

Katzscan Update

Supply Chain, Governance, Fraud, Turnaround Help
2nd Quarter - 2009



Greetings everyone.

Starting with this interim update I'll be looking both backward at what's been going on since the previous interim update, and forward to give you notice as to what's coming up, such as presentations.

(Disclaimer: Note that up-coming events are subject to change and are beyond my ability to control. *There now, I feel a lot better.*)

As times are tough it's more important than ever to retain if not improve visibility through networking and marketing, and do to so creatively. I receive a lot of comments from people about my high level of activity on Linked In ®, and I'm asked if it's led to any business. Several of the promotional opportunities -- and a recently signed new client -- mentioned herein were made possible through my time spent on Linked In as I build my network through answering questions, connecting with old colleagues, and forming new relationships.

Aside from hard work and dedication to sustain through these turbulent times, out-of-the-box thinking is what's going to enable a company to strategically position themselves to be noticed when things improve. Do not overlook opportunities for collaborating or connecting; keep yourselves out there and keep looking to distinguish your company's offerings -- whether products or services -- from those of your competitors. Don't wait for people to reach out to you; make the initial effort to reach out to them.

Thanks again for allowing me to communicate with you.

(Previous newsletters are archived on the Newsletter Archive page of my Katzscan web site.)

Sincerely,

Norman

Norman Katz, CFE, CFS
Katzscan Inc.
<http://www.katzscan.com/>

Do you know of a company, *maybe your own*, suffering from disconnected dots?
<http://www.disconnecteddots.com/>

Let's link! www.linkedin.com/in/katzscan

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Looking back.....

.....I presented at a joint meeting of the VICS (www.vics.org) Trading Partner Alignment & Compliance (TPAC) and Collaborative Planning, Forecasting & Replenishment (CPFR) committees, hosted by Proctor & Gamble at their world headquarters in Cincinnati, Ohio, at the end of March. I informed the committees of the supplier education courses I've been working on. These courses are currently under final review and endorsement by some leading retailers and suppliers, and will be available online shortly.

.....I was a guest lecturer one evening for a Masters of Business Administration class at Florida Atlantic University. My presentation was titled: *How An Economic Recession Can Increase Corporate Fraud*

.....I'd like to welcome a new client, Heys USA (www.heysusa.com)

.....I was interviewed on March 28th by Jon Hansen who runs the Procurement Insights blog, <http://procureinsights.wordpress.com>. This interview is part of Jon's blog radio show which can be found at <http://www.blogtalkradio.com/jon-hansen>. This was exciting because it was my first "radio" interview. The title of the broadcast was *Securing Your Supply Chain*, and can be accessed directly for your listening pleasure at: <http://www.blogtalkradio.com/Jon-Hansen/2009/05/28/Securing-Your-Supply-Chain>

.....I was asked by Michael Lamoureux to be a weekly contributor to his Sourcing Innovation (<http://blog.sourcinginnovation.com>) blog. I'm very excited about this because, aside from my quarterly newsletters and updates, it's my first foray into being a regular journalist (for lack of a better term). My first post was on May 27th. I'll be writing about fraud and risk relative to supply chain operations & technologies. I hope you'll check out this weekly blog, (though if I skip a week here and there don't be upset), and enjoy my insights and opinions; you can go directly to my blog posts at <http://blog.sourcinginnovation.com/categories/Norman%20Katz.aspx> and simply click on the blog titles to access and read the content.

.....Whew -- I really had a lot of lunch meetings over the past few months with folks I know from some of my business groups and associations. Great! The constant comments from people were that they now have a better understanding of what I do. And what's great is that many of these lunch meetings were initiated by the other person as they were interested in learning more about my consulting services.

.....I've been diligently preparing content for some of what's in progress as well as what's coming up, so I'm not scrambling at the last minute to meet a deadline.

Looking forward.....

.....I'll be attending UConnect (<http://uconnect.gs1us.org>) in Orlando June 3rd -- 5th and co-presenting for the session titled *Meeting And Exceeding Retail Requirements*

.....I'll be giving two guest lectures on June 12th at Florida International University as part of their continuing professional education series for Certified Public Accountants: *Understanding & Detecting Supply Chain Fraud* and *Good Governance For Supply Chain Operations*.

.....In collaboration with Pilgrim Software (www.pilgrimsoftware.com), I'm presenting the following free webinars:

August 20th: Detecting & Reducing Supply Chain Fraud
November 5th: Good Governance For Supply Chain Operations

December 3rd: Crafting & Communicating Effective Vendor Compliance Guidelines

.....I'll be presenting at the 10th annual National Fraud Conference by the Association of Certified Fraud Specialists (www.acfsnet.org) the week of October 26th in San Diego. My presentation will be *Operational Fraud -- A Breakdown Of Organizational Versus Occupational Fraud In The Workplace*

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