



## CENTRAL FLORIDA BUYLINES

*Newsletter of the ISM - Central Florida*

*Issue #1 – 2011/2012*

### **Upcoming Events at a Glance**

Wednesday, **August 10** – “Contingent Labor Management”– Meet and Greet starts at 5:30 p.m., Meeting at 6:30 p.m., Dubsdread Golf Club

Wednesday, **September 14** – “Building Your Personal Brand” - Meet and Greet starts at 5:30 p.m., Meeting at 6:30 p.m., Dubsdread Golf Club

Tuesday, **October 11** – Joint meeting with APICS, “Sourcing in China” - Meet and Greet starts at 5:30 p.m., Meeting at 6:30 p.m., Dubsdread Golf Club

**To register, go to [www.ism-cf.org](http://www.ism-cf.org)**



### **The President's Corner**

Summer greetings!

The new Board of Directors met for their annual retreat. I know that sounds like we took a day at the beach, but we actually spent an entire Saturday developing the affiliate budget for the 2011/2012 fiscal year, reviewing the results of the recent Education/Pro-D survey, and generally discussing the business operations of the affiliate. We have scheduled a follow-up meeting dedicated totally to taking the comments from the survey and applying them to re-think, re-structure, and revive our programs.

Our fall lineup of events begins August 10<sup>th</sup>. We will be looking at “Contingent Labor Management” with Sean DeAvila of Zero Chaos. The evening event at Dubsdread Golf Club will kick off a full calendar of educational and networking opportunities.

On the flip side, a fund-raising event is also in the works. Anyone interested in joining in the fun can contact Ron Carpenter, [vp@ism-cf.org](mailto:vp@ism-cf.org), or me, [pres@ism-cf.org](mailto:pres@ism-cf.org). We have openings on the Special Events committee as well and many short-term assignments. Getting involved in your affiliate is a means to improve the organization in ways important to you, and furthering your career in the process.

Lastly, we have engaged a new service for distributing our invitations and other communications. On the survey some of you reported not receiving communications from ISM-CF. I strongly urge you to make sure your contact information is updated and correct in your ISM account. Secondly, and this is for non-members also, please send us an email stating you want to receive emails from ISM-CF. We can then make certain you are a ‘subscribed’ email account on the service.

Please have a fun-filled and safe summer. See you on August 10!

In your service,

*Bette Hallmark*, C.P.M.

President, [pres@ism-cf.org](mailto:pres@ism-cf.org)

## **August 10 Membership Meeting**

**Wednesday - August 10, 2011**

Meet and Greet begins at 5:30, Dinner is served at 6:30  
Dubsdread Golf Club, 549 Par Street, Orlando, Florida

ISM-Central Florida invites you to attend the August 10 Membership Meeting. The evening will feature a presentation by Sean DeAvila from ZeroChaos.

The contemporary contingent workforce has undergone an evolution over the past five years, one that has forced companies across the globe to enact robust strategies and solutions for driving value and gaining visibility into aspects beyond “classic” temporary labor, such as Statement-of-Work (SOW)-based projects, services (and services procurement), and independent contractors. Research shows that the modern contingent labor umbrella encompasses over 22% of the average organization’s total workforce, and with corporate attention around SOW-based project and services, companies must enhance their processes to avoid compliance gaps, mitigate contractor risks, and link projects and services to true operational growth.



Sean DeAvila brings together 18+years of business development and solutions programming in the contingent labor space. Past roles have included Director of Services at Sapient Corporation and Director of Business Development at Modis Solutions. In his current role as VP of Contingent Solutions at ZeroChaos, Mr. DeAvila is responsible for introducing the ZeroChaos suite of solutions to current and prospective clients and building strategies that improve efficiencies and reduce cost across their contract labor continuum. Mr. DeAvila has played a key role in the expansion of ZeroChaos alternative sourcing solutions and has contributed significant guidance toward the implementation and ongoing development of ZeroChaos’ existing Managed Services Programs. During his tenure Mr. DeAvila has worked with over 20 large enterprise clients including Citi Corp, Wyndham Hotels, and Chrysler to deploy leading labor solutions. Mr. DeAvila holds a BA degree in Finance from the University of Central Florida, has been a key note speaker on managing contingent labor, and volunteers his time with several organizations including The Hubbard House (part of the Orlando Regional Healthcare System).

**REGISTER NOW at [www.ism-cf.org](http://www.ism-cf.org)**

**ISM-CF’s Mission and Vision statement is “To promote and maintain excellence among purchasing/supply management professionals through continued leadership in the areas of Ethics, Professionalism, Education, Networking, Community, and Involvement.”**

## **Scholarship Opportunities for Members of ISM-CF**

We have an excellent opportunity for members of ISM-Central Florida. ISM appreciates local involvement with national seminars. That's why they are offering **one free registration at each of our nationally-sponsored public seminars.**

This offer is for any member of an affiliate located in the metro area where a particular seminar is held. Each individual is awarded 7, 14, or 21 continuing education hours (CEHs) for their involvement and attendance. That's 7-CEHs for a 1-day seminar, 14-CEHs for a 2-day seminar, and 21 CEHs for a 3-day seminar. In exchange, the member will assist the instructor with tasks such as verifying that the seminar room is set-up properly, handing out workbooks to the attendees, reminding attendees to sign-in, and collecting post-seminar evaluations.

