

# CENTRAL FLORIDA BUYLINES

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



*Newsletter of ISM -  
Central Florida  
Issue #3 – 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, November 11, 2015** – Professional Development and Networking Event, Emerging Standards in the Field of Change Management presented by Steve Cinq-Mars, Starts at 7:30 am, The Egg & I located at 2380 S Orange Ave, Orlando, FL 32806

**Wednesday, December 9, 2015** – Professional Development and Networking Event, Starts at 7:30 am. The Egg & I

**December 3-4, 2015** – ISM Indirect 2015 Conference, Evaluating Your Impact Through Innovation, more information on page 3.

**Wednesday, January 13, 2016** – Professional Development and Networking Event, More information coming soon.

**Wednesday, February 10, 2016** – Professional Development and Networking Event, Starts at 6:00 pm, more information coming soon.

**To Register:** visit [www.ism-cf.org](http://www.ism-cf.org)

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## **Membership Renewal**

Thank you for being a valued member. We appreciate your dedication to the ISM-CF Affiliate and look forward to your continued support. You should have recently received your membership renewal notice. If you haven't already, take a few minutes to renew today.

Continuing your membership with ISM provides you the opportunity to obtain business contacts, network with industry leaders, educational growth, and to establish connections with the best in class purchasing organizations within public and private entities.

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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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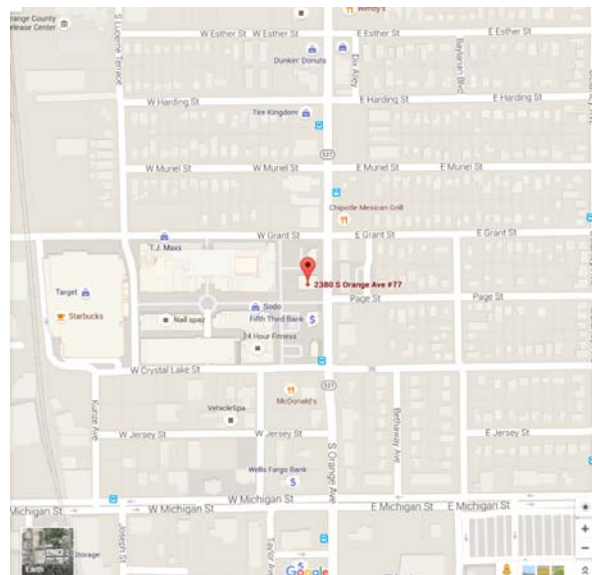
# Professional Development and Networking Event

**November 11, 2015**

**“Emerging Standards in the Field of Change Management”**

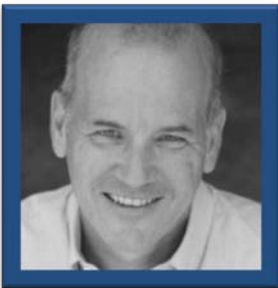
**Speaker:** Steve Cinq-Mars B.A., Ph.D., MBA, PMP

Starts at 7:30 am – Networking, Breakfast and Presentation  
The Egg & I, 2380 S Orange Ave Ste 77 Orlando, FL 32806  
Corner of Orange and Grant Streets



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Overview of an emerging standard in the field of change management—The Standard for Change Management®, as well as recent initiatives by the Association of Change Management Professionals (ACMP) to establish a certification and a training provider registry.



Steve is a 20 year veteran of the project management trenches. His educational background (B.A., Ph.D., MBA, PMP) and a focus on project processes has earned him leadership positions with several well respected multinational companies. If asked he will tell you that the most exciting and dangerous position in any company is on the cutting edge of project delivery. This is where companies focus their energy and capital and thus their management eye. Delivering in this context requires more than

just adherence to project principals but a keen understanding of company strategy, objectives and the impact of change.

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**ISM Indirect 2015 Conference**  
Elevating Your Impact Through Innovation

December 3-4, 2015 - Orlando, FL

Measuring the value of indirect spend presents a challenging opportunity for cost management, gross profit and margin growth. Because of indirect spend's significant influence on the bottom line, procurement executives understand that it is a top focus for controlling and reducing cost. Join us at the ISM Indirect 2015 Conference and discover how to strengthen your impact by learning practical supply chain strategies and gaining insights from leading experts and industry innovators.

