

# Buy *Liner*

## Upcoming Events

*March 2010*

### Election of Board Members

10 - Supplier Opportunity Fair –  
Register On-line – [www.ismnv.org](http://www.ismnv.org)

10 – “How to do Business with  
Governmental Agencies and other  
Las Vegas Companies”

17– Board Meeting, Las Vegas

10 – No-Cost Webinar – “Enabling  
Next Generation ePurchasing”

*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



*May 2010*

Check [www.ismnv.org](http://www.ismnv.org) for details

Check out the details for all events at:

[www.ismnv.com](http://www.ismnv.com)

[www.ismnv.com](http://www.ismnv.com)

## President's Corner

By June Weedon, C.P.M.



The annual Supplier Opportunity Fair will be held at Brady Industries on Wednesday, March 10, 2010. We have had tremendous support from our members in the past, but are falling short this year. For those of you who have not participated in the past, this is a reverse fair--the Buyers are in the booth and the Suppliers come to see you. There is no charge for your booth. Additionally, this year, lunch is included for you (and anyone working in your booth) at no charge (the cost for the Supplier's lunch is included in their registration fee). The Ashby Award and the Buyer and Supplier Recognition Awards will be presented during lunch. Following the lunch we will have a seminar "How to do Business with Governmental Agencies and other Las Vegas companies" from 2:00 pm – 4:00 pm. This is our only fund-raiser for the year; and the funds generated help keep our status as the "low cost" ISM affiliate and support scholarships. We have a number of suppliers who have already donated some GREAT silent-auction items--an iPod, gift cards, gift bags, and more. Please support this by calling Kathy Kim, C.P.M., Brady Industries, at 876-9481 and let her know how many will be in your booth. We need you to make this event successful!

Regards,

June Weedon, C.P.M.

President ISM-NV

# “Supplier Opportunity Fair 2010”

**Wednesday, March 10, 2010**

*9 a.m. to 12 p.m.*

*Lunch/Awards at 12 p.m.*

**Brady Industries**

7055 Lindell Road, Las Vegas, NV  
(between Decatur & Jones south of 215)



**institute for  
supply management**

**ISM—Nevada, Inc.**

This is an excellent opportunity to meet with over 100 purchasing personnel from companies and governmental agencies throughout Nevada!  
**Make a month's worth of sales calls in ONE DAY!**

This is a “Reverse Trade Fair” where the Buyers are in the booths and the Suppliers visit them!

**Pre-Register online or download this form at [www.ismnv.com](http://www.ismnv.com)**

**Admission:** Fair & Lunch - At The Door: \$60.00 per person  
Fair & Lunch - Pre-Registered: \$40.00 per person

**Supplier/Buyer Recognition Lunch** – at 12 pm

**YOU WILL NOT HAVE ANOTHER OPPORTUNITY LIKE THIS UNTIL 2011!**

## **Breakout Session**

**“How to do Business with Governmental Agencies  
and other Las Vegas companies”**

**2:00 pm – 4:00 pm**

**Location: 2<sup>nd</sup> floor meeting rooms**

**No cost to attend**

This workshop will address the purchasing process for procurement of supplies, services, construction/public works, and identify other business opportunities within each entity, along with other valuable information for local, small, minority-and women-owned businesses. Panelists may include representatives from: City of Las Vegas, Clark County, Clark County School District, Nellis Air Force Base, and State of Nevada. (still working on confirming attendees)

**Please RSVP by Friday, March 5, 2010 at 5 pm at [www.ismnv.com](http://www.ismnv.com)**

## ***I S M - Nevada, Inc. – Capitol Area***

The next meeting of the I S M - Nevada, Inc.  
Capitol Area group

Thursday, April 22, 2010.

The meeting will be in conjunction with the next  
ISM Satellite Seminar Series.

It will be at the Brown Educational Center, a facility  
of the Washoe County School District.

The Satellite Seminar will be from 7:00 to 11:30 a.m.  
with a one-half hour break from 9:00 to 9:30 a.m.

The meeting will take place during the break.

Attendance at the Satellite Seminar is worth four (4)  
educational hours toward your A.P.P. / C.P.M. / CPSM  
recertification.

Details next month... Stay tuned.

**The Seminar is titled:**

### **Rails, Roads, Water and Air: Logistics, Inventory and Distribution**



As a supply management professional, you work diligently to  
acquire the best value in products and services for your  
organization. Critical elements of the total cost include the  
components of rail, road, air and water -- from mother earth  
through the supply chain to the final customer (and often back to  
mother earth). This satellite seminar will provide the supply  
management professional with insight into logistics, inventory  
control and distribution policies and practices.

## **Job Openings**

**PROCUREMENT SPECIALIST**  
**National Security Technologies, LLC** (NSTec), a prime contractor to  
the U.S. Department of Energy, in  
Las Vegas, NV, has immediate  
opening for a Procurement Specialist  
to serve as the primary analyst to  
provide the major periodic  
performance reporting required for  
the Procurement department. Work  
location is in Las Vegas, NV. U.S.  
citizenship and ability to obtain a  
security clearance are required.

**Cirque du Soleil** is currently seeking  
a Technical Buyer at the Resident  
Shows Division.

A major manufacturer of paper and  
packaging in the Pacific Northwest  
(Washington State) has a very  
exciting opportunity (new position)  
for a Senior Commodity Manager,  
Energy reporting to the Director,  
Strategic Sourcing/Procurement • To  
expand your network

Job list on line at [www.ismnv.org](http://www.ismnv.org)

### Laugh Line...

*One day I was walking down the  
beach with some friends when  
someone shouted....*

*'Look at that dead bird!'*

*Someone looked up at the sky and  
said... 'where?'*

*They walk among us!*

Submitted by John Balentine

### **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.*



## Educational Opportunities and Camaraderie - They Do Co-Exist

What a great turnout we had for our Las Vegas breakfast meeting on February 24th. It shows that our local Purchasing/Supply Management professionals understand that to get better at our jobs and to gain more overall knowledge so we can compete in the workplace, we must attend workshops and listen to others share their successes and failures.

