

Buy *Liner*

Upcoming Events

February 2010

11-ISM Satellite Seminar "Talent and Career Management for Supply Professionals", Reno
(Postponed in Las Vegas)

17- Board Meeting, Las Vegas

17 - No-Cost Webinar - "Hackett Group 2010 Key Issues Study: Results and Analysis"

24- "When Low Isn't Good Enough: How and When to Reject the Lowest Bidder" - Breakfast Meeting, Las Vegas

March 2010

Election of Board Members

10 - Supplier Opportunity Fair - Register On-line - www.ismnv.org

10- Board Meeting, Las Vegas

April 2010

13 - Dinner Meeting - Las Vegas
Details to follow

22-ISM Satellite Seminar, "Rails, Road, Water and Air: Logistics, Inventory and Distribution" Las Vegas and Reno

25-28- ISM International Conference

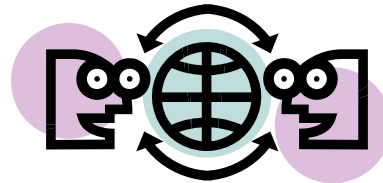
Check www.ismnv.org for details

Check out the details for all events at:

www.ismnv.com
www.ismnv.com

President's Corner

By June Weedon, C.P.M.



The Supplier Opportunity Fair is just around the corner--March 10, 2010. The Supplier Opportunity Fair is a "reverse" fair--the buyer is in the booth--the suppliers come to you. As I reviewed the list of ISM-NV members, I was amazed at the talent in our organization. Share your talent with us--we need your help! Please contact me (876-4627). Kathy Kim (876-9481) or any other ISM-NV Board Member and commit to a booth. The booth and the luncheon are free to member organizations and the staff who man your booth. Your time commitment is nominal--the Fair is 9 a.m. -12 Noon, followed by lunch, the Silent Auction and then the awards presentations. This year we are combining the Fair with our Supplier/Buyer Recognition lunch. Instead of holding a separate dinner, we will recognize the Bob Ashby "Excellence in Supply Management" Award winner, the Buyer of the Year Award winner, and the Supplier of the Year Award winner at the luncheon. This should be a great time and minimize our time away from your office. Volunteer and help others be prepared for the opportunities afforded them. This is the only fund raiser that we do each year. The proceeds further education in supply management and help us keep our dues the lowest in the nation. I look forward to hearing from you! This month's article was taken from The ISM Advantage: Opportunities for Leadership, Schultz, David, A.P.P., ISM Affiliate Support. "Volunteering--What's in It for me?" February 2003.

Regards,
June Weedon, C.P.M.
President ISM-NV

I S M - Nevada, Inc. – Capitol Area

The 2010 "kick-off" meeting went well. Mr. Brice Bohlander from Edward Jones gave us some great insights into 2010 from a financial point of view...Some valuable information for us individually and professionally.

The next meeting will be held during the break in the I S M Satellite Seminar (between 9:00 a.m. and 9:30 am) on Thursday, February 11, 2010. The Satellite Seminar will be hosted by the Washoe County School District at the Purchasing Department at the Brown Center, 14101 Old Virginia Road, Reno, NV 89521.

The Seminar is titled:

"Talent and Career Management for Supply Professionals". The seminar begins at 7:00 a.m. and concludes at 11:30 a.m. with the 1/2 hour break, during which we'll have a brief business meeting.

Attendance at the Seminar is worth four (4) hours educational time towards your CPSM, C.P.M., and / or A.P.P. recertification. You reach the WCS D Brown Center from U.S. 395 freeway exit Del Monte Ranch Parkway, head west on Del Monte Ranch Parkway to Old Virginia Road. Turn south on Old Virginia Road and follow it until it ends at the Brown Center (old Brown School). From U.S. 395 South Virginia Street, turn east on Del Monte Ranch Parkway to Old Virginia Road. Turn south on Old Virginia Road and follow it to the Brown Center. Please bring your own coffee and refreshments.

The Capitol Area of I S M - Nevada, Inc. has an opening for one Director to serve on the Board of Directors of I S M - Nevada, Inc. for two (2) years...Please check the I S M - Nevada, Inc. website for details and how to apply.

See you on Thursday, February 11th at the WCS D Brown Center at 7:00 a.m.

Volunteering — What's In It for Me?

Why should you volunteer with your local ISM affiliate?