As a benefit of being an ISM-CF member, you qualify for a registration discount (\$200 off the regular registration). Use special code "EARLY200" to take advantage of this offer.

More details are included in this newsletter starting on page six and are available in the Event section of the ISM website.

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## ISM-CF Certification - Recertification

If you have an ISM Certification, APP, C.P.M., CPSM, or DPSM you probably need to recertify.

With the APP and C.P.M. it's once every 5 years. If you allow either one to expire you have 364 days to take action, and provide proof of enough CEH's to recertify. On the 366th day it's too late and there is nothing you can do to regain the certification. On the other hand if you can prove 18 years of Professional Procurement (or related) experience you can recertify as a Life Time APP or C.P.M., you no longer have to recertify every 5 years. If you recertified last year and today you have the 18th year, you can recertify with a prorated number of CEH's (check with The ISM Certification Team.)

CEH (Continuing Education Hours) can be obtained by taking college courses, or Procurement and Supply Management related courses in systems, Excel, Word, or other courses such as a 4 hour course in using a new procurement package or warehouse management package.

If you have earned one of the 4 letter Certifications developed since the Name Change to ISM, you will need to recertify every 3 years, and there are no provisions for Lifetime Certification. You need 60 CEH's every 3 years. You also have 364 days to renew your certification if you let it expire. But once again after the 366th day, it's back to taking all 3 exams (starting over).

You can earn 0.5 CEH per PD&N (Professional Development and Networking meeting you attend, credited as whole points without rounding. So come to the meetings and at the end of the year we will award the points. You can also earn points by being a member of the Board of Directors (7 CEH's per year)

This year as in years past we will offer the ISM approved exam Review for CPSM exams 1, 2, and 3. The cost per review class is \$50.00 for members, \$75.00 for ISM members not belonging to ISM-CF, and \$100.00 for non-ISM members. Each review is worth 7 CEH's but cannot be repeated for more points during a recertification cycle.

Your membership is important to your professional development and growth in your chosen career path. We appreciate each member, while at the same time wish we saw you more often. Moves we have made in the past year include a relocation of dinner meetings to reduce the cost to our members to \$17.00 per meeting rather than the \$22.00 previous price. We have breakfast meetings scheduled at the Egg and I in November and December. I am available to assist you in discovering employee offered classes that may qualify for CEH's.

Shortly you should receive the first of the annual renewal invoices. Please process them as soon as possible. ISM currently deletes any member whose dues are not paid by January 7. We lose many members because when they try to renew after that date they are matched to the wrong affiliate or as a direct member paying the same amount but without the advantage of a local affiliate for support and programs.

If you have any suggestions, questions, or would like to speak at one of our meetings about some aspect of your Supply Management Process; please call or write to me call/text [407-361-1360](tel:407-361-1360), email [dat@ism-cf.org](mailto:dat@ism-cf.org).

Thank You,  
Ed

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# ISM Indirect 2015

*Elevating Your Impact through Innovation*

December 3-4, 2015 | Orlando, Florida

*The 16th Annual Conference hosted by the ISM Indirect/Services Group*

[www.instituteforsupplymanagement.org/indirect](http://www.instituteforsupplymanagement.org/indirect)



# Who You Will Meet



**200+**

Indirect Professionals



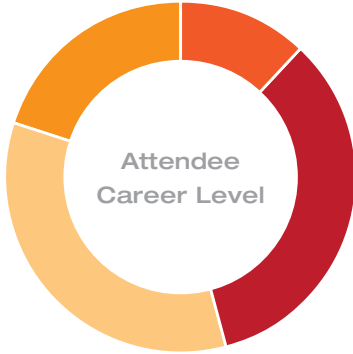
**20+**

Business Solutions Advisors

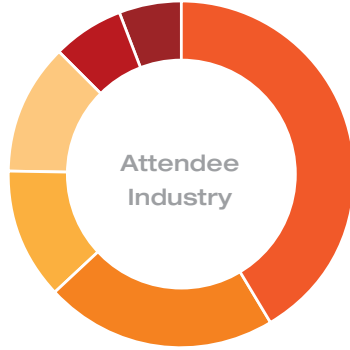


**17+**

Industry Leading Speakers



- 34% Executives and Leaders
- 34% Purchasing Managers and Professionals
- 20% Professors and Academics
- 12% Other



- 44% Services
- 23% Consumer Products
- 13% Durable Goods
- 7% Financial Services
- 7% Other
- 6% Energy

# How you will benefit



## Disney Tour\*

Take a behind the scenes look at Disney's operations.