It was also good to hear these attendees discuss the chance to nominate their "go-to" Supplier as the Supplier Of The Year. As was discussed, some of these company reps are on the bubble - like us - and have to be concerned about downsizing. If we have a good rep - and we all have some favorites - we should recognize them and show our appreciation for their going the extra mile for us. Since a good rep can make or break us when we are up against a time crunch, and since it would be a shame to lose that "go-to" rep, and that rep will be even more amenable to our needs if we give him/her a pat on the back, I hope everyone nominates someone for this award. NOTE: Check the ISM-NV website to obtain the necessary form and to check how much time you have left to submit your nomination.

It was good, too, to hear folks talk about the Buyer or Contracts Administrator in their organization who deserved to be nominated for the Buyer Of The Year award. Who amongst us does not appreciate being recognized for his/her efforts? And who amongst us does not exert even more effort after he/she have been recognized for his/her past efforts? This is another award that I hope receives a lot of nominations since there are many good Buyers/Supply Professionals deserving of this recognition. As above, the necessary forms and time frames for nominating are on the ISM-NV website.

I heard a number of folks ask what it took to be nominated for the Excellence in Supply Management award. Unlike the two above awards, this one is for the long time, overall contributor to our profession. The one who has served on the Board of Directors, has headed up Committees, who has written articles on our profession, who has helped others become better in our chosen profession, and, well, you get the idea. Know someone who deserves this recognition? If so, go the ISM-NV website and get - and submit - the necessary forms.

Last, a number of folks in attendance talked about their quest for obtaining a professional certification. Some were working toward their CPPB (Certified Public Purchasing Buyer) and/or CPPO (Certified Public Purchasing Officer) with NIGP (National Institute of Governmental Purchasing). Others, both in the public and private sectors, were talking about obtaining their CPSM (Certified Professional in Supply Management). And what was so great was that a number of folks had not only talked about doing it but had recently completed their testing and had qualified to receive those designations. How rewarding it was to hear of their successes and how they had positioned themselves to compete for future advancement opportunities. Darn, it was a GREAT breakfast meeting. Those who missed it missed a great topic, a great educational opportunity, and great interaction with their peers. I am anxiously awaiting an announcement of our next opportunity to get together. I hope to see you there.

If you have a subject you would like to hear discussed, or a speaker you would like to hear, let any Board Member know and we will try to accommodate you. If you have questions, ask me at [ashbybob@sbcglobal.net](mailto:ashbybob@sbcglobal.net).

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](mailto:jhaining@gmail.com) or (702) 428-6194.

Self-nominations are encouraged.



**C.P.M. Certification**

Gena Mathisen, C.P.M.  
International Game Technology

**C.P.M.**

**RE-Certification**

Mark Logan, C.P.M., A.P.P.  
Chaffey College

**C.P.M. Lifetime Certification**

Sharon Hauht, C.P.M.  
Regional Transportation Commission  
of So. Nevada,

Velinda Highfill, C.P.M.  
Sierra Nevada Corporation -

Order your CPSM Study Materials at a HUGE Discount

CPSM Study Guide and Professional Series

CPSM Diagnostic Kit

Check it all out [www.ismnv.com](http://www.ismnv.com)

## Enabling Next Generation ePurchasing With Automated Spend Analysis, Part 1

**Please Note:** This *Free Streaming Only* web seminar is **60 minutes** in length.

**Date:** Wednesday, March 10, 2010

**Time:** 2:00 PM (EST) | 11:00 AM (PST)

A spend analysis solution needs to be the bedrock on which strong sourcing and purchasing systems are built. The integration and exchange of actionable data between disparate systems can be one of the main challenges facing many procurement teams across leading organizations.

This webinar is the first in a series on **"Next Generation ePurchasing Solutions"**. It will focus on the importance of the different systems working together as a team, to deliver the best results for world class procurement organizations. Patrick Connaughton from Forrester Research will present an overview of Automated Spend Analysis; what it is, why it's needed and how it can improve eSourcing practices within an organization. Joining Patrick will be Bikash Mohanty from Zycus, who will share customer case studies and best practices on integrated spend analysis and sourcing solutions.

**On attending this knowledge and experience sharing webinar, participants will learn about:**

- The importance of spend visibility in identifying savings opportunities hidden in cluttered spend data from disparate source systems.
- Enabling eSourcing systems to leverage spend analysis capabilities to enhance processes and generate greater savings opportunities.
- Best practices that top procurement teams follow, to identify and realize hard and soft dollar savings, using combination of spend analysis and eSourcing.

### Speakers:

- *Patrick Connaughton*  
Senior Analyst  
Forrester Research
- *Bikash Mohanty*  
Senior Manager — Product Marketing  
Zycus

Maverick spend burning a hole in your budget?

Standalone contract management solutions enable you to get a grip of your spend. However, to gain maximum rewards from your efforts, it is essential to link and track your negotiated contracts — as well as new contracts — with your existing spend analysis solution. In fact, it could well be the last piece of the jigsaw puzzle that spend management sometimes can be.

A spend analysis solution needs to be the bedrock on which strong sourcing and purchasing systems are built. The integration and exchange of actionable data between disparate systems can be one of the main challenges facing many procurement teams across leading organizations.

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

<https://event.on24.com/eventRegistration/EventLobbyServlet?target=registration.jsp&eventid=195482&sessionid=1&key=6A830C3890E99A8A1450214DE2C656C6&partnerref=ismm&sourcepage=register>