



NAPSM Buy *Liner*

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

October 2005

Upcoming Events

October

1- C.P.M. Review Course Module 2
Capital Area

11 - "Meet your Board" Las Vegas
Area Dinner Meeting

15- C.P.M. Review Course Module 2
Las Vegas

20 - ISM Satellite Seminar Capital
Area "Tools for Negotiation Success"

22- C.P.M. Review Course Module 3
Capital Area

26 - Capitol Area Luncheon Meeting
"Controlling Your Entitie's Travel
Costs"

26 - ISM Satellite Seminar Las Vegas
Area "Tools for Negotiation Success"

29 - C.P.M. Review Course Module 3
Las Vegas Area

November

14-15 - ISM Seminar, "[Capital
Equipment Purchasing](#)", Las Vegas,
NV

19 - C.P.M. Review Course Module 4
Las Vegas Area

**Check out the details for all
events at:**

www.napsm.org

www.napsm.org

www.napsm.org

PREZ SEZ

By [Chris Prather, C.P.M.](#)

It is officially Fall, and the cooler temperatures feel good to some. Football is in the air and it is time to gather and network with fellow purchasing and supply management professionals. I would like to take this time to invite each of you to come and join us for our October monthly meeting. There will be food and libation for those that choose to partake. NAPSM will provide the food and refreshments *only*. Now, some folks might call it a light snack, I call it free food. Who says there is no free lunch? Also, the Board of Directors will even take the time to listen to your ideas and recommendations even your complaints. What a deal! Finally, take a few minutes and complete the 2005 Membership Survey and receive a chance to win free attendance at a NAPSM sponsored seminar, WOW! (All members who complete the survey will have a chance to win a seminar sponsored by NAPSM in their location)

Speaking of the survey, as promised, it is out and ready for you to complete on the website. Go to www.napsm.org. Please take a few minutes of your time to let us know what is important to you and how you would like the Board of Directors & Chairs to proceed. Even if your thoughts or ideas are not available on the survey, write something in that will benefit the organization as a whole.

Please assist us in serving you. We are committed, and here to serve our NAPSM customers!

Chris "P"

As always, if you have any comments or ideas, please feel free to give me a call at 455-8547 or e-mail at

ChrisP@co.clark.nv.us

Think Service
Think Value
Think NAPSM

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

Wednesday, October 26, 2005,

Regular Meeting 11:30 a.m.

Silver Club, Sparks, Nevada

Anna Marie's Restaurant (first floor, next to 24 hr. coffee shop)

Lunch: \$ 15.00 with RSVP

\$ 18.00 at-the-door

PROGRAM:

"Controlling Your Entities' Travel Costs."

Ms. Shelly Johnson

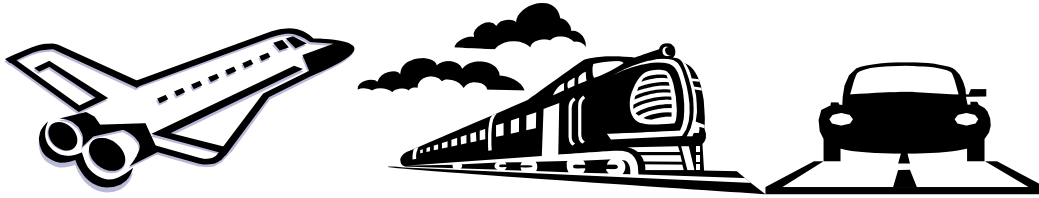
Welcome Aboard Travel

Reno, Nevada U.S.A

(Program worth 1 Hour A.P.P./C.P.M. educational credit)

(Re- scheduled from the September meeting)

RSVP online at www.napsm.org



SPECIAL PROGRAM

Thursday, October 20, 2005

2:00 p.m. to 4:00 p.m.

Washoe County Administrative Complex

Central Conference Room, C 110.

