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A monthly publication of the Institute of Supply Management - Nevada, Inc.

January 2012

Upcoming Events

January 2012

- 10 – Board Meeting
- 18 – Joint Breakfast Meeting NCMA
– “Contract Negotiations” Las Vegas
- 26 – Dinner Meeting “Changes in the Tax Law”– Reno
- 31– Webinar - "Manage Supplier Risk: Be Proactive Using Diverse Market Intelligence" **FREE**

February 2012

- 7 – Board Meeting
- 24 – Board Election Nominations Due
- TBD– Dinner Meeting – Reno

March 2012

- 8 – Board Elections Due
- 13 – Board Meeting
- TBD– Dinner Meeting – Reno

April 2012

- 11 – Supplier Opportunity Fair



BaltiMore!
Maryland | May 6-9, 2012

Check www.ismnv.org for details

Check out the details for all events at:

www.ismnv.com
www.ismnv.com

A HAPPY
NEW YEAR

“2012”

President's Corner

Carol Ellenbecker, C.P.M.



Here it is 2012 – How fast 2011 seemed to fly by!

For those of you who joined us for our “Holiday Mixer” at Bahama Breeze I want to thank you from the Board of Directors and Officers for attending, and I believe everyone had a great time and we look forward to seeing you at our next event!

Upcoming Events: Board Meeting January 8th 2012.
January 17th joint meeting with NCMA and speaker-Kevinn Donovan-Sands Corp.

With the beginning of the New Year it is our pleasure to invite you to join ISMNV, below is a list and explanation for the different types of memberships offered by ISM:

Who can join? Any person interested in the supply management field shall be eligible to be a Direct Member or Regular Member of an Affiliated Association provided that such person does not solicit business on behalf of such person or his or her employer during meetings of any ISM activity, including without limitation, meetings of Affiliated Associations (including chapters) ISM Committees and ISM Groups and Forums (as defined in Policy).

Join ISM today and become part of a powerful network of 40,000+ supply management professionals who lead and shape supply management today and in the future.

Regular Membership — includes membership with, and benefits from, both ISM and your choice of one of 150+ affiliated organizations. ISM's affiliates offer benefits that include volunteer and leadership opportunities, professional development opportunities, valuable contacts with peers including local networking, educational events, certification preparation and opportunities to accrue CEHs for recertification while taking advantage of member pricing. While most people select an affiliated organization based on their location, non-geographic, industry-based affiliates are available as well. This category of membership is by far the most popular option, comprising 85% of our total membership.

Direct Membership — includes membership with and benefits from ISM only. No affiliate membership is included. This category of membership is generally preferable for those that do not have a geographic affiliate nearby or a non-geographic affiliate within their industry or area of interest. Renewal incentives and automatic membership renewal are available.

International Membership — this is essentially a Regular Membership for those living/working outside the United States. This category of membership includes membership with, and benefits from, both ISM and your choice of one of a growing number of international affiliates including Canada, China, Korea, Mexico, South East Asia and more.

Student and Academic Membership — ISM strongly encourages students and academics interested in supply management to join the association. This category offers dues-free membership to full-time students and academics who meet certain criteria.

* Those living outside the United States may also join as a Regular member through any of ISM's 150+ affiliates or as a Direct member.

Newest Membership category: Become an ISM Corporate Member

ISM Corporate Program — provides ISM Direct Membership and a wealth of other products and services for every supply management professional within a company, including wholly-owned subsidiaries, worldwide. Enrolling in the Corporate Program is an easy way to give every employee the benefits of ISM membership, insights into the business environment and professional support — all for one annual fee. Invest in the future of your organization by enrolling in the ISM Corporate Program today.

What can ISM do for you? There are over 20+ Reasons to Join Today

Visit www.ism.ws to view “Membership” reasons to join!

[Go to our website: ISMnevada.COM](http://www.ismnevada.com) events and upcoming Educational opportunities

“Let’s start the New Year by attending an ISMNV event!”

Respectfully,

Carol Ellenbecker, C.P.M.

President ISM-NV

Joint meeting with NCMA and ISM-Nevada

"Contract Negotiation"

Speaker - Kevinn Donovan, Director of Development Contract Administration, Las Vegas Sands

Kevinn Donovan, the Director of Development Contract Administration from the Sands Las Vegas Corporation will be joining us and speaking on Design and Development Procurement and Contracts. Highlights will include:

- Design & Development services - not always about the price
- Contracting Domestic vs. International services
- Lessons learned from the building of the Cosmo
- Negotiating Design & Development Work



About the Speaker

Prior to joining Las Vegas Sands, Kevinn graduated from Texas A&M University with a major in construction science and was most recently the Sr. Contracts Manager at The Cosmopolitan.

In his current role, Kevinn is responsible for development contract negotiations ranging from design contracts, construction contracts and development consultant contracts. Kevinn also supports the Development organization to enhance/streamline their processes, ensuring well negotiated contracts with aggressive costs and appropriate company protection.

