



# SCIP2010 WASHINGTON, D.C.

**2010 International  
Annual Conference  
& Exhibition**

**March 9 -12, 2010**

**Washington Marriott Wardam Park**

**SEE PAGE 9 FOR SPONSORS & EXHIBITORS**

# Schedule-at-a-glance

## TUESDAY, MARCH 9, 2010

**7:00am - 5:00pm** Conference Registration Open

### Pre-Conference Workshops

*Choose one of the following:*

**8:00am - 5:00pm** CI 101

**2:00pm - 5:00pm** Technology Mapping, Competitive Technical Intelligence and Strategic Decisions

## WEDNESDAY, MARCH 10, 2010

**8:00am - 5:00pm** Conference Registration Open

### 8:30am - 11:30am Pre-Conference Workshops

*Choose one of the following:*

CI Transitions: Between Government and Corporate  
How to Set-Up a World Class CI Function  
Adopting a Scenario Mindset to Thrive in the  
Economic Recovery

### GENERAL SESSION

**12:45pm - 1:00pm** Welcome & Opening Remarks

**1:00pm - 1:30pm** **EXECUTIVE ADDRESS** -  
The Economic Compass

**1:30pm - 2:00pm** **KEYNOTE** - Investing in Intelligence Technology

**Track 1** CI Professional Growth

**Track 2** CI Tools and Techniques

**Track 3** Competitive Strategy to Drive Growth: C- Suite CI

**Track 4** Strategic Marketing Research and Intelligence

**Track 5** Globalization of CI

**2:00pm - 3:30pm** **Concurrent Tracks** - Interactive Breakout

Sessions: Create, Communicate & Connect

Participant-driven discussions focusing on your key challenges and concerns.

*Choose one of the following:*

- T1** The Death of the CI Professional: The Changing Paradigm for Competitive Intelligence Functions and Practitioners
- T2** The Human Intelligence in a Collection Plan
- T2** The Holy Grail: A True Framework for Measures of Effectiveness (MOE) and ROI
- T3** How to Secure CEO Buy-In to Your CI Program - Case Study & Global Best Practices

**T4** CI for MR Professionals: Getting Comfortable with Uncertainty

**T5** Using CI to Enter Foreign Markets

### EXHIBITION OPENS

**3:30pm - 4:15pm** Networking, Refreshment, and Exhibition

**4:15pm - 5:00pm** **Concurrent Tracks - EXECUTIVE INSIGHTS**

*Choose one of the following:*

- T1** Polishing a Diamond: Making Good CI Products Great!
- T2** Black Hats and War Gaming Best Practices
- T3** Using Competitive Insights to Help Develop and Implement Corporate Strategy
- T4** Integrating CI and MR

**5:00pm - 5:45pm** **Concurrent Tracks - EXECUTIVE BULLETINS**

*Choose one of the following:*

- T1/T2** Say It and Sit Down: The 20/20 Communication Technique
- T3** From Product to Service: Analyzing a New Business Model
- T4** Perception Mapping and Contradiction Resolution of Voice of the Customer
- T5** The What? Who? and How of Localized Competitive Toolsets

**5:45pm - 6:45pm** Networking Reception

**7:00pm** Meet in Lobby for Wine and Dine Departure

## THURSDAY, MARCH 11, 2010

**7:00am - 7:45am** Continental Breakfast and Exhibition

**7:45am - 8:00am** Opening Remarks

**8:00am - 8:30am** **KEYNOTE**- Competitive Strategy in the New Economy

**8:30am - 9:00am** **FIRESIDE CHAT** - C-Suite Conversation

**9:00am - 9:30am** **EXECUTIVE INSIGHT** - This is Not Your Grandfather's CI

**9:30am - 10:15am** Networking, Refreshment, and Exhibition

# Schedule-at-a-glance

**10:15am - 11:45am Concurrent Tracks** - Interactive Breakout Sessions: Create, Communicate & Connect  
Participant-driven discussions focusing on your key challenges and concerns.

*Choose one of the following:*

- T1** Managing Asia-Pacific CI Engagements
- T1** What Went Wrong?  
Lessons Learned from the Demise of CI Programs
- T2** Scenario Based Planning & War Game Strategy
- T3** Blue Ocean Intelligence
- T4** The Impact of Real Time News on the CI and MI Functions
- T5** Global Counterfeit Issues and CI Strategies

## **11:45am - 1:00pm Solutions Wheel**

Play the "wheel" and join a series of rapid-fire, one-on-one meetings with leading solution providers.

