

eChemExpo Suppliers Summit

Launched October 5, 2000 with **EASTMAN**

Returned **October 10, 2002** to provide suppliers participating in eChemExpo 2002 with:

- the latest information about changing procurement practices at **EASTMAN** and
- insights on how to capture some of the **\$750 million** in capital purchasing opportunities that will potentially take place over the next several years.

8:00 AM - 8:45 AM "Connecting Suppliers to the Supply Chain"



Eddie Page
Eastman eMRO
Manager and Chair,
Suppliers' Summit



Bill Wetherholt
Eastman Worldwide
Engineering and Construction



Bruce Lyttle
Moderator and Chair,
Worldwide Technical
Conference Exhibits

The Eastman indirect Materials Procurement organization is ramping up a new internet based process to communicate business documents with suppliers instead of using Fax or in some cases EDI. Learn how to be on the inside track of this new initiative which could affect your ability to capture future business. Eddie Page, Eastman's eMRO Manager will address how you can participate and will provide a short review of other Eastman web based tools that impact suppliers.

How much capital purchasing might occur before the next eChemExpo? Where will it occur? How to be on the inside looking out instead of the outside looking in? These and other questions will be addressed by Bill Wetherholt, of

KNOX PUBLISHING

*"benchmarking the present
and shaping the future"*

Solution Centers

Custom Publishing

Strategic Consulting

Peter J. Knox

Eastman's Worldwide Engineering & Construction Group, who will review Eastman's capital spending history; compare Eastman with other peer companies; provide a breakdown of capital spending locations; and project future capital spending.

KEYNOTE: "The Role of Entrepreneurship in Regional Economic Development"



SPEAKER: Dr. Czuchry, holder of the AFG Industries Chair of Excellence in Business and Technology at ETSU, a former CEO of a Fortune 500 company, and a major contributor to development of the Innovation Incubator

in Johnson City.

In this talk Dr. Andrew Czuchry draws upon 20 years experience in leading technical innovation in the electronics industry and 10 years experience in teaching innovative entrepreneurship to suggest reasons for optimism in these turbulent times. Our entrepreneurial spirit has differentiated the United States in today's global markets. However, this same spirit remains virtually untapped as suppliers and small businesses attempt to chart their strategic course to new markets.

Entrepreneurship remains an underdeveloped strategy in most regional economic development boards. As such, a framework for marketing technical innovation is offered to shed some light on the path that suppliers and small businesses must follow to effectively capitalize on their new business concepts. Strategies for avoiding price only competition are offered. These strategies suggest that the complete supply chain be viewed as an open or transparent system. Partnerships, strategic alliances and joint ventures are offered as a means of facilitating the commercialization of intellectual property and innovative technology.

East Tennessee State University's efforts in creating a Center for Entrepreneurial Leadership are briefly described. This latter effort has gained regional support from city governments and offers the potential for leveraging companies Research, Development, and Technical Innovation efforts.