Group or Forum? Because volunteering with ISM will benefit you personally! That's right — volunteering brings many benefits to you, the volunteer, not just the people you serve. People like you volunteer their time and talents every day to help others and even to help themselves. Many people who volunteer with ISM report that the personal benefits they receive from their efforts far outweigh the small sacrifices of time and talent that may be required. Many of the main benefits members can gain from volunteering some of their time and energies to ISM are truly in the best interest of the individual:

- To learn new skills or enhance existing ones
- To gain status or increased visibility — to be noticed and recognized

- To enhance your résumé
 - To expand your network
 - To gain leadership experience
 - To explore new career opportunities
 - To be an instrument of change
 - To receive special perks
 - To feel good
 - To keep busy
- You have probably considered volunteering on several occasions but may have held yourself back for a variety of reasons. Perhaps you felt that you didn't have the time to take on additional responsibilities. Who wants to add volunteer responsibilities to a plate that is probably already full with employment, family, and community responsibilities? Busy volunteers report that one of the benefits they gain from volunteering is enhanced skills in time management, delegation, and prioritization to help them more effectively handle their many responsibilities. Volunteering benefits the volunteer! So, be selfish — volunteer.

The ISM Advantage: Opportunities for Leadership, Schultz, David, A.P.P., ISM Affiliate Support. "Volunteering--What's in It for me?" February 2003, p. 2.

Mission

The Nevada Association of Purchasing and Supply Management will lead supply management professionals in Nevada and other states through professional credentials, education, leadership development and networking.



Improving Your Marketability Through The CPSM

You know that in these economic times, with all of the cost-cutting and down-sizing, that you need your professional certification. As public sector procurement professional you can obtain your CPPB (Certified Public Purchasing Buyer), your CPPO (Certified Public Purchasing Professional), or you're CPSM (Certified Professional in Supply Management). If you are in the private sector, though, your only option is to obtain your CPSM. A future article will discuss the CPPB and CPPO but for now, let's just talk about how ISM-NV can help you improve your marketability by getting your CPSM

One way is to just have me tell you what materials to buy and then let you do all of your studying by yourself. There is no fee for this.

A second way is for me to (1) tell you what materials to buy and (2) provide you with my "Cross-Reference" notes. I provide a cross-reference between the Tasks of the 3 Study Guides and the Chapters of the 3 textbooks. This, of course, lets you home in on where exactly to look up particular issues that you need to study in more depth. This is valuable since even though each textbook is supposedly applicable only to one Study Guide, in reality the same issue is often addressed in more than one of the textbooks. I will also (3) provide you with additional Sample Exam questions, beyond what is available through ISM. These questions were mostly written by folks who are on the ISM exam writing team. I also (5) identify what "outside readings" ISM asks its exam question writers to use when writing exam questions. Additionally, (6) I provide a Self-Assessment handout that will let you know whether or not you are ready to take each exam. Last, (7) I provide a list of "hot topics" that ISM emphasizes over and over in its writings and in its exam questions. This "Option Two" has a fee of \$40 per exam.

A third way is for me to do everything I identify in Option Two but to then add personal assistance, via e-mails daily or as often as you wish, to your studying. This assistance allows you to have answers to your questions AND explanations as to why I gave those options. Why is this valuable? Because I am one of the ISM exam writers, I understand the thinking of ISM and the thinking of the other exam writers. This option has a total fee of \$95 per exam and, yes, includes everything in Option Two.

Let me know which option you want. To get you started, I am including here the questions that are usually asked by those choosing any of the above options - AND - what my answers are to those questions. (If you have other questions, just ask.) Here they are:

1. What study materials are required to prepare for the test?
Study Guide # 1 (299 pages)
Textbook "Foundation of Supply Management" (320 pages)

Study Guide # 2 (299 pages)
Textbook "Effective Supply Management Performance" (340 pages)

Study Guide # 3 (348 pages)
Textbook "Leadership in Supply Management" (317 pages)

NOTE: These Study Guides and textbooks are available from ISM-NV only as a package. And buying them from ISM-NV is less expensive than buying them directly from ISM.