The Seminars in Orlando are as follows:

- **Sustainability and Social Responsibility for Supply Professionals Seminar #4283**  
**November 9 - 10, 2011**  
**Orlando, FL**
- **Fundamentals of Purchasing: The Building Blocks of World-Class Professionalism Seminar #4534**  
**January 23 - 25, 2012**  
**Orlando, FL**

If you want to take advantage of this opportunity, please send Traci Nichols, Director of Professional Development, your name and email address along with the seminar you'd like to attend. Based on the response rate, the Board of Directors will select the 'winning' member to attend the seminar. Please send your request / entry no later than August 31, 2011. The lucky recipient will then be notified. Traci will help the member selected to get registered and ISM will send you an email (about 3-weeks before the seminar) with details on the scope of your involvement in the program. Submissions are to be sent to Traci Nichols at [educ@ism-cf.org](mailto:educ@ism-cf.org)

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## **Meet your new Board of Directors**

Congratulations to the new Board of Directors! Elections were held earlier this year and the 2011-2012 Board was installed at the June 14 Membership Meeting. The new Board members are:

President	Bette Hallmark, C.P.M.
Vice President	Ron Carpenter
Treasurer	John Morris, C.P.M., A.P.P.
Secretary	Teddi McCorkle, C.P.M., CPPB
Dir of Education/Pro D	Traci Nichols, C.P.M.
Dir of Public Relations	David Billingsley, CPSM, C.P.M.
Dir of Communications	Ed Wainwright, C.P.M., A.P.P.
Dir of Membership	Lou Emma Cromity, C.P.M.
Advisor to the Board	Richard Straw, C.P.M., A.P.P.

Visit the Contact Us tab at [www.ism-cf.org](http://www.ism-cf.org) to learn more about each Board member.

## Low-Cost Ways to Earn CEHs

**Need to earn Continuing Education Hours (CEHs)? Short on funds to pay for training?**  
Don't despair. ISM has several low-cost options to keep your CPSM®, CPST™, C.P.M. or A.P.P. certification current. Some are even *free!*

- The **ISM Knowledge Center** has four **FREE** online courses — **Register at [www.ISM—knowledgecenter.ws](http://www.ISM—knowledgecenter.ws)**
  - [ISM Report On Business® \(ROB\) #3967](#)
  - [Price Analysis, Cost Analysis, or Total Cost of Ownership: Determining the Best Approach #3921](#)
  - [Principles and Standards of Ethical Supply Management Conduct with Guidelines #3972](#)
  - [The ISM Guide to Sustainability and Social Responsibility #3974](#)
- ISM presents **FREE web seminars** throughout the year on trends that affect supply management. You can participate from anywhere in the world and earn one CEH each time you attend the live program. Register in the Seminars section of the ISM website.
- Attend your **ISM Affiliate meetings**.
- Did you take or teach any **business-related training** through your employer?
- Did you take any **personal career development courses** such as Effective Communication or Microsoft Excel?
- Was your **article published** in a supply management-related magazine or journal?
- Did you **attend or present** at one of ISM's conferences or seminars? Did you attend or present at other industry-related conferences or seminars?

For details on CEH qualification, visit the ISM website in the Professional Credentials section or e-mail [certification@ism.ws](mailto:certification@ism.ws).

## New Certifications



Lots of hard study and work have paid off! Congratulations to the following who were recently awarded certifications:

Nina Cardino, C.P.M., Daytona Beach, FL  
Charles Hammack, C.P.M., Oviedo, FL  
Lorrie Lore, C.P.M., Daytona Beach, FL  
Carrie Roberts, C.P.M., Orlando, FL  
David Billingsley, CPSM, Orlando, FL  
Norbert Dean, CPSM, Orlando, FL  
Orna Smith, CPSM, Longwood, FL

# **CPSM® Study Resources — Designed to Save You Time and Money**

From ISM NewsLine, July 2011, Vol. 23, No. 7

How do the Certified Professional in Supply Management® (CPSM®) study materials save you time and money? ISM connected the CPSM® *Diagnostic Kits* (yes, even the Bridge version) to the CPSM® *Study Guide* and the ISM *Professional Series*. This allows you to assess and find the areas you, not someone else, need to improve and study the most. Then, the CPSM® *Diagnostic Kit* tells you exactly where to find the explanations in the CPSM® *Study Guide*, the ISM *Professional Series* and a few other resources, so you fully understand the concepts. How smart is that? You focus your CPSM® studies on the areas you need the most and only select the items you really need.