*Running concurrently with...*

- Town Hall #1** - Discussion Forum  
*and*
- Town Hall #2** on The Global Economy and the New Consumer

## **1:00pm - 2:00pm The Power Lunch:** Networking Roundtables Hosted by Industry Leaders

Practitioners and solution providers host a menu of luncheon roundtable discussions on pertinent industry issues. Dine and dish with industry experts. The list of roundtable discussion topics will be available on-site.

## **2:00pm - 3:15pm Concurrent Tracks** - Interactive Breakout Sessions: Create, Communicate & Connect

Participant-driven discussions focusing on your key challenges and concerns.

*Choose one of the following:*

- T1** Numbers Gone Wild: Or, Precision In, Garbage Out
- T2** Creating and Using Dynamic Topic Maps to Visualize Your Business Environment
- T2** Using Patent Intelligence to Benchmark Against Competitors
- T3** Right Brain Intelligence for a Left Brain World: New Approaches for Competitive Analysis
- T4** Competitive Assessment in the Defense Industry—Lessons from the Trenches
- T5** C(S)I: Off-shored Cases Autopsy

## **3:15pm - 4:00pm** Networking, Refreshment, and Exhibition

## **4:00pm - 4:45pm Concurrent Tracks - CASE HISTORIES**

*Choose one of the following:*

- T1** Show Me the Money! Rising to the Omnipotent Challenge of Constrained Resources

- T2** Integrating Web 2.0 Tools in Your Intelligence Process
- T3** Market Intelligence Case History: New Competitor Sets, New Market Entrants
- T4** Bridging the Gap Between CI and MR

**4:45pm - 5:30pm ASK THE EXPERTS!** Panel Discussion - The Savvy Stakeholder: CI-Driven Decision-Making

**5:30pm - 6:30pm** Networking Reception

**6:45pm** Meet in Lobby for Wine and Dine Departure

## FRIDAY, MARCH 12, 2010

**8:00am - 9:30am** SCIP 2010: Breakfast Banquet & Annual Awards

**9:30am - 10:00am EXECUTIVE INSIGHTS** - Survey Insights into CEO and CI Interaction

**10:00am-10:30am** Networking, Refreshment, and Exhibition

**10:30am-11:30am Concurrent Tracks** - Interactive Breakout Sessions: Create, Communicate & Connect  
Participant-driven discussions focusing on your key challenges and concerns.

*Choose one of the following:*

- T1** CI Ethics/ Keeping on the Right Side of the Line: Best Practices for Acquiring Competitive Intelligence from a Legal Perspective
- T2** Knowledge Management
- T3** Mapping Out Competitor Value Propositions
- T4** State of the No Fly Zone 2009: Virtual "Venues" for Conducting Qualitative Research

**11:30am - 12:00pm LIVE! MOVER & SHAKER** - Interview with an Industry Luminary

**12:00pm - 1:00pm CLOSING REMARKS** - Top Take-Aways Panel

**1:00pm** SCIP 2010 General Session and Exhibition Concludes

## **Post-Conference Workshops**

**2:00pm - 5:00pm**

*Choose one of the following:*

- Program Management as a CI Core Competency
- Primary Intelligence

# AGENDA

<b>Track 1</b>	CI Professional Growth
<b>Track 2</b>	CI Tools and Techniques
<b>Track 3</b>	Competitive Strategy to Drive Growth: C- Suite CI
<b>Track 4</b>	Strategic Marketing Research and Intelligence
<b>Track 5</b>	Globalization of CI

## TUESDAY, MARCH 9, 2010

**7:00am - 5:00pm**

Conference Registration Open

### Pre-Conference Workshops

Choose one of the following:

**8:00am - 5:00pm**

CI 101

**Workshop Leaders:**

**Melanie Wing**

Director of Category Insights  
Whirlpool

**Michael Sandman**

Vice President  
Fuld & Company

**2:00pm - 5:00pm**

Technology Mapping, Competitive Technical  
Intelligence and Strategic Decisions

**Workshop Leader:**

**Dr. Gary Oosta**

President  
Patent Insights

## WEDNESDAY, MARCH 10, 2010

**8:00am - 5:00pm**

Conference Registration Open

### Pre-Conference Workshops

Choose one of the following:

