



Supply Chain Operations & Technologies  
 Supply Chain Vendor Compliance  
 Fraud Detection & Reduction  
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 Turnaround Help

Since January 1996

Throughout my 18 years I have had a lot of partner offers for supply chain and security products and services. Given that my position is to be a vendor-neutral consultant and not a reseller for my clients I have turned down those offers in all but a handful of cases where an alliance made sense or was a requirement to offer a product or service that I believed my clients would benefit from if the need arose. Nonetheless I never let any partnership overshadow my objective solution recommendations for my clients, something I disclose up-front before I sign and something my clients are aware of when we discuss solution providers.

I had never been more excited to receive a potential partnership communication than the day that Karen Waksman from [Retail MBA](#) telephoned me a little over two months ago. Karen told me she had been noticing my vendor compliance web site for some time and was meaning to contact me to inquire about if and how we could work together. As Karen told me about her experience and retail training I realized we were a perfect pair!

The training materials Karen has created at [Retail MBA](#) educate entrepreneurs on how to successfully present, market, and sell their products to retailers. The course materials consist of DVDs and printed books, and access to her community of successful student businesses. Follow-up advice from Karen is also available too.

Inasmuch as my vendor compliance consulting can start before products are manufactured and shipped, focusing on ensuring software and operations are in-place, set up, and running smoothly first, Karen targets the aspects of the business before my expertise is needed, e.g. the buyer meeting, product presentation, and the sales pitch.

Karen provides a service that I have often been contacted about but previously had nowhere to direct those product innovators to go. Now with [Retail MBA](#) as a partner I can refer those inquiries over to Karen for the initial training and retail product business model structuring.

It is a perfect partnership.

I have updated – and will continue to do so as Karen and I work together – my vendor compliance web site ([www.vendorcompliance.info](#)) with the Retail MBA logo and home page link on the front page. On my individual Trading Partners pages you will find the Retail MBA logo on each company where Karen has a specific training web link, though Karen's training is overall not retailer specific.

If you know of anybody – possibly even yourself – who has created the next cool consumer product or is an innovating inventor of an interesting item but is not sure how to get those goods into retail stores and onto retail shelves and e-shelves, then contact Karen Waksman at Retail MBA and feel free to mention my name when you do.

And when you need vendor compliance help – and hopefully before the chargebacks come – I'll be here to help you too.

Thanks.

**Norman Katz**, CFE, CFS, CCS, MOS  
**Katzscan Inc.**

Look for the book --> <http://www.gowerpublishing.com/isbn/9781409407324>



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