When Kevinn is not at work, he enjoys spending time with his wife and four children, playing the drums, running and driving German sports cars.

*** 1 Continuing Education Hours (CEH) will be given to attendees**

Time: 7:00 am - 8:30 am

Location: Omelet House,

2160 W. Charleston Blvd, Las Vegas, NV, 89102 (1 block west of UMC)

Cost: \$15 Members
\$20 Guests

Register on line: www.ismnv.com

2011 ISM Award Programs Nomination Deadline – January 31, 2012

This is a reminder that the nomination deadline for ISM's **2011 Award Programs** is **January 31, 2012**.

The ISM [Persons of the Year Awards](#) honor members who go beyond the regular scope of work to make outstanding contributions to ISM and the profession. The five ISM Persons of the Year Awards are:

- Education/Learning Person of the Year
- Innovation/Creativity Person of the Year
- Leadership Person of the Year
- Marketing/Communicating Person of the Year
- Volunteer Person of the Year

The ISM [Affiliate Excellence Awards](#) and the [Groups and Forums Excellence Awards](#) recognize those affiliates and Groups and Forums that demonstrate excellence in their professional operations, educational offerings and recruitment, and training and retention efforts, while at the same time communicating the value and prestige of the Institute for Supply Management™ and the supply management profession.

Awards for 2011 will be presented to award recipients at the **Volunteer Appreciation Breakfast** held during the 97th Annual ISM International Supply Management Conference and Educational Exhibit on **Monday, May 7, 2012** in Baltimore, Maryland.

For more information about these recognition programs, click on the links within this e-mail or go to www.ism.ws and select Members Only, Affiliate Resources, Affiliate Support, and then [ISM Award Programs](#).

If you have any questions, please contact Linda Thomas by e-mail at lthomas@ism.ws or by phone at 480/752-6276 or 800/888-6276, extension 3041.

We look forward to receiving your nominations!

News From The North

January Dinner Meeting



Speaker: Kevin Berge
Owner of TaxCrafters Reno

"Changes in the Tax Law"

Time: 5:30 – 8:30 PM

Location: Claim Jumper

4905 S Virginia, St. Reno, NV 89502

Note: Additional information for this event will be email to member later in the month.

January 31 Web Seminar: "Manage Supplier Risk: Be Proactive Using Diverse Market Intelligence"

Date: Tuesday, January 31, 2012
Time: 2 p.m. EST/11 a.m. PST
Price: No cost
Length: 60 minutes
Host: ISM
Sponsor: LexisNexis.

Successful supplier risk management provides organizations with effective planning, as well as better risk avoidance — all fueled by the need for transparency. Monitoring and managing risk is becoming essential to preserve capital, organizational integrity and brand equity. Regardless of industry, common areas that require continuous monitoring include regulatory compliance, fraud prevention and corporate social responsibility.

Based on supplier insights from market research and real-world case studies, this web seminar offers different approaches to leverage supplier-based (and market-driven) data. These tried-and-true approaches create a holistic strategy that proactively manages supplier risk within the enterprise. Discover practical takeaways to help you implement or improve upon your current supplier risk strategies.

Learning objectives:

- Understanding supplier management and the context of supplier risk
- Review research that discusses current state of supplier risk enablement
- Introduce case studies that demonstrate how market data is being used
- Review the types of data being provided for assessing supplier risk.

[Online registration](https://event.on24.com/eventRegistration/EventLobbyServlet?target=registration.jsp&eventid=391304&sessionid=1&key=4065B5F40161CA025FAA0765A149D179&partnerref=ismm&sourcepage=register)

<https://event.on24.com/eventRegistration/EventLobbyServlet?target=registration.jsp&eventid=391304&sessionid=1&key=4065B5F40161CA025FAA0765A149D179&partnerref=ismm&sourcepage=register>



DO YOU BELIEVE IN GOD? AND SANTA CLAUS?

As we all know, in 2009 ISM (Institute of Supply Management) stopped issuing any new C.P.M. (Certified Purchasing Manager) professional certifications. Instead, they announced that they were updating that certification and henceforth would issue only their replacement certification, the new C.P.S.M. (Certified Professional in Supply Management). Some protested that move but I was not one of them because, as we know, the times are changing and I believed that the C.P.M. *did* need to be upgraded. But where they lost me and other supporters of change was when they decreed that only persons with college degrees would be allowed to take the tests and obtain their C.P.S.M.

What does this have to do with God and Santa Clause?

The believers prayed that ISM would come to its senses and reinstitute the C.P.M. so non-degreed professionals would be able to further their careers by obtaining a professional certification. The non-believers joined in by starting letter-writing campaigns and deluging ISM with petitions decrying their actions as totally unfair since this move prevented all non-degreed persons from ever obtaining a professional certification. ISM did not relent. Until now!

I don't know if it was the actions of the believers or the non-believers that made the difference but (as was announced in the Newsletter last month) ISM has recently announced that they have developed yet another, new certification, the CSM, (Certified in Supply Management). No, it is not exactly a return of the C.P.M. but it does allow non-degreed persons to take exams and obtain their professional certification. And since in this day and age a professional certification is almost mandatory for those wanting to progress in their careers, I have to cheer ISM for doing the right thing.