**8:30am - 11:30am**

CI Transitions: Between Government and Corporate

**Workshop Leaders:**

**Bill Fiora**

Nixon Peabody LLP

**Jody Holtzman**

Senior Vice President, Research and Strategic Analysis  
AARP

How to Set-Up a World Class CI Function

**Workshop Leaders:**

**John Prescott**

Thomas O'Brien Chair of Strategy  
University of Pittsburgh

**Alessandro Comai**

Ph.D. Student, ESADE Business School  
ESADE Business IDEC-UPF

Adopting a Scenario Mindset to Thrive in the Economic Recovery

**Workshop Leaders:**

**Ken Sawka**

Managing Partner  
Outward Insights

**William Dragon**

Senior Consultant  
Outward Insights

### GENERAL SESSION

**12:45pm - 1:00pm**

Welcome & Opening Remarks

**1:00pm - 1:30pm**

**EXECUTIVE ADDRESS** - The Economic Compass

**1:30pm - 2:00pm**

**KEYNOTE** - Investing in Intelligence Technology

**2:00pm - 3:30pm**

**Concurrent Tracks** - Interactive Breakout Sessions:

Create, Communicate & Connect

Participant-driven discussions focusing on your key challenges and concerns.

Choose one of the following:

**T1** The Death of the CI Professional: The Changing Paradigm  
for Competitive Intelligence Functions and Practitioners

**Facilitator:**

**Ken Sawka**

Managing Partner  
Outward Insights

# AGENDA

- T2** The Human Intelligence in a Collection Plan  
**Facilitator:**  
**Hezi Leder**  
*Director*  
Hezi Leder Intelligence for Business Ltd.
- T2** The Holy Grail: A True Framework for Measures of Effectiveness (MOE) and ROI  
**Co-Facilitators:**  
**David Kalinowski**  
*President & Chief Operating Officer*  
Proactive Worldwide, Inc.  
**Gary D. Maag**  
*Chairman & Chief Executive Officer*  
Proactive Worldwide, Inc.
- T3** How to Secure CEO Buy-In to Your CI Program - Case Study & Global Best Practices  
**Co-Facilitators:**  
**Victor Knip**  
*Vice President*  
Global Intelligence Alliance  
**Michel Bernaiche**  
*Manager of Competitive Intelligence*  
Dunkin' Brands Inc.
- T4** CI for MR Professionals: Getting Comfortable with Uncertainty  
**Facilitator:**  
**Rob Amann**  
*Vice President, Strategic Analysis*  
ORC Guideline
- T5** Using CI to Enter Foreign Markets  
**Facilitator:**  
**Raoul Farcot**  
*Vice President*  
Cipher Systems
- EXHIBITION OPENS**  
**3:30pm - 4:15pm**  
Networking, Refreshment, and Exhibition
- 4:15pm - 5:00pm**  
**Concurrent Tracks - EXECUTIVE INSIGHTS**  
*Choose one of the following:*
- T1** Polishing a Diamond: Making Good CI Products Great!  
**Daniel Mulligan**  
*Assistant Professor*  
Mercyhurst College

- Louise Killeen**  
*Assistant Professor*  
Mercyhurst College
- T2** Black Hats and War Gaming Best Practices  
**Karen Duvall**  
*Vice President, Business Intelligence*  
L-3 Communications
- T3** Using Competitive Insights to Help Develop and Implement Corporate Strategy  
**Dale Fehringer**  
*Owner*  
Inkwell Productions  
**Melanie Wing**  
*Director of Category Insights*  
Whirlpool
- T4** Integrating CI and MR  
**Sharon Pearl**  
*Vice President*  
JPMorgan
- 5:00pm - 5:45pm**  
**Concurrent Tracks - EXECUTIVE BULLETINS**  
*Choose one of the following:*
- T1/T2** Say It and Sit Down: The 20/20 Communication Technique  
**Judith Leavitt**  
*Market Research Manager*  
Rockwell Collins, Inc.
- T3** From Product to Service: Analyzing a New Business Model  
**Michael Sperger**  
*Director of Market Intelligence*  
SAP AG
- T4** Perception Mapping and Contradiction Resolution of Voice of the Customer  
**David Conley**  
*Program Manager*  
Intel Corporation  
Principal, Innovation, LLC
- T5** The What? Who? and How of Localized Competitive Toolsets  
**Ellen Julian**  
*Director, Global Competitive Intelligence*  
Monster Worldwide

**5:45pm - 6:45pm**  
Networking Reception

# AGENDA

## 7:00pm

### Meet in Lobby for Wine and Dine Departure

The networking never ends...join your colleagues in this dutch treat gathering to kick back, relax, and enjoy a meal with new found friends. It's another great opportunity to further business relationships.

