Scientific e-Commerce platform along with a discussion on the strategy for globalization.

10:45 *Complexity and Risk: Effective Business Community Management through Integration*
Jonathan Gatrell, VP, Product Marketing, Inovis

With increased economic pressures and continuous changes in market dynamics, businesses need to make decisions in real-time based on information from their suppliers and business partners. Global business communities are often at risk without visibility into key indicators which can impact their bottom line due to integration challenges within their back office and throughout the community.

This session will outline emerging trends and investments in managing business communities and illustrate how visibility integration and automation improved businesses execution. Real-time visibility will reduce the business impact from such events as compliance, charge backs, fulfillment or supplier rating issues caused by data quality issues and limited visibility due to integration gaps. These events can drastically stall the order-to-cash lifecycle and impact customer relationships.

11:30 Lunch

NEECOM Agenda for Day 1 – Wednesday, May 6, 2009 (continued)

Afternoon Program:

12:30 *Breaking the Bank - Connectivity*

Steve Keifer, VP Industry and Product Marketing, GXS

Historically, banks have been some of the most challenging trading partners to connect to. The strict regulatory environment financial institutions operate in has required high levels of security and low levels of flexibility for B2B. In the past 18 months, a number of new solutions have been introduced which promise to radically simplify the process of connecting to your bank. This session will provide an overview of the top 10 forces transforming corporate banking connectivity including Corporate Access to SWIFT; ISO 20022 XML and Bank Relationship Management software.

1:15 *The Opportunities and Challenges of Demand-Driven Supply Chains*

Pasquale Gervasi M. Eng. Vice President of Business Development, EDI Gateway, Inc.

In the challenges of today's marketplace, we find that successful supply chain initiatives will become a major component of cost effectiveness. We have been watching the struggles in the retail communities to attract customers and compete in this difficult market. The future will reward successful vendors who are able to leverage information to deliver the right product, to the right place, at the right price in the most cost efficient manner; otherwise survival will depend on applying deep price discounts which can become chronic and unsustainable.

Vendors are gaining a competitive advantage by leveraging demand-driven supply chains to achieve higher sales and increased market share. In this presentation we will outline the key ingredients required for an effective demand-driven supply chain and the collaborative benefits that can be realized. We will also discuss the challenges that face vendors looking to adopt this initiative. More specifically, we will discuss sales and operational challenges facing vendors today and how to overcome them.

2:00 Raffle/Refreshments/Networking/Adjourn

NEECOM Agenda for Day 2 – Thursday, May 7, 2009

8:30 Registration/Continental Breakfast

9:00 – 11:30 EDI 101

Gregg Lanni, Senior Integration Consultant, Boomi Inc.

Are you new to EDI? Does everything seem confusing and difficult to understand?

This session will break down each component and give you a greater comprehension of this technology. From its beginnings, to the X12 standards, translation software, communications choices and beyond, you will learn what a day in the life of an EDI coordinator should be. Your instructor has 20 years of experience working with EDI in manufacturing, translation software programming, network VAN manager, and as a consultant. Hear what the future might bring to the industry!

11:30 – 12:30 Lunch

12:30 – 3:00 Trends in Healthcare B2B & Healthcare EDI 101

Jonathan Gatrell, VP, Product Marketing, Inovis
Cynthia Harris, Systems Engineering Team Lead, Integration Products,
Pervasive Software

Despite the adoption of standards, payers and providers face a diverse and continuously changing range of data formats. This session will provide real world examples that show how this challenge can be managed rapidly and economically. Topics will include:

- Key requirements for handling and processing the range of healthcare data formats (HIPAA, WPC, HL7, NCPDP, others)
- A unified approach to handling data exchange between payers and providers, last mile flows to/from applications, standards, validation
- Case studies that cover data variety, changing volumes, and integration styles

Meeting Registration

All registrations & memberships must be performed online using our website <http://www.necom.org>

You may, however, elect to mail a check rather than pay online. We accept company and personal checks as well as credit cards. Please go to our website to input your registration and membership information and indicate method of payment.

To avoid an additional walk-in registration fee of \$20, all registrations must be received by May 1, 2009. All questions about registration should be addressed to Ira Keltz (617) 724-1832.

In the event of inclement weather, please refer to the NEECOM web site for cancellation notice.

Membership is open to all companies that have an interest in EC/EDI. The nominal annual dues entitle the company representative and any number of employees to attend activities and meetings at member rates. Membership is based on a calendar year (January through December).

Check our web page to see if you are a current 2009 member. <http://www.necom.org>

Annual 2009 Membership Fee **\$195.00**

Day 1 – May 6

Member Meeting Fee (per attendee) **\$ 75.00**

Non-Member Meeting Fee (per attendee) **\$150.00**

Day 2 – May 7

Member Meeting Fee (per attendee) **\$125.00**

Non-Member Meeting Fee (per attendee) **\$225.00**

Registration and Membership Fees are non-refundable.

Checks should be made payable to:

New England Electronic Commerce Users' Group (NEECOM)

P.O. Box 661

Milford, ME 04461

Space Is Limited!

Please Respond Before May 1, 2009

NEECOM - Partial 2009 Member List:

Atrium Medical Corporation
BAE Systems
BIC Corporation
EasyLink Services International Corporation
EDI Gateway Inc.
EDI Specialists, Inc.
Genzyme Corporation
Industry Data Exchange Association (IDEA)
iRobot Corporation
LEGO Systems, Inc.
New England Pottery
Partners HealthCare System, Inc
R.C. Bigelow, Inc.
The TJX Companies
TIE Commerce
United Natural Foods, Inc.