

CENTRAL FLORIDA BUYLINES

ISM – Central Florida
PO Box 621416 Orlando, FL 32862-1416



Newsletter of ISM -
Central Florida
Issue #3 – 2013/2014

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."

Upcoming Events at a Glance

Wednesday, November 13 – Professional Development and Networking Event: “A Darden Look at Integrated Sourcing”, Speaker: Skip Frisz, Darden Restaurants – Networking starts at 5:30 p.m., Meeting at 6:30 p.m. Darden Headquarters, 1000 Darden Center Drive, Orlando, FL 32837

December – No Professional Development and Networking Event: **Happy Holidays**

Wednesday, January 8 – Professional Development and Networking Event: Details Coming Soon.

Saturday, January 18 – CPSM/CSM Review Training for Exam 2

Saturday, March 15 – CPSM/CSM Review Training for Exam 3

To Register: Visit www.ism-cf.org

The President's Corner



Changes....

Dear Members,

“Autumn is a second spring when every leaf is a flower.” ~ Albert Camus

Our new year has begun and one thing we know is that change is necessary for improvement. As we have said time and time again, we need to focus on delivering value to our members. In order to do that, we need to understand what our members expect and want. We need to listen and fully understand the needs of our members. We need to then do something about it.

Last year, we tried to make some adjustments to accommodate the feedback heard from our members. This year, we are continuing to do the same. Common themes for improvement of our delivery of value to members have been around meeting topic selection, location of the meetings, and ‘what’s in it for me’ (what is the real value). This has helped us to make some necessary changes and hopefully we can deliver to *your* expectations.

On November 13, we will hold the second special event at the Darden Headquarters. Skip Frisz, Director of Logistics Operations, will be speaking with the following topic: “A Darden Look at Integrated Sourcing”. Last year’s event was our most successful with almost 50 attendees. The feedback was phenomenal, therefore, we are planning to get the same result (or better this year). We plan to do more events like this throughout the rest of the year – relevant topics, new locations, and more – hopefully in collaboration with local organizations to show off our valued members.

We have had great success with our CPSM/CSM reviews and continue to gain a more participation. Obtaining your CPSM, CSM, or CPSD will enhance your credibility as a Supply Management Professional.

In addition to meeting our members’ expectations, we also need help from our members. Did you know that volunteering to either be a Board member or to help on any of the events / committees is a way to not only participate within ISM Central Florida, but it also to gain CEH’s toward your certification? We have formed committees that need volunteers within Membership, Marketing / PR, and Professional Development/Education. The time commitment is minimal and you will still obtain CEH’s for your efforts. If you’re interested, reach out to a Board member and we will accept your interest with open arms!

Read much more below about what has been going on within ISM-CF and what is still to come.

We hope to see you at the November 13th Event at Darden!

Respectfully,

Traci L Nichols, C.P.M.

President

pres@ism-cf.org

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Professional Development and Networking Event

Wednesday, November 13, 2013

Networking begins at 5:30 p.m., Dinner is served at 6:30 p.m.
Darden Restaurant, 1000 Darden Center Drive, Orlando, Florida 32837

“A Darden Look at Integrated Sourcing”

Speaker: Skip Frisz

Skip Frisz is the Director of Logistics Operations for Darden Restaurants. In this role he leads a team of professionals that manage programs for eight business units. These programs provide optimization and support for the company’s supply chain infrastructure, which supports foodservice distribution, commodity and seafood logistics, and smallwares. He previously served as Director of Protein and Commodities Purchasing. In addition, he served as part of a team that developed international sourcing relationships which led to the development of Olive Garden’s signature Italian wine program. He also serves on the Education Committee for the Supply Chain Leaders in Action (SCLA) and is co-chair of the users group for GS1.



Before joining Darden he held analyst positions with Nabisco Brands and RJR Nabisco. He is also a past board member of American Beverage Institute.

Skip holds a bachelor’s degree in marketing from the University of Central Florida. He also earned an MBA from the Stetson Graduate School of Business and Economics at Mercer University.

Register Now at www.ism-cf.org



Certification Exam Review

To help you successfully pass the certification exams, ISM-CF is providing review classes for Certified Professional Supply Manager (CPSM) certification exams.

The next CPSM Exam Reviews will be held on the following dates:

01/18/14	Exam 2	CPSM Review
03/15/14	Exam 3	CPSM Review



Ed Wainwright, C.P.M., APP will be instructing the classes using the ISM training materials. Ed taught ISM-CF's C.P.M. review classes from 1985 until 2006. In 2011, he attended the ISM Trainer Course and has taught numerous CPSM Review classes since. The classes provide excellent knowledge and resources to attendees.

The reviews will be held at the OUC Gardenia Facility training room located at 3800 Gardenia Ave, Orlando, FL 32839, from 8:00am to 5:00pm. The cost per review is \$50.00 for ISM-CF members, \$75 for other ISM members and \$100.00 for non-members.