"PERFORMANCE BASED CONTRACTING - A PRIMER"

Don Woods, C.P.M.; JD

International Consulting and Contracting

Las Vegas, Nevada U.S.A.

No charge for the session.

(program worth 2 hours A.P.P./C.P.M.
educational credit)

Tools for Negotiation Success

ISM Satellite Seminar

October 20, 2005 - Capitol

Area [RSVP Now!](#)

As an essential core competency of any supply manager, negotiating is one of the most complex and sophisticated tasks to master. This program introduces tools and resources that reduce the apprehension and stress associated with effective negotiating. Improve your negotiation process with efficient planning and be as well prepared as the person on the other side of the table. Participate in this session and walk away with solutions that you can use immediately.



**Meet the Board/Chairs of NAPSM
Complete the Survey –**

**For a chance to win a free seminar
- put on by NAPSM**

**Network with fellow members –
Enjoy a light snack and refreshment**

DATE: October 11, 2005

Time: 5:30 PM – 8 PM

**Place: Magoo's Bar and Grill
7360 W Cheyenne Ave,
Las Vegas, NV 89129**

The cost for members is \$0 with an advance reservation.

Guests and members without an RSVP is \$15.

RSVP on-line by October 6 at: www.napsm.org



**FALL
FASHION**

C.P.M. NEWS

ISM Announces New Supply Management Qualification, i.e., by 2008 the C.P.M. Will No Longer Be Issued

ISM (Institute for Supply Management) just issued the following media release: "*The Institute for Supply Management (ISM) continues to lead supply management by developing a new professional qualification that will be relevant internationally and reflect the expanded education, skills, and experience needed to be a successful supply management professional. ISM's Board of Directors recently approved the recommendation by the ISM Certification Committee that ISM develop a new professional qualification that recognizes those expanded competencies. The ISM Board directed that the program be available in 2008.*" They then direct the reader to a link in their website.

What does this mean? ISM intends to replace the C.P.M. with an "**updated**" certification. While ISM has not yet determined the test criteria for this new certification, they have said, "*The new qualification will address the realities of supply management, workplace complexities including globalization, greater use of technology, and expanded competencies that supply management professionals employ to drive value in their organizations.*" What does this imply to those who already have their C.P.M. certification or working to obtain it? Unfortunately, we do not know that yet... ISM still needs to determine the "New" certification name, qualifications required to obtain it, testing aspects, e.g., subjects, questions, and process, etc.

Repeating and reiterating what ISM has said:

- "*The realities of supply management*" (We read it to mean that they want those certified to know **ALL** about Supply Chain Management, not just Procurement.)
- "*Workplace complexities including globalization*" (We read it to mean that they want those certified to know about International Supply Chain Management issues, not just Domestic Procurement issues.)
- "*Greater use of technology*" (We read it to mean that they want those certified to know and understand what types of technology are available, how to utilize it when transacting business, and how to apply it to improve all aspects of the supply chain.)
- "*Expanded competencies that supply management professionals employ to drive value in their organizations.*" (We read this to mean that they want those certified to know and understand **ALL** aspects of the Supply Chain, not just related to procurement, but how we interact, assist, service, and conduct business within all facets of our organization, e.g., Finance, Operations, Engineering, etc.)

The natural question to ask is "Why is ISM making this change?" Our conclusion, the research study ISM conducted brought to light pronounced changes in the supply management field and it's those changes that "demand the new professional qualification must reflect higher skill levels across the entire spectrum of supply management." Based on the research study, the Certification Committee proposed updates and changes to the certification program. The ISM Board agreed with the proposals.

What does this mean to NAPSM (us)? We are not sure, yet... Unfortunately, at this point, no one does. However, we will pass on any new information or updates as we receive them from ISM. ISM has promised additional details on the assessment criteria, exam content, and other processes early

in 2006. We will watch ISM and as we obtain more information, we will pass it along to you. If you have specific questions, please direct them to Kimberly Lukasiak at Kimberly.lukasiak@swgas.com and she will attempt to unearth the answers for you.