1. ISM says you must also use "outside materials" to pass the exams. I identify what "outside readings" ISM's Exam Question Writers use to pull questions from.
2. What are the exams comprised of?
See Pages xxv – xxxviii of Study Guide # 1 – NOT Page xi of Study Guide # 1

3. How many questions are on each exam?
165 questions on exams # 1 & 2 and 180 questions on exam # 3
This is explained in the Study Guide.
4. How much time is there to complete each exam?
165 minutes for exams # 1 & 2 and 180 minutes for exam # 3. This is explained in the Study Guide.
5. Scoring, Equating & Scaling
Scoring: "approximately" 70% of the answers must be correct. This is explained in the Study Guide.
Equating: the # of correct answers needed is only "approximate" because not all tests are equal/identical. This is explained in the Study Guide.
Scaling: Your test scores will be "scaled" to fall into the range from 100 to 600. You need a 400 to pass. This is explained in the Study Guide.
6. What are the types/styles of exam questions?
Same as were on the C.P.M. exam

See Sample Exam Questions and Answers - ISM sells a Sample Exam kit that encompasses questions from all 3 tests. I provide other tests.
7. What mindset should I have as I take the tests?
Per page xii of Study Guide # 1, the subject matter is geared toward those at the manager level and above
8. What Study Guide Tasks and sub-tasks are covered on the tests?
See pages xxxiii & xxxiv of Study Guide #1 – NOT pages xxi, xxii and xxiii of Study Guide # 1.
Also see my "Cross-Reference" notes. I provide a cross-reference between the Tasks of the 3 Study Guides and the Chapters of the 3 textbooks.
9. How will I know if I am ready to take the test?
See the Self-Assessment handout. I provide this.
10. What "hot topics" does ISM emphasize on the exams?
I provide a list of 20 of these in advance of your studying.

Ready to compete in our chosen profession? Ready to start? If so, e-mail me at ashbybob@embarqmail.com

- Book 1 — [Foundation of Supply Management](#)



- Book 2 — [Effective Supply Management Performance](#)



- Book 3 — [Leadership in Supply Management](#)



[Order your CPSM Study Materials at a HUGE Discount](#)

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Why Should You Strive To Achieve It Or Any Other Award?



Immediately following ISM-NV's annual Supplier Opportunity Faire last year, the Annual Awards Dinner was held. At that dinner there were three main awards given out, (1) the Buyer of the Year, (2) the Supplier of the Year, and (3) the RCA award. What are these awards and why should you care about them?

First, the Buyer of the Year award is given to a Buyer or Contracts Administrator who is being recognized for his/her above-and-beyond-the-call-of-duty efforts in representing his/her institution or company. This is a very impressive award since it recognizes someone who goes the extra mile. It shows the Buyer/Contracts Administrator that his/her efforts were recognized and appreciated – whether by a boss, a Supplier, a peer, a user or whoever. I think we all know someone who fits this description. (Who do YOU know?) I think we are all (especially bosses) remiss if we do not acknowledge that special member of our organization. Even if your nominee does not win the award, it shows that person that the value that he/she brings to the table is appreciated.

Second, the Supplier of the Year award is given to a supplier who, like the Buyer/Contracts Administrator noted above, is being recognized for his/her above-and-beyond-the-call-of-duty efforts in helping our entity or company keep operating like a well-oiled machine and who continually assists us in staying on top of what is happening in the marketplace. It is difficult for me to figure if this award is slightly more important than the first one or if it is just equally important. Who among us has not benefited from that “special” sales rep? By nominating your favorite rep, even if he/she does not win the award, it shows that person that we appreciate the value that he/she brings to the table. I am sure that we all know someone who fits this description, too, and I think we are missing a great opportunity for even more assistance and cooperation if we do not acknowledge that special sales rep. Which one of YOUR reps fits this description?

Third, the top Purchasing and Supply Management award that can be garnered is the “RCA” Award. What in the world is that? Well, the full name is really the RCA Excellence in Purchasing award. Get that? “Excellence in Purchasing”. It recognizes an individual in our organization who has not just gone above-and-beyond-the-call-of-duty this year but, rather, who continually over the years has done that. It goes to someone who is the consummate Purchasing and Supply Management professional, one who has shown that he/she has not just accepted a “job” in Purchasing and Supply Management, not even one who has accepted a “position” in our chosen profession. No, it goes to someone who has recognized that this is a great profession and that the only way the profession gets better is if he/she embraces it with a passion and that this passion has resulted in the profession and the people in the profession continually improving. The winner of this award personifies “Excellence in Purchasing”. Are YOU that person? If so, great! Let's get you nominated. If not - - - why are you not this person?

Do you want to know more about the criteria for these awards and how you can recognize one of your staff or peers (and you should!)? Contact Jim Haining, C.P.M., CPSM, ISM-NV Executive Director at Jim.Haining@umcsn.com.

