



NAPSM Buy *Liner*

A monthly publication of the Nevada Association of Purchasing and Supply Management, Inc.

May 2007

Upcoming Events May 2007

6-9 - ISM 92ND Annual International Supply Management Conference and Educational Exhibit

10 - NCMA Subcontract Administration Seminar

16 - Monthly Meeting - Capital Area

19- C.P.M. Review - Module 4 - Capital Area

June 2007

5 - Monthly Meeting - Las Vegas Area

7 - Satellite Seminar - "Project Management for Supply Professionals" - Capital Area

27 - Satellite Seminar - "Project Management for Supply Professionals" - Capital Area

Check out the details for all events at:

www.napsm.org

www.napsm.org
www.napsm.org

By **Chris Prather, C.P.M.**

Fellow members, as you know, the 92nd Annual International Supply Management Conference and Educational Exhibit has arrived in Las Vegas. NAPSM will be there in full force showing our volunteer enthusiasm! It is truly exciting to represent this great affiliate on an international level. We look forward to seeing you there.

In addition, we have accepted nominations for the up-coming elections and are expecting a great turn out from you the voters. This is your chance to have a say in how you would like to see NAPSM function. **Don't forget to vote.** NAPSM is one of the leading ISM affiliates, setting the standard for others to follow. It's your turn to voice your opinion by selecting the board of directors. Be a part of your community and get involved. Don't let this great opportunity pass you by.

Chris "P"

As always, if you have any comments or ideas, please feel free to contact me at cprather@nevps.com or visit the website at www.napsm.org.

Think Service
Think Value
Think NAPSM
PREZ SEZ

N.A.P.S.M. - Capitol Area

MONTHLY MEETING:

Regular Meeting:

Wednesday, May 16, 2007 - 7:00 a.m.

Gold 'N Silver Inn

790 West Fourth Street

Reno, Nevada 89501

Program:

Highlights of the ISM International

Purchasing Conference

1 Hour toward C.P.M. / A.P.P. recertification.

"Vice President's (His)Space"

Mike Gifford

The "appointed day and time" has almost arrived! We have been "screaming it from the treetops," ISM's 92nd Annual International Supply Management Conference is almost here! The conference will be held Sunday-Wednesday, May 6-9, at Bally's Las Vegas! Hopefully, each of you have carefully considered your schedule and have made arrangements to visit the conference at least one day. This conference was last held in Las Vegas in the mid-70's, so this is a big deal--especially because our affiliate, NAPSM, is the host affiliate! As the conference Programs Chair I am very grateful for having the opportunity to have worked (for me, in a minor role) for the past 2 years with so many of our local affiliate members to make this a reality. I have been so impressed with the dedication, commitment and abilities of the General Conference Committee (GCC) and Yolanda Jones, C.P.M., of Clark County, as the GCC Chair. Though we will, in the June newsletter, recap the conference and recognize all those who gave so much of their time and effort, special recognition must be given now to those serving on the GCC Services Committee, who have responsibility of organizing and supervising the 200+ volunteers necessary to ensure the success of the conference: Sharon Hauht, C.P.M., Clark County Purchasing; Regina Heilman-Ryan, C.P.M., City of Las Vegas Purchasing; Kathy Rainey, City of Las Vegas Purchasing; and, one who makes everything at NAPSM such a success, Jim Haining, C.P.M., Clark County Purchasing, and NAPSM Executive Director. We look forward to seeing you at Bally's, May 6-9!

Mission

The purpose of Nevada Association of Purchasing and Supply Management is to educate, develop and advance the purchasing and supply management profession.

Job Opportunities

NAPSM updates Job Opportunities every Sunday. Check out

www.napsm.org for the latest job opportunities in the area.

NAPSM C.P.M.:

RSVP on-line at

www.napsm.org

Instructor: Robert C. Ashby, C.P.M., CPCPM

**Articles for the May
newsletter
due May 28, 2007**

Carol Poindexter
(Las Vegas Area)

cpoindexter@interact.ccsd.net

Membership Note...

Member Spotlight

Thanks for your support!

Hello everyone,
Just wanted to thank you for your support during my years representing the members on the Board of NAPSM. Please continue to encourage and support the volunteers you select to represent you in both the membership and education areas of NAPSM.

Since today's professional challenges and personal responsibilities don't leave us much time for other activities, we will continue to be challenged with membership and professional development goals. Remember that NAPSM exists to support the members and success can only be accomplished if you continue to let the Board know what is needed from the board representatives. Even though I won't be a voting member, I plan to continue to participate and support the NAPSM members as much as possible in the future. So if there is ever anything I can do to assist, please contact me at rscacchitti@yahoo.com.

Dues Invoices

Reminder! Your dues are due to ISM by May 25, 2007.

As you know, ISM completes NAPSM's annually dues billing for us. You all received an invoice from ISM for \$130 in early April. Those invoices are due to ISM by May 25, 2007. After that date, ISM will delete your membership. Please pay your invoice on time this year.

