

The Los Angeles Chapter, APA, PMB 527, 11301 W. Olympic Blvd., Los Angeles CA 90064

LUNCH MEETING

The Los Angeles Chapter, APA, Presents:

Phil Calandra

**Best Practices in the Selection and Management
of a Payroll/HRIS Vendor**

RADISSON HOTEL

6161 West Centinela Avenue
Culver City, CA 90230
310-348-4511

WEDNESDAY, July 21, 2004 - 11:30am—2:30pm

Topics to include...

- **Assessing your needs**
- **Defining your ideal service model**
- **Vendor identification**
- **RFP or RIP?**
- **Reference Roulette**
- **Contracts Negotiations**
- **Managing the Relationship for the long run**

**Register On-line
www.laapa.org**

Our Speaker:

Phil Calandra is Vice President of Business Development for EBS On Line, a Northern California based Payroll and HRIS Application Service Provider. Prior to joining EBS, Calandra was Senior VP of Sales & Business Development for an Internet based employee benefits administration ASP that was sold to UnumProvident Corporation. Prior to that he held senior level business development and alliance positions with The Baan Company (a global ERP provider) and Ceridian Employer Services. Prior to Ceridian, Calandra had a long and highly successful sales management and product marketing career with ADP.

All Payroll Managers and Human Resource Managers are encouraged to attend.

See Reverse Side for Registration Form

Location:

6161 West Centinela Avenue
Culver City, CA 90230
310-348-4511

Fee: Includes Lunch

\$35.00 LAAPA Members.
\$45.00 Non-Members

For Additional questions, and Late Registration, please call - Yolanda Brown, CPP 310-559-1921

REGISTER ONLINE - www.laapa.org

This Meeting Qualifies for C.E.U.s

Register On-line
www.laapa.org

Use this space to ask questions of our speaker(s)

Price: \$ 35.00 LAAPA Members . \$45.00 Non-LAAPA Members

IF you don't have internet access (www.laapa.org) please complete this form and return by mail.
Call for late registration!

Mail with your check to: Los Angeles Chapter, APA, PMB 527, 11301 W. Olympic Blvd., Los Angeles CA 90064

Enclosed is a check in the amount of \$ _____ payable to The Los Angeles Chapter, A.P.A..

Member Name _____ Email _____ Guest Name _____ Email _____

Company Name _____ Daytime phone # () _____

Company Address _____