But what does that have to do with Santa Clause?

Santa, er, I mean ISM, gave us a Christmas present when they determined that their Study Materials for the CSM exams are exactly the same as for the CPSM exams. So, only one set of Study Guides and one set of matching textbooks will have to be purchased by you or your entity, regardless of which exam(s) you or your colleagues want to study for. And, yes, that means that all Study Groups, whether within your company or ISM-NV, will be able to study together and assist each other in preparing for these tests.

And ISM-NV has these study materials on sale now at a price that is lower than what you would pay if you went directly to ISM for them!

Wait, there is more! Jim Haining, our ISM-NV Executive Director, recently sent out an e-blast letting everyone know that Santa, I mean ISM, gave us yet another gift. In celebration of Supply Management Month, March 2012, they are offering their Affiliates the opportunity to hold discounted onsite CPSM and CSM exams (paper-and-pencil format only) for \$50 per exam. This offer applies to CPSM and CSM Exams 1, 2 and 3 only (not for the Bridge Exam). How much of a Santa present is this? The usual cost is \$189 per test. You can't afford *not* to take these exams!

If you are interested in taking the exams between March 1st and March 31st please contact Jim. ISM requires a minimum of 5 exams to be taken at any one location so let Jim know as soon as possible so he can make the necessary arrangements.

Ah, you bah-humbuggers, how can you *not* believe in Santa now?

Those wanting to obtain more detailed information about either the CPSM or the new CSM can go to ISM's website, ism.ws, and read the FAQs in their Professional Credentials link. Still have questions? Call ISM at 1-800-888-6276. Still have questions? Contact me at ashbybob@embarqmail.com and together we will find the right certification for you and the best way to prepare for taking the tests

But first, respond to Santa/ISM-NV's e-blast and tell Jim that, yes, you recognize the need for a professional certification in today's competitive job market and, yes, you want to take advantage of the opportunity they have presented and that, yes, you *do* believe in Santa Claus.

Bob Ashby, C.P.M., CPCM, at ashbybob@embarqmail.com

Job Openings

Procurement Manager – Southern Nevada Regional Housing Authority

The Southern Nevada Regional Housing Authority is currently recruiting for the position of Procurement Manager, salary \$58,906 - \$94,162 per annum.

This position manages all procurement and materials management activities, performs professional and supervisory work, responsible for ensuring departmental compliance with applicable policies, laws, codes, and regulations and develops and administers the annual budget, and maintains absolute confidentiality of work-related issues, client records, and SNRHA information.

The duties listed below illustrate the various types of work performed. The omission of specific statements regarding duties does not exclude them from the position if the work is similar, related, or a logical assignment in association with this position. Plan, organize, direct, control, prioritize, assign, supervise, and review the work of staff responsible for Authority procurement activities; assign and monitor workloads; and be final decision maker on matters of significance for the department/work group. Select vendors, assesses vendor capabilities, develop alternate sources, and evaluate vendor performance, negotiate price and delivery. Prepare cost analyses; administers purchase order provisions; administers purchase order provisions; and assist users regarding contractor/service provider performance/compliance with contract provisions. Participate in the development and administration of the annual budget in accordance with Housing Authority standards.

For Additional Information or to Apply: Please visit our web site at www.snvrha.org or an application can be picked up 5390 East Flamingo Road, Las Vegas, Nevada 89122. Recruitment open until Thursday, January 5, 2012. (NO Phone Calls) SNVRHA is an EQUAL OPPORTUNITY EMPLOYER.

Caesars Entertainment Corp. Las Vegas 24 job openings in the Procurement-Sourcing Dept.

Apply at:
<https://caesars.hodesiq.com/careers>

Venetian Resort:

Procurement Spend Management Analyst

Buyer - Furniture, Fixtures & Equipment

Manager, Supplier Quality

Details on line www.ismnv.com

Scholarship Opportunities

- **ISM National Seminars - Las Vegas**
- Jan 25 - 27 "[Power Negotiations: Unlock Your Powers of Influence and Persuasion](#)", #4577
- Feb 27 - 29 "[Fundamentals of Purchasing: The Building Block of World-Class Professionalism](#)", #4535
- Apr 19 - 20 "[Administering Contracts: From Start To Finish](#)", #4305

Register on Line at
<http://www.ismnv.org/text/scholarshipsappform.htm>

The above seminars are all being held in Las Vegas, NV. Scholarship Opportunities for ISM National Seminars require the recipient to act as Onsite Coordinators. Your duties as the Onsite Coordinator will be to check in all attendees, distribute materials, help the instructor as requested and be there to do anything else that needs to be done. For this you get to attend the seminar free of charge (Lodging, transportation not included). You will need to be there for the full day(s), so be sure to get your management's approval to attend before applying.

Mission

ISM-Nevada will serve supply management professionals as the "low cost" ISM affiliate through certification, education, leadership development and networking.