



November 2008

In the Midst of Adversity

Now, more than ever, our services both from an overarching Procurement/Sourcing perspective, as well as economically speaking and travel related, are needed, wanted and will be sought out. Please join us in a discussion about how we can best benefit our companies in such uncertain times.

Currently, the economic "meltdown" is perceived by generally everyone as a negative. How can we consider the opportunities that lie in the upcoming year?

Economic Overview

We all generally know how we got here....let's look at where we go from here, both in the US as well as globally

Procurement Overview

This is a time that procurement can really take the lead" everyone is looking for cost savings, cost avoidances, etc.

Travel Overview

Travel program management is now in the spotlight" we can now really deliver on the promise of savings and value through a managed program.

Speakers:

Mark Schniepp, Director, California Economic Forecast

Mark Schniepp: Dr. Schniepp is currently Director of the California Economic Forecast in Santa Barbara. The Company prepares forecasts and economic commentary on the regional economies of California. He prepares economic analysis and county level forecasts for Cal Trans, Kaiser Permanente, the California Association of Realtors, and the Southern California Association of Governments.

Dr. Schniepp develops regional real estate and economic forecasts and presents the findings at large public conferences in Ventura County, the Santa Clarita Valley, the Antelope Valley, the Santa Maria Valley, the Inland Empire, and San Diego County. He publishes a semi-annual real estate and economic forecast for Santa Barbara County as part of a Santa Barbara Association of Realtors® hosted conference series. The event is held twice a year at the Double Tree Resort in Santa Barbara.

Dr. Schniepp participates with the UCLA Anderson Forecast in the preparation of the annual Orange County Economic Forecast each year in October. The conference is held in Irvine, California.

As a consulting economist to The Irvine Company in Orange County, he has developed both residential and office sector forecasting models for strategic decision making. Dr. Schniepp served as senior economist to Kathleen Connell, the California State Controller from 1999 to 2003. Dr. Schniepp served as Director of the Economic Forecast Project at the University of California, Santa Barbara, between 1982 and 2000. As a past member of the faculty of the Department of Economics at the University of California, Santa Barbara, He taught intermediate micro-economic and macroeconomic theory, applied regional modeling, applied econometrics, and forecasting, 1979-1990.

Dr Schniepp received his Ph.D. from the University of California, Santa Barbara in 1982. His fields of research for the degree were econometrics, regional economics, and natural resource economic



Dan Maschoff, Global Category Director, Travel, Accenture Procurement Services

Dan Maschoff: Dan joined Accenture in 2006 as a Global Category Director for the Travel and Entertainment spend category where he is responsible for ensuring that Accenture delivers market leading solutions for travel sourcing and spend management to its clients.

Prior to joining Accenture, Dan was Sr. Vice President with one of the leading global travel management companies where he was responsible for delivery of travel services and savings for over 100 leading multinational corporations, totaling \$800 million in travel spend under management

His broad experience in the travel category also includes leadership positions with Global Distribution Systems (GDS), airline and car rental companies. Dan has lived and worked in Europe and has extensive knowledge of the global marketplace, as well as the technology platforms necessary for high performance travel sourcing and management.

Betty Sweetman, Director, Strategic Sourcing, Amgen, Inc.

Venue

11/12/2008
Crowne Plaza LAX
5985 Century Blvd.
Los Angeles CA 90045

The Crowne Plaza - Los Angeles International Airport is "The Place to Meet", eat and enjoy with nearly 15,000 sq feet of flexible space and an emphasis on service and convenience.





Photo Gallery





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Katherine Kruff

Sales and Marketing Manager
Shade Hotel

Karen Dailey

Associate Director of Sales
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Karen Cannon

Regional Manager
Helms Briscoe

Laurie Libby

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Releases

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Drive Savings

Drive savings in your business.

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