Just have general questions on this subject”? Contact Bob Ashby, C.P.M., CPCM, at ashbybob@embarqmail.com

Congratulations

Alan Ringhofer, CPSM, C.P.M.
Clark County School District
New CPSM

Bill Vermillion, C.P.M., - New C.P.M.

“When Low isn’t Good Enough” – How and When to Reject the Lowest Bidder

Speaker: Kathy Rainey
Manager, Purchasing and Contracts
City of Las Vegas

Wednesday, February 24, 2010

Omelet House

2160 W. Charleston Blvd.,
Las Vegas, NV (Charleston/Rancho)

7am –8:30 am

An interactive discussion, requiring audience participation as to when and why some bids are not awarded to the apparent low bidder.

Several samples shall be provided– some easily determined outcomes; and some not so easy.

Some things just don’t appear to be what they really are.

\$12 for members and \$17 for guests.

1 Continuing Education Hours (CEH)

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Meal choices:

- 1) Ham and cheese omelet, potatoes, wheat toast
- 2) 2 Pancakes, 2 eggs scrambled, 1 sausage, 2 bacon
- 3) 2 Eggs, 2 bacon, 1 sausage, and wheat toast
- 4) Bowl of fruit, slice of pumpkin bread

Choice of coffee, tea, juice, ice tea or soda

Seminar Review: Power Negotiations

As the recipient of a scholarship from ISM-NV, I had the opportunity to attend a seminar this week held in Las Vegas, “Power Negotiations – Unlock Your Powers of Influence and Persuasion”. The program was truly one of the best I’ve ever attended and the instructor, John McKeller, was extremely knowledgeable and an exceptional educator. I really enjoyed his style of teaching. He provided thorough materials, used current events to keep the participants engaged, and taught in an open forum. The entire step-by-step process was discussed, followed by role playing activities each day to put into practice what was learned. It was the perfect learning environment for me and I would highly recommend this seminar or any other seminar taught by this instructor.

Kathy Kim, C.P.M.
Secretary/Treasurer ISM-NV

Thought for the day...

No matter how badly last year treated you, just walk tall with your head high. This is a brand new year baby!



Submitted by John Balentine

Nominees Needed for ISM-Nevada Board of Directors



It is that time of year again, elections for the ISM-Nevada Board of Directors.

The 2 year terms for 4 of the Directors expire this year and we are looking for ISM-Nevada members who are interested in serving on the Board of Directors for a 2 year term.

We are especially looking for members in the Reno/Sparks (1) and Elko areas (1).

Responsibility:

Attend about 10 board meetings each year.

The Board meetings are held every 4-6 weeks in a location in Las Vegas, generally on a Wednesday evening at 5:30 pm. Most meetings last 1 to 1.5 hours.

Now don't think that just because you don't live in Las Vegas you are not eligible to participate. We have a conference line for each meeting so board members **anywhere** can participate.

You will also serve as an officer or committee director.

The Board of Directors will elect Officers (Pres, VP, Sec/Treas) and appoint Committee Directors at the May board meeting.

You will be required to work with a fun-loving, hardworking group of supply management professionals to further grow and develop the PREMIER ISM affiliate in the U.S.

Are you interested? Have Questions?

Contact Jim Haining-Executive Director at jhaining@gmail.com or (702) 428-6194.

Self-nominations are encouraged.

Elections will be held in late February, early March.

February 17 Webinar — Hackett Group 2010 Key Issues Study: Results and Analysis

Date: Wednesday, February 17, 2010

Time: 2 p.m. EST / 11 a.m. PST

Length: 60 minutes

Hosts: ISM and Ariba (sponsor)

Price: No-cost

What are the key issues facing procurement organizations in 2010? What are the top concerns for your CPO and CFO? And how best can organizations address these issues and concerns in today's environment?

This interactive Webinar will feature the results of Hackett Group's recent *2010 Key Issues* study. Topics that will be discussed include enterprise plans for budgets/staffing; plans for globalizing processes (including procurement processes); and procurement and finance realignment. The discussion will also highlight how to successfully create and measure realized savings in broader value streams, such as supplier collaboration, risk and innovation.

Attendees will learn:

- How your procurement plans compare to those of your peers.
- Hackett Group's advice on measuring procurement value.
- How you can do more with less — agility being key — in this new state of normal.

Featured Speakers:

- **Christopher S. Sawchuk**
Procurement Practice Leader
Hackett Group
- **Hari Candadai**
Director
Ariba Solutions Marketing

Attendance of the live session of this live Web Seminar qualifies for one CEH credit at ISM.

Register [online](#).