

# Online Introductory Training Series

## Chemical Management Services

April 20 – May 25, 2010

*This unique online series is an opportunity to quickly develop a working understanding of the Chemical Management Services (CMS) model, interact with practitioners, and gain insights into program design and implementation. Each module consists of two webinars which are recorded and available online for the week of the module as well as a short assignment to reinforce concepts. Each module concludes with an interactive discussion with industry practitioners. The three modules are designed to fit together as a training series but are also available as stand-alone sessions. CMS101 is offered free of charge and is the only prerequisite for all modules.*

### Eligible for up to 8.5 CMPs from IHMM

	Customers/Members	Non-Member Suppliers
<b>Full Training Package</b>	\$600	\$800
<b>Full Training &amp; 2009 Industry Report</b> <i>(50% discount)</i>	\$850*	\$1,050
<b>Module 1</b>	\$200	\$300
<b>Module 2</b>	\$250	\$325
<b>Module 3</b>	\$250	\$325

\* Non-member customers only – CMS Forum members receive a free copy of the report.

To reserve your spot, visit [www.chemicalstrategies.org](http://www.chemicalstrategies.org)

### Module 1: Getting Starting: Understanding Costs and Opportunities

#### **1.1 CMS 101 – Tuesday, April 20, 1-2pm ET** (Presentation: 1hr; Prep: 45min)

Jill Kauffman Johnson, Executive Director, Chemical Strategies Partnership

*Learn about how the CMS business model works and industry trends over the past decade.*

*Recommended reading: General Motors / Quaker Case Study; Raytheon Case Study; SLAC Case Study*

Eligible for 1 CMP with 0.75 additional CMPs awarded for assigned readings.

#### **1.2 Baseline Your Chemical Costs – Thursday, April 22, 1-1:45pm ET** (Presentation: 45min; Exercise: 1.5hrs)

Jill Kauffman Johnson, Executive Director, Chemical Strategies Partnership

*This presentation will provide a template and training on data needs, where to find information and how to develop a chemical management baseline analysis. As a follow-up to this presentation, participants will work individually to analyze baseline data and develop the business case for a hypothetical CMS program.*

*Materials: Baseline your Chemical Costs (chapters 3 & 4 of CSP Manual); Baseline exercise instructions and template. Eligible for 0.75 CMP with 1.5 additional CMPs awarded for assigned readings and exercise completion.*

#### **1.3 Interactive Conference Call: Understanding Hidden Costs in Chemical Management**

**Tuesday, April 27, 1-2:30pm ET** (Conference call: 1.5hrs)

Jill Kauffman Johnson, Executive Director, Chemical Strategies Partnership

Scott Little, Global Commodity Manager, United Technologies Corporation

*The instructors will field questions on the CMS model. They will then walk the group through the baselining exercise, opening discussion about differing assumptions, results, and findings. Scott Little will provide industry perspective about the process of accounting for chemical management costs when rolling out CMS programs.*

Eligible for 1.5 CMPs.

## Module 2: Developing a CMS Contract

### **2.1 Fundamentals of a CMS Contract – Tuesday, May 4, 1-2pm ET (Presentation: 1hr)**

Jill Kauffman Johnson, Executive Director, Chemical Strategies Partnership

*Participants will be given an overview of the basic pricing structures underlying CMS contracting, including different methods to incentivize continuous improvement performance.*

### **2.2 Selecting and Tracking Metrics – Thursday, May 6, 1-2pm ET (Presentation: 1hr)**

Jill Kauffman Johnson, Executive Director, Chemical Strategies Partnership

*This presentation will give an overview of CMS program metrics used in various industries and how they are used to measure specific performance goals. Participants will be given one of three scenarios of fictitious companies in different sectors where CMS may be applied. As a follow-up to the presentation, they will be given questions to answer around which metrics they would use to set short and long-term goals.*

*Materials: Company metrics scenarios and exercise worksheet.*

Eligible for 1 CMP.

### **2.3 Interactive Conference Call: Designing a CMS Program to Drive Environmental and Financial Improvements Tuesday, May 11, 1-2:30pm ET (Conference Call: 1.5hrs)**

AJ Bless, Program Manager, Chemical Lifecycle Management

Bill Walker, Global Business Development, PPG Industries, Inc.

Harry Seifert, CMS Director, ChemicoMays, LLC.

*With a view across clients in different sectors, these members of the CMS supplier community offer valuable insights about how they have been able to use and manage performance metrics over time with customers to produce win-win situations that drive improvements in environmental performance and cost reduction.*

Eligible for 1 CMP.

## Module 3: Successfully Implementing Change

### **3.1 Developing the Business Case – Tuesday, May 18, 1-2pm ET (Presentation: 1 hr)**

Jill Kauffman Johnson, Executive Director, Chemical Strategies Partnership

*Participants will learn about the key points in understanding and making the business case for CMS. This will draw on cost information from the baseline exercise in Module 1; participation in that exercise is not required for participation in this module. Students will be given a sample customer scenario asked to put together a presentation to be given to upper management to make the business case for or against CMS by analyzing and displaying purchase and management costs.*

*Materials: Company scenarios and business case presentation template.*

### **3.2 Change Management – Friday, May 21, 1-2pm ET (Presentation: 1 hour)**

Jack Luskin, Former Associate Director, Toxics Use Reduction Institute

*Effectively implementing a CMS program can require a significant change in attitudes and understanding of the sensitivities of worker and contractor roles. This session will explore: understanding culture and change in organizations, facilitating change, building strategic alliances, trust, and effective teams and creating and communicating vision and values.*

Eligible for 1 CMP.

### **3.3 Interactive Conference Call: Introducing CMS into a Facility – Combining a Strong Business Case with Effective Organizational Change**

**Tuesday, May 25, 1-2pm ET (Conference Call: 1.5 hours)**

Hal Ehrhardt, Principal EH&S Engineer, Lockheed Martin Corporation

Vickie Mecsey, Manager of Global Environmental Programs, General Motors

*Jill Kauffman Johnson will facilitate a discussion between this CMS customer panel about challenges in implementing a new CMS program. CMS Customer panelists will share strategies to overcome resistance, encourage engagement, and address associated challenges. Panelists will share their own experiences about the business case that they presented in selling CMS internally and describe how different drivers appealed to different users.*

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