

CENTRAL FLORIDA BUYLINES

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



*Newsletter of ISM -
Central Florida
Issue #1 – 2015/2016*

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, September 9, 2015 – Professional Development and Networking Event, "What Skills Do You Need To Be An Effective Negotiator?" Speaker: Richard E. Plank, PhD, Starts at 6:00 pm. Logan's Roadhouse, 3060 W Sand Lake Rd., Orlando, FL 32819

Tuesday, September 22, 2015 – ISM Web Seminar, "Leveraging Supplier Management Best Practices to Mitigate Risks", Starts at 2:00 pm.

Tuesday, September 29, 2015 – ISM Web Seminar, "What Your P2P Vital Signs Are Telling You", Starts at 2:00 pm.

Wednesday, October 14, 2015 – Professional Development and Networking Event, Starts at 6:00 pm. Logan's Roadhouse, 3060 W Sand Lake Rd., Orlando, FL 32819

Wednesday, November 11, 2015 – Professional Development and Networking Event, Starts at 7:30 am.

To Register: Visit www.ism-cf.org

Time to Update

Over the next several weeks, ISM will email over 75,000 customers to update your username to an email address. You will have the option of updating online or by contacting the Customer Service Department.

Beginning in September, any customer who logs into the site using an older username, will be prompted to update their username to an email address of their choice.

This change is necessary to support the October 2015 technology upgrade to ISM's AMS and eCommerce services.

While updating, please review all of your contact information to confirm that it is up to date.

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

Professional Development and Networking Event

September 9, 2015

Starts at 6:00 pm – Networking, Dinner and Presentation
Logan's Roadhouse, 3060 W Sand Lake Rd, Orlando, FL 32819

“What Skills Do You Need To Be An Effective Negotiator?”

Speaker: Richard E. Plank, PhD, Professor of Marketing



Presented by
Richard E. Plank, PhD
Professor of Marketing
University of South Florida

Organizations commonly manage their human capital by developing competency models, usually by job function. Negotiation is a cross-functional skill required by many different functions in the organization. We will examine the various competencies that need to be developed to be an effective negotiator within the supply management profession.

Being an effective negotiator is critical for much of the activities that are done by supply managers, hence understanding what is necessary and then examining your competency levels provides a good starting point for improving your negotiation skills.

Register at www.ism-cf.org

Upcoming ISM Web Seminars

Leveraging Supplier Management Best Practices to Mitigate Risks

Date: Tuesday, September 22, 2015

Time: 2:00 PM Eastern Time

To register, go to instituteforsupplymanagement.org

Join this webinar with Sherry Gordon, President, Value Chain Group and Swapnil Srivastav, Assistant Marketing Manager, MetricStream as they discuss the best practices for developing an effective supplier risk management program.

While it is becoming critical for companies to streamline their supply chain to survive in the market, they are fast realizing that an effective supply risk management strategy can make all the difference to their brand, profitability and competition. To manage the ever-growing and complex supplier network, it is absolutely necessary to have a right strategy to improve supplier management which acts as a foundation for creating a flexible supplier network.

An effective supplier risk management program is an integral part of a smart supply management strategy to help manage the complex network of suppliers. It includes a good supplier selection process, reference checks, supplier site visits and proper handling of contracts to help address risk. It is also of vital importance to do supply base segmentation for risk along with measuring supplier performance and handling supplier relationships.

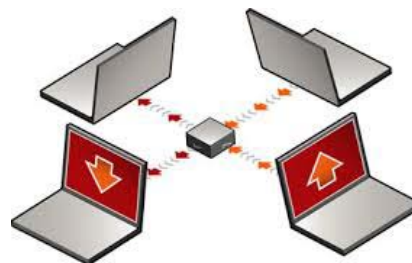
You will learn:

- Use good, basic supply management practices to help address supply risk
- Leverage simple tools to assess and track supply risk
- Put in place robust governance processes to involve other functions in third party risk, compliance and performance management
- Optimize the supply management technology for effective supplier risk management

Speakers:

Sherry Gordon
President
Value Chain Group

Swapnil Srivastav
Assistant Marketing Manager
MetricStream



Upcoming ISM Web Seminars (*Continued*)

What Your P2P Vital Signs Are Telling You

Date: Tuesday, September 29, 2015

Time: 02:00 PM Eastern Daylight Time

To register, go to instituteforsupplymanagement.org

Just as “wearable” technology has come into vogue as a way to constantly monitor the vital signs of our own personal health, procurement organizations need visibility to real-time indicators of the health of their Procure-to-Pay processes in comparison to world-class performers. This session will define those key metrics and best practices that organizations need to “tap” into to help plan for a vigorous P2P program, including for example:

- Know where you are placed in The Hackett Group’s P2P Value Grid
- Get a baseline assessment of current-state performance against 50+ key metrics
- Get a framework of 25+ Hackett best practices to reduce cost-per-transaction, increase process efficiency and effectiveness, and optimize working capital

Speakers:

Amy Fong

Senior Procurement Advisor

The Hackett Group

Richard Waugh

Vice-President Corporate Development

Zycus, Inc.



Mark Your Calendar

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Wednesday, November 11, 2015 – Professional Development and Networking Event, Starts at 7:30 am.

Wednesday, December 9, 2015 – Professional Development and Networking Event, Starts at 7:30 am.

Wednesday, January 13, 2016 – Professional Development and Networking Event, Starts at 7:30 am.

Wednesday, February 10, 2016 – Professional Development and Networking Event, Starts at 6:00 pm. Logan’s Roadhouse, 3060 W Sand Lake Rd., Orlando, FL 32819

Wednesday, March 9, 2016 – Professional Development and Networking Event, Starts at 6:00 pm. Logan’s Roadhouse, 3060 W Sand Lake Rd., Orlando, FL 32819

Wednesday, April 13, 2016 – Professional Development and Networking Event, Starts at 6:00 pm. Logan’s Roadhouse, 3060 W Sand Lake Rd., Orlando, FL 32819

Wednesday, May 11, 2016 – Professional Development and Networking Event, Starts at 6:00 pm. Logan’s Roadhouse, 3060 W Sand Lake Rd., Orlando, FL 32819

Wednesday, May 15 - 18, 2016 – ISM 2016, International Conference, 8:00 am – 5:00 pm, Unnamed Venue, Indianapolis, IN. More details to follow.

Wednesday, June 8, 2016 – Professional Development and Networking Event, Starts at 6:00 pm. Logan’s Roadhouse, 3060 W Sand Lake Rd., Orlando, FL 32819

Wednesday, July, 2016 – Plant Tour. More details to follow.

Additional details will be sent out as they become available.



On August 15, 2015, the Board of Directors met to adopt a budget for the next year (July 2015 to June 2016). Using the Zero Based Budget approach, a total budget amount of \$10,900.50 was adopted.