Contact Information Updates

If you have moved, changed jobs, changed your email or any other contact information, please update it today! Go to the www.napsm.org and click on "Address Update Form". This will insure that you always receive your monthly "Inside Supply Management" magazine from ISM and informational email blast from NAPSM

NCMA LAS VEGAS SUBCONTRACT MANAGEMENT PRE-PROPOSAL, POST PROPOSAL, AWARD & CLOSEOUT

- NON-DISCLOSURE AGREEMENTS
- TEAMING AGREEMENTS
- RFP's
- COST AND PRICE ANALYSIS, DCAA AUDITS, NEGOTIATIONS, APPROVALS, DOCUMENTATION
- SUBCONTRACT vs. PURCHASE ORDER –
- LETTER CONTRACTS – At Risk, T's and C's, Pre-contract Costs
- POST AWARD RESPONSIBILITIES • SUBCONTRACT CLOSEOUT

EVENT DATE: 10 May 2007

TIME: 8:30am– 4:00pm
(Registration begins at 7:45am)

LOCATION: Santa Fe Station, 4949 North Rancho Drive, Las Vegas, NV 89130

SEMINAR FEE: Registration Form Price (see below) includes Breakfast Buffet, Lunch/Snack and Presentation Materials

PRESENTERS:

Mr. Brian Greenberg, C.O.O. , KES, Inc.
Mr. Carl DeWoody, VP, Corporate Procurement Policy, SAIC

C.P.M. NEWS SHIFT HAPPENS

By: Robert C. Ashby, C.P.M., CPCM
Retired Director of Purchasing

University of Nevada Las Vegas

and

Tim Matanane, C.P.M.
Manager Strategic Sourcing and Logistics
Harrah's Entertainment

Albertsons grocery store installed a self-checkout lane where I now scan, bag and pay for my groceries, all without standing in a long line. A clerk is handy just in case the technologically challenged – example: me – have problems working the system. Recently, upon checking out, I mentioned to the clerk that I was euphoric about not having to stand in line, rely on someone else to verify my discount credits, etc. To my surprise she vented that, as a result of the new technology, the store “downsized” two checkers...with more to follow. I looked at her and said, “Shift happens.”

Recently, when my Norelco Electric Shaver needed repairs, I called the local shaver repair store and found that the minimum service charge was more than the cost of a new razor. They lamented that it was driving them out of business. I responded, “Shift happens.”

Now ISM has announced that the C.P.M. (Certified Purchasing Manager) professional certification designation is being replaced by the CPSM (Certified Professional in Supply Management). They say that this is because world-wide the “tactical” emphasis on “Purchasing” is being transitioned to an emphasis on the “strategic” role of “Supply Management.” In other words, the days of Purchasing being mere order-takers has been replaced by Supply Chain Management in which Purchasing is an integral link. ISM is emphasizing that our role has been elevated and that we are expected not only to get “a seat at the table,” but to contribute heavily when we get there. “Shift Happens.”

While formulating my thoughts on this topic I saw an e-mail blast to the NAEP (National Association of Educational Procurement) members from Ray Jenson, C.P.M., Associate VP of Business Services at Arizona State University (ASU) and Past NAEP President. He wrote about the American College and University Presidents Climate Change Commitment, how this issue was going to be discussed at the Sustainability Institute at ASU in late April, and how we needed to get on board on this subject. No, he didn't say “Shift happens,” but that is what he meant when he said we should adopt Wayne Gretzky's path to success by skating to where the puck is going to be, not where it is. Ray's comment that “This is an example of good strategic thinking” is equivalent to ISM's warning that the Supply Managers of tomorrow must adapt. Ray then asked many of the questions all of us must ask ourselves if we plan to stay on the leading edge, of our profession, including

“How do we get a seat at the table?”

“What can we do now proactively to address these leading edge issues when the opportunity is upon us?” and

“Will we be counted among the leaders or will we be part of the pack that scrambles to catch up?”

Ray had it right with the Wayne Gretzky analogy. Skate to where the puck is going to be. Why? “Shift happens.”

At the NAEP National Conference in San Jose, David Buck, C.P.M., Director of Purchasing Services, Idaho State University, Andee Alexander, C.P.M., Senior Buyer at Saddleback Valley Unified School District, and I led a lively discussion at our workshop. One man noted correctly that the CPSM will be the certification to have in the future. We agreed but noted that the certifications to have today – the ones most recognized by our profession – are the C.P.M. (and the CPPO for those in public sector procurement). We also noted that, more and more, we need the certification just to get the promotion or a job interview. To get ahead *today* we maintained that the C.P.M., CPPO or similar recognized certification is still a necessity.

To stay ahead of the curve, should you abandon your goal of obtaining a C.P.M. or CPPO and, instead, go after your CPSM in 2009? To borrow from the Gretzky analogy, I would say that puck isn't in play yet. There is still plenty of time to “score” in this game. So...

Be on the leading edge. Obtain your professional certification now. Want more information on how to start, how to prepare, how to test? Write me at ashbybob@sbcglobal.net, or Tim Matanane C.P.M., CFPM Manager Strategic Sourcing & Logistics Harrah's Entertainment, at matananet@harrahs.com

Special Offer!

Take the C.P.M. Exam at Half-Price

Register for the complete Conference or a 2- or 3-day pre-Conference seminar and take one, two or up to three certification exam modules for half-price*. Modules are offered on Wednesday, May 9, 2007. Register early: **Seating is limited.**

You are responsible for verifying times. Please do not overlap in your scheduling of exams. Your session is determined by the module number and the session letter (e.g., Module 1 at 11:30 am – 1:15 pm is 1B). You are not guaranteed a seat until you receive your confirmation notice. Exams are at Bally's Las Vegas.

Don't miss this opportunity to save. For additional information, call ISM Customer Service at 800/888-6276 or 480/752-6276, extension 401.

*This offer pertains only to the written exam presented on May 9, 2007 in Las Vegas during ISM's 92nd Annual International Supply Management Conference and Educational Exhibit. Space is limited.