Individuals taking the classes should purchase the CPSM Study Guide and the CPSM Diagnostic Exam. The materials used during the review classes are also an excellent guide for individual study after the class.

Registration is available at www.ism-cf.org. If you have any questions, please contact Ed Wainwright at (407) 348-2489 or ed_wainwright@hotmail.com.

Stay tuned for future dates.

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

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ISM Web Seminars

Leveraging Information to Develop Sound Risk Management Strategies

Don't miss this **Free**, 1-hour streaming only Web event hosted by ISM and sponsored by LexisNexis

ISM presents numerous web-based seminars throughout the year. Join us to learn about new trends that affect your role in supply management. Participate from any location — all you need is a computer with an Internet connection, speakers and/or headphones. Earn one (1) Continuing Education Hour (CEH) for each live web seminar session you attend — And, keep up with the latest developments in supply management.

Register at ISM.WS

Date: Thursday, November 7, 2013

Time: 2:00PM – 3:00PM

Summary

Procurement leaders are flooded with information from supplier data and alerts to industry trends and analytical tools — and sifting through those sources to identify red flags can be daunting. In this Webinar, you'll learn how to filter, prioritize and apply the information available for procurement professionals. We'll present practical takeaways that you can begin using immediately:

- Information sources: how to synthesize and harness information to create or improve upon your supplier risk strategy
- Analytical tools and dashboards
- Common content sharing interfaces to display content

Learning Objectives:

- Demonstrate how to synthesize and prioritize information pertinent to your supplier risk strategy
- Present options and discuss benefit of analytical tools and dashboards
- Discuss content-sharing interfaces

Speakers

Constantine Limberakis
Director of Sales and Marketing Enablement
lasta, Inc.

Constantine Limberakis is currently the director of sales and marketing enablement at lasta, Inc. With more than 15 years of experience in the procurement and supply chain industry, Constantine's role is integral to building the right content and tools that sustain lasta's leadership role in upstream procurement. His efforts enable lasta's strategic sales efforts while serving the evolving needs of the procurement marketplace through thought leadership.

His prior experiences include serving as a director of marketing at HICX Solutions, and as a senior research analyst at the Aberdeen Group, where he advised senior procurement executives within the Global 2000 and leaders within supply management

providers on insights culled from his research. Prior to that, Constantine was foundational in starting two boutique consulting firms, The Shelby Group and CCP Global, engaging in various roles that included business development, strategic marketing, product development, and management consulting.

Eric Walsworth
Director of Supply Management
LexisNexis Business Insight Solutions

As founding member of Reed Elsevier's (RE) Global Procurement Management Team, Eric played a key role helping transform RE's dispersed procurement resources across geographical and organizational lines into a centrally coordinated spend management department. His focus areas included designing and implementing RE's Procurement Finance and Program Management Office's operations. Eric is now applying his experiences to help LexisNexis clients leverage market intelligence content to address supply risk management concerns.

Prior Reed Elsevier, Eric was with Booz Allen Hamilton's (now Booz & Co) Sourcing Design Team and Archstone Consulting (now part of the Hackett Group), where he managed strategic sourcing and operational efficiency consulting engagements. Eric completed his MBA at the Kellogg School of Management and holds a Master of Engineering Management and Bachelor of Chemical Engineering degree from Northwestern University. Before returning to graduate school, he was a Sr. Process Chemical Engineer for Merck & Co.

Moderator:
John Yuva
Editor
Inside Supply Management®



Did you know...

ISM has a new Podcast Channel. The channel has an ever-expanding library of audio podcasts covering a broad spectrum of supply management and general business topics — from the basic to advanced. Download and listen while you work, during your commute or even in your down time. Go to ISM.WS, click on the Education & Training tab and select Online Education.





Member Spotlight

In each newsletter, we will be “spotlighting” a member. Our spotlight now shines on **Ray Hooper**. We are excited to have Ray as a member. Enjoy and hopefully you will learn something new about Ray.

Name: Ray Hooper

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

Seminole County Government; Purchasing and Contracts Manager, Supply Corps Officer, U.S. Navy.

Certifications:

Many certifications in the Military and a member of the Department of Defense Acquisition Community: Certified Professional Contracts Manager (CPCM) from the National Contracts Management Association.

Education:

BS degree in Math, Minor in Naval Science, Masters Degree in Government Acquisition at the Navy Postgraduate School.

Activity in Organizations/ISM: Member in the following organizations: NCMA, NIGP, ISM and FAPPO.

Hobbies/Interests: Many outdoor related hobbies and interest. Recently, I've been spending my spare time Kayak fishing. It's lots of fun and great exercise..

Tell us something about yourself that no one else may know about you:

I have a lot of sea stories. As a Manager or Leader in the procurement profession, we must always remember that we as Managers are only as good as the people that work for us!

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. 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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