## ***Study for the CPSM® in Seven Steps***

1. Set goals and create a time line to study and take your exam(s). Then, register for and schedule your exam(s) so you stick to your schedule and are less likely to get sidetracked.
2. Take the CPSM® *Diagnostic Kit* practice test to find your weak areas. (If you are a current C.P.M. with a bachelor's degree, there is a CPSM® Bridge Exam *Diagnostic Kit*.) The *Diagnostic Kit* comes in your choice of print or web version (same content) to meet your preferred learning style.
3. Use your score report to develop a study plan to target areas you need to strengthen — areas in which you scored less than 75 percent. The score report references where to find the explanations in the CPSM® *Study Guide*, the ISM *Professional Series* and a few other resources.
4. Use the CPSM® *Study Guide*, an expanded outline of the exam content, to get familiar with the exam specifications, and get examples of the testing format and styles of questions. It briefly explains the content tested in the exams within the context of each task category. For those studying for the Bridge Exam, you only need to study the bracketed content. You already tested on everything else in the C.P.M. Exams.
5. The ISM *Professional Series* is where you want to go for more detailed explanations of the exam task areas that were weak in your score report. These three hardcover books are similar to graduate-level textbooks, with one volume for each of the three exams.
6. Take another practice test from the *Diagnostic Kit* to make sure you understand the concepts and improved your scores in weaker areas.
7. Still need more? Take a CPSM® Review Course. They are available in three different formats to fit your schedule — online, self-study workbook or face-to-face seminars. Check the ISM website and your affiliate for schedules.

## ***Bonus items:***

- Start or join a CPSM® study group to help talk through the concepts and divide the research. It also keeps you accountable to a schedule because you don't want to let down your group.
- A CPSM® Supplemental Reading List is available for those who want additional study. The list contains a variety of exam-related titles in the broad areas of supply management.

## ***Connect with fellow CPSM®s and CPSD™s***

Feeling a bit alone while studying for your exams? Are you already a CPSM® or CPSD™ but want to discuss a work issue with like-minded individuals? Join the CPSM® LinkedIn Group or the CPSD™ LinkedIn Group.

These highly interactive groups are forums to ask your peers what they found helpful during their exam preparation. You might even connect with people in your area to form a study group.

There are many group members who have already achieved their designation who can share their exam experience. They are also able to give you a different perspective on a work issue or help you locate a hard to source product or service.



## Member Spotlight

In each newsletter, we will be “spotlighting” a member. Our spotlight now shines on **Traci Nichols**. Enjoy and hopefully you will learn something new about Traci.



Name and Nickname: Traci Nichols

Place of employment and title, and/or past employment/experiences:

Currently Traci is employed by CHEP as Manager, IS Vendor Management Office. Before joining CHEP in 2011, Traci worked for a diverse range of organizations, including Ferro Corporation, Corning Incorporated, Newell Rubbermaid, Graftech International, Barnes Group, Inc and Houghton Mifflin Harcourt. In these roles, Traci was responsible for ERP implementations, Procure to Pay Process Improvements, Supplier Relationship and Performance Management, New Product Development, Global Sourcing and overall supplier negotiations.

Certifications: Traci is a C.P.M, is working toward CPSM and working toward CC (Competent Communicator) and CL (Competent Leadership) certifications through Toastmaster's International.

Education: Traci holds a BA in Biology and Chemistry from Hartwick College in Oneonta, NY and an MBA from National University in La Jolla, CA.

Activity in Organizations/ISM: Current board member of ISM-CF, serving as Director of Professional Development / Education. Previously Traci was a member of ISM chapters in Orange County, CA, Toledo, OH, and Cleveland, OH. Traci is also a member of Toastmaster's International - Officer, Secretary.

Hobbies/Interests: As a result of playing sports for years, Traci is a big believer in teamwork, supporting cross-functional and collaborative interaction. Traci enjoys playing all sports, and played Varsity Soccer and Softball at Hartwick College. Nowadays, Traci enjoys evening walking/running, golfing, cooking /fine dining, and playing poker (budget permitting).

Tell us something about yourself that no one else may know about you: I love trying new things - food, experiences, you name it! I've tried out for Jeopardy! twice, but have yet to make it on the show. Trying something new is exciting - we only live once, so why not?! :-)

### Seeking Spotlight Candidates

*If you know of someone that would be a good “spotlight” candidate, please have them answer the following questions and email it to [Teddi444@earthlink.net](mailto:Teddi444@earthlink.net). The “spotlight” candidate can be YOU! This is an opportunity for all members to get to know their fellow members a little better, especially with the last question. We have a lot of talented and professional members.*

**SPOTLIGHT QUESTIONS:**

1. *Name and Nickname*
2. *Place of employment and title, and/or past employment/experiences*
3. *Certifications*
4. *Education*
5. *Activity in Organizations/ISM*
6. *Hobby/Interests*
7. *Tell us something about yourself that no one else may know about you.*

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**NEWSLETTER ITEMS** – Please send newsletter articles, announcements and news releases to David Billingsley at: [comm@ism-cf.org](mailto:comm@ism-cf.org).

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