Summarizing what we know:

- C.P.M. certifications will **NOT** be issued after 2008.
- Those who already have their C.P.M. certification **will** be able to re-certify.
- The new certification will emphasize the global supply chain, International Supply Chain Management issues, technology, and value driven impact; not just basic purchasing, domestic purchasing issues, basic PC issues, or basic cost savings.
- New candidates for the “New” ISM certification **MUST** have *at least* a Bachelors degree.
- To pass the “New” ISM certification, candidates will have to have "higher levels of competencies than previous designations."
- Should I obtain my C.P.M. certification or should I wait until 2008 and test with the new ISM requirements?

○ **We strongly recommend those who recognize the need for a professional certification immediately** start working toward obtaining their C.P.M. certification. Reason, anyone who has attended the C.P.M. Exam Review Workshops knows NAPSM has a significant amount of supporting information for the ISM C.P.M. exams. This information is based on our experiences with the ISM exams, as well as many others. However, in 2008 there will be **no** history. We will have no idea what to study and worse yet we will have not supporting documentation or information to assist. In addition, keep in mind those without a Bachelors Degree will not even be able to test in 2008. We strongly recommend that you immediately start working toward obtaining your C.P.M. now. A good place to start is by attending a NAPSM C.P.M. Education Event. To find out more about our events go to www.napasm.org.

Membership Recruitment Campaign

The 2005 Membership Recruitment Campaign ends on November 30, 2005. This is an opportunity for you to participate in growing our membership by inviting your co-workers and other supply management professionals to join us at NAPSM. There are many ways to participate in the campaign that will benefit both you and your recruited member. Here's a preview of what you will find if you want to log your recruit directly through the Members Only area of the ISM Website: Lead by Example Recruit new members into ISM and be rewarded!

Ways to Participate

- * Recommend ISM to a colleague from your computer.
- * Once your colleague has joined ISM, log the information here.
- * You can also download the official campaign application here, complete the top portion then pass the application on to the person you are recruiting. They fill out the lower portion and

submit the entire form to ISM.

"Membership in ISM provides professional with the resources, education, and networking opportunities essential to a successful career in supply management."

If you have any questions or comments on the campaign, don't hesitate to call Renetta at 702-227-2452 or Monte Rider at 775-778-2014. You can also E-mail rscacchitti@yahoo.com or monte.rider@newmont.com.

Scholarship Opportunity

In each issue of the Buyliner you'll find a Calendar of Events, if you see a seminar that interests you apply for a scholarship. You can apply for a scholarship to any of the seminars – satellite, local or sponsored by ISM!

Remember: Deadline for applications is 2 weeks prior to the seminar!

Mission

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

Got News?

Contact

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(Capitol Area)
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Carol Poindexter
(Las Vegas Area)
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Note: Articles for the November newsletter are due October 26, 2005

Pacific Northwest Purchasing Conference - Seattle, WA

NAPM-Western Washington is pleased to present the 62nd Annual Pacific Northwest Purchasing Conference.

During the Conference you'll meet the best and the brightest in the supply management profession and you'll have a taste of what Seattle has to offer. Workshop presenters represent successful practitioners and experts from supply management. Find out what works, who is best in class and how you can gain a competitive advantage. Link can be found on the NAPSM website.

C.P.M. Review Content

Module 1 will cover the following Major topics:

- A. Identifying requirements
- B. Preparation of solicitations
- C. Supplier analysis
- D. Contract execution, implementation, and administration

Module 2 will cover the following major topics:

- A. Negotiations
- B. Information technology
- C. Quality issues
- D. Internal relationships
- E. External relationships

Module 3 will cover the following Major topics:

- A. Sourcing analysis
- B. Supply and inventory management
- C. Value enhancing methods
- D. Forecasting and strategies

Module 4 will cover the following Major topics:

- A. Management and organization
- B. Human resources management