## THURSDAY, MARCH 11, 2010

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Continental Breakfast and Exhibition

### 7:45am - 8:00am

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### 8:00am - 8:30am

**KEYNOTE-** Competitive Strategy in the New Economy

### 8:30am - 9:00am

**FIRESIDE CHAT** - C-Suite Conversation

### 9:00am - 9:30am

**EXECUTIVE INSIGHT** - This is Not Your Grandfather's CI

**Ravi Parmeswar**

*Managing Director, Global Consumer Group  
Citigroup*

### 9:30am - 10:15am

Networking, Refreshment, and Exhibition

### 10:15am - 11:45am

**Concurrent Tracks** - Interactive Breakout Sessions:

Create, Communicate & Connect

Participant -driven discussions focusing on your key challenges and concerns.

*Choose one of the following:*

#### **T1** Managing Asia-Pacific CI Engagements

**Facilitator:**

**Sean Freston**

*Managing Director, Asia Pacific  
Proactive Worldwide, Inc.*

#### **T1** What Went Wrong? Lessons Learned from the Demise of CI Programs

**Co-Facilitators:**

**Paul Houston**

*President  
Rivalscape*

**Jan Herring**

*President  
Herring & Associates LLC*

#### **T2** Scenario Based Planning & War Game Strategy

**Co-Facilitators:**

**Wayne Rosenkrans**

*Vice President - Consulting / Strategy  
Fuld & Company*

**Michael Sandman**

*Senior Vice President  
Fuld & Company*

#### **T3** Blue Ocean Intelligence

**Co-Facilitators:**

**Paul Kinsinger**

*Clinical Professor and Managing Consultant  
Thunderbird School of Global Management*

**Julia Dorfmeister**

*Principal Consultant  
Thunderbird Learning Consulting Network*

#### **T4** The Impact of Real Time News on the CI and MI Functions

**Co-Facilitators:**

**Jack Reerink**

*Global Company News Editor  
Reuters*

**Michael Herley**

*Partner  
Kekst and Company*

#### **T5** Global Counterfeit Issues and CI Strategies

**Co-Facilitators:**

**Murali Parthasarathy**

*Chief Executive Officer  
Learning-Organized LLC*

**Mitul Desai**

*Managing Partner  
Learning Organized LLC*

## 11:45am - 1:00pm

### **Solutions Wheel**

Play the "wheel" and join a series of rapid-fire, one-on-one meetings with leading solution providers.

*Running concurrently with...*

### **Town Hall #1** - Discussion Forum

*and*

### **Town Hall #2** on The Global Economy and the New Consumer

**Moderator:**

**Sarah Boumphrey**

*Global Countries and Consumers Research Manager  
Euromonitor International*

# AGENDA

## 1:00pm - 2:00pm

### The Power Lunch: Networking Roundtables Hosted by Industry Leaders

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## 2:00pm - 3:15pm

### Concurrent Tracks - Interactive Breakout Sessions:

Create, Communicate & Connect

Participant-driven discussions focusing on your key challenges and concerns.

Choose one of the following:

#### T1 Numbers Gone Wild: Or, Precision In, Garbage Out

**Facilitator:**

**Mark Chussil**

*Founder and Chief Executive Officer*

*Advanced Competitive Strategies, Inc.*

#### T2 Creating and Using Dynamic Topic Maps to Visualize Your Business Environment

**Co-Facilitators:**

**Jesper Martell**

*Chief Executive Officer*

*Comintelli*

**Daniel Thomasson**

*Project Manager, Mapping*

*Comintelli*

#### T2 Using Patent Intelligence to Benchmark Against Competitors

**Facilitator:**

**Ric Sneed**

*Product Specialist*

*Thomson Reuters*

#### T3 Right Brain Intelligence for a Left Brain World: New Approaches for Competitive Analysis

**Facilitator:**

**Fred Wergeles**

*Principal*

*Fred Wergeles and Associates LLC*

#### T4 Competitive Assessment in the Defense Industry—Lessons from the Trenches

**Facilitator:**

**Bob Nugent**

*Vice President, Advisory Services*

*AMI International*

#### T5 C(S)I: Off-shored Cases Autopsy

**Co-Facilitators:**

**Iris Marie Mission-Lorenzo**

*Research Director*

*Global Business Research Support*

**Kent Potter**

*Managing Director*

*Bennion-Robertson, Incorporated*

## 3:15pm - 4:00pm

Networking, Refreshment, and Exhibition

## 4:00pm - 4:45pm

### Concurrent Tracks - CASE HISTORIES

Choose one of the following:

#### T1 Show Me the Money! Rising to the Omnipotent Challenge of Constrained Resources

**Peter Shaw**

*Senior Vice President & Chief Financial Officer*

*Midwest Employers Casualty Company*

**Jody Holtzman**

*Senior Vice President, Research and Strategic Analysis*

*AARP*

#### T2 Integrating Web 2.0 Tools in Your Intelligence Process

**Phil Britton**

*Market Intelligence Lead*

*Best Buy Company*

#### T3 Market Intelligence Case History: New Competitor Sets, New Market Entrants

**Susan Lang**

*Vice President Strategy*

*Express Scripts*

*Introduced by Shift Central*

#### T4 Bridging the Gap Between CI and MR

**Anca Costea**

*CI/MI Analyst, Healthcare*

*Covidien*

**Nanette Bulger**

*Senior Sector Director, Market Intelligence*

*Philips Healthcare*

## 4:45pm - 5:30pm

### ASK THE EXPERTS! Panel Discussion - The Savvy Stakeholder: CI-Driven Decision-Making

**Moderator:**

**Scott Leeb**

*Vice President, Business Intelligence*

*Prudential Retirement*

# AGENDA

**5:30pm - 6:30pm**

Networking Reception

**6:45pm**

Meet in Lobby for Wine and Dine Departure

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**FRIDAY, MARCH 12, 2010**

**8:00am - 9:30am**

SCIP 2010: Breakfast Banquet & Annual Awards

SCIP Program Committee

**9:30am - 10:00am**

**EXECUTIVE INSIGHTS** - Survey Insights into CEO and CI Interaction

**David Frigstad**

*Chairman*

*Frost & Sullivan*

**10:00am - 10:30am**

Networking, Refreshment, and Exhibition

**10:30am - 11:30am**

**Concurrent Tracks** - Interactive Breakout Sessions:

Create, Communicate & Connect

Participant-driven discussions focusing on your key challenges and concerns.

*Choose one of the following:*

**T1** CI Ethics/ Keeping on the Right Side of the Line:  
Best Practices for Acquiring Competitive Intelligence  
from a Legal Perspective

**Co-Facilitators:**

**Robert Milligan**

*Partner*

*Seyfarth Shaw LLP*

**Kurt Kappes**

*Attorney*

*Seyfarth Shaw LLP*

**Michael Wexler**

*Attorney*

*Seyfarth Shaw LLP*

**T2** Knowledge Management

**T3** Mapping Out Competitor Value Propositions

**Facilitator:**

**Erik Glitman**

*Managing Director*

*Fletcher/CSI*

**T4** State of the No Fly Zone 2009:

Virtual "Venues" for Conducting Qualitative Research

**Facilitator:**

**Jeffrey C. Adler**

*President*

*Centrac DC*

**11:30am - 12:00pm**

**LIVE! MOVER & SHAKER** - Interview with  
an Industry Luminary

**12:00pm - 1:00pm**

**CLOSING REMARKS** - Top Take-Aways Panel

**1:00pm**

SCIP 2010 General Session and Exhibition Concludes

**Post-Conference Workshops 2:00pm - 5:00pm**

*Choose one of the following:*

Program Management as a CI Core Competency

**Workshop Leader:**

**Michael Sperger**

*Director of Market Intelligence*

*SAP AG*

Primary Intelligence

**Workshop Leader:**

**Roger Phelps**

*President*

*Phelps Research Services*

# Sponsors & Exhibitors

## STRATEGIC PARTNER:



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## EXHIBITORS:

Allis Information Systems

Centrac

Navigate International

SIS International

## VENDOR ALLEY:

Greenfield Online

# SCIP 2010 Registration

## How to Register

- Complete the form below and return it to SCIP via **fax** to: +1.703.739.2524, or
- Mail to:**  
SCIP Registration  
1700 Diagonal Rd., Suite 600  
Alexandria, VA 22314, USA

## Select Your Registration Category:

	Early Bird (Ends December 31)	Regular Rate	Onsite Rate
<b>Full Registration</b>			
SCIP Members	<input type="checkbox"/> \$1,250	<input type="checkbox"/> \$1500	<input type="checkbox"/> \$1700
New Members* (Includes Join Fee)	<input type="checkbox"/> \$1,545	<input type="checkbox"/> \$1745	<input type="checkbox"/> \$1945
Non-Members	<input type="checkbox"/> \$1600	<input type="checkbox"/> \$1,800	<input type="checkbox"/> \$2,000
Academic/Student/ Government**	<input type="checkbox"/> \$945	<input type="checkbox"/> \$1,345	<input type="checkbox"/> \$1,445
Group Member Rate <sup>†</sup>	<input type="checkbox"/> \$1,150	<input type="checkbox"/> \$1,250	<input type="checkbox"/> \$1,450
Spouse Pass, Full Conference	<input type="checkbox"/> \$500	<input type="checkbox"/> \$550	<input type="checkbox"/> \$600
<b>Daily Registration</b>			
SCIP Members	<input type="checkbox"/> \$1,000	<input type="checkbox"/> \$1,100	<input type="checkbox"/> \$1,200
New Members* (Includes Join Fee)	<input type="checkbox"/> \$1,295	<input type="checkbox"/> \$1,345	<input type="checkbox"/> \$1,545
Non-Members	<input type="checkbox"/> \$1,350	<input type="checkbox"/> \$1,400	<input type="checkbox"/> \$1,600
Academic/Student/ Government**	<input type="checkbox"/> \$675	<input type="checkbox"/> \$725	<input type="checkbox"/> \$975

\*\* contact SCIP for eligibility requirement <sup>†</sup>per person, groups of five or more

## Workshops

	Member	Non-member
<b>Full Day Workshop</b>		
TUESDAY, MARCH 9, 2010		
CI 101	<input type="checkbox"/> \$955	<input type="checkbox"/> \$1230
<b>Half Day Workshop</b>		
TUESDAY, MARCH 9, 2010		
Technology Mapping, Competitive Technical Intelligence and Strategic Decisions	<input type="checkbox"/> \$588	<input type="checkbox"/> \$868
WEDNESDAY, MARCH 10, 2010		
CI Transitions: Between Government and Corporate	<input type="checkbox"/> \$588	<input type="checkbox"/> \$868
How to Set-Up a World Class CI Function	<input type="checkbox"/> \$588	<input type="checkbox"/> \$868
Adopting a Scenario Mindset to Thrive in the Economic Recovery	<input type="checkbox"/> \$588	<input type="checkbox"/> \$868
FRIDAY, MARCH 12, 2010		
Program Management as a CI Core Competency	<input type="checkbox"/> \$588	<input type="checkbox"/> \$868
Primary Intelligence	<input type="checkbox"/> \$588	<input type="checkbox"/> \$868

First Name \_\_\_\_\_ Last Name \_\_\_\_\_

Title \_\_\_\_\_

Organization \_\_\_\_\_

Address \_\_\_\_\_

\_\_\_\_\_

City \_\_\_\_\_

State/Province, ZIP/Postal Code, Country \_\_\_\_\_

Telephone \_\_\_\_\_ Fax number \_\_\_\_\_

Email \_\_\_\_\_

## Method of Payment

Enclosed is a **check** in the amount of: \_\_\_\_\_

Payment by **credit card**

VISA     Master Card     American Express

Amount to be charged \_\_\_\_\_

Card number \_\_\_\_\_

Card expiration date \_\_\_\_\_

Card security number (VISA and MC, last three digits on back of card;  
AMEX four digits above account number) \_\_\_\_\_

Cardholder name (please print) \_\_\_\_\_

Cardholder signature \_\_\_\_\_

**For payment by wire transfer, please contact SCIP Member Services at [memberservices@scip.org](mailto:memberservices@scip.org) or +1.703.739.0696. All prices are in U.S. dollars.**

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