## Networking Events

Participate in 4+ hours of designated networking.



## Roundtable Discussion

Receive and share insights in roundtable discussions.

# Previous Companies Attended

Pepsi | University of San Diego | Disney | ADTRAV Travel Management | Sprint | IBISWorld | Aetna  
American Airlines | Geometric Results, Inc. | TRC Global Solutions Inc | Burlington Stores Inc.  
PROACTIS | Corporate United | SDI Inc. | DXP Enterprises Inc | Energy Future Holdings  
Intel Corporation Companies

# Conference Agenda

## Wednesday, December 2, 2015

5:00 – 7:00 p.m.

### **Welcome Reception**

## Thursday, December 3, 2015

7:00 – 8:00 a.m.

### **Continental Breakfast**

8:00 – 8:15 a.m.

Welcome Remarks

8:15 – 8:30 a.m.

### **Announcement of 2015 Scholarship Winners**

8:30 – 9:45 a.m.

### **Keynote**

#### **Sourcing & Procurement: A Trusted Advisor**

Sourcing and Procurement brings tremendous value to an organization and its internal clients by providing a multitude of benefits to the organization including competitive commercial terms, quality products and services, supply chain integrity, brand protection, innovation, new revenue streams, robust category strategies, supplier relationship management, etc. Earning the trusted advisor role requires intimate knowledge of the client, category and supply base, a strong and collaborative sourcing and procurement team, and strong supply chain leadership. Rick Wertsching will share how his global team has become a trusted advisor supporting diverse initiatives and how sourcing and procurement have evolved within The Walt Disney Company.

*Presented by Richard Wertsching, Vice President Sourcing & Procurement, Theme Parks and Resorts, Disney Worldwide Services, Inc.*

10:00 – 11:00 a.m.

### **General Session**

#### **Building an Indirect Strategic Sourcing Team**

A successful journey begins with a vision and a plan. It evolves through effective implementation, deployment of technology and change management. This session reveals how to build an Indirect Strategic Sourcing team from the ground up, while transforming indirect spend into a value-creating process.

*Presented by Daniele Gorla, Director Supply Chain and Strategic Sourcing at Shaw Communications and Janice Davis, Senior Vice President, Supply Chain at Shaw Communications*

11:00 a.m. – 12:00 p.m.

### **Roundtable Discussion**

Pick a topic that grabs your interest and interact with conference mates. Each table will be facilitated by a practitioner, specialist, or an ISM member so that you get the most out of these timely discussions.

A variety of topics will allow you to interact with other attendees to share best practices and lessons learned.

12:00 – 1:30 p.m.

### **Lunch & Special Presentation**

#### **Leadership Lessons Learned From Walt Disney**

Using Walt Disney's journey as an example, see how he achieved his dreams and the challenges he overcame along the way, and learn how to leverage them for your own business and personal life. From innovation to competition to dealing with adversity, Walt Disney's life and words will serve as lessons that you can apply to your business and brands.

*Presented by Lou Mongello, Disney Expert, Author, Speaker and Travel Podcast Host*

1:30 – 2:30 p.m.

### **Breakout Sessions**

#### **Session 2A – E & J Gallo Winery Energy Management Program**

The Gallo Winery Energy Team is comprised of cross-functional groups that work together to deliver energy best practices. The team is delivering extraordinary value in sustainability and cost benefit across multiple sites within the company.

*Presented by Michelle Moorman, Director of Sourcing and Co-Man at E & J Gallo Winery, and Mahesh Mistry, Sr. Manager of Sourcing and Co-Man at E & J Gallo Winery*

#### **Session 2B – Indirect Rate Analysis**

Learn how the USPS uses a best practice approach on the oversight and analysis of competitive indirect pricing rates when determining fair and reasonable pricing. The analysis will also determine fairness and reasonableness for option periods and when new labor categories are being added to the contract. Focus will be on identifying the right sized supplier providing lean indirect rates.

*Presented by Prashanth Kallat, Manager, Professional & Technical Services, United States Postal Service*

2:45 – 4:00 p.m.

### **General Session**

#### **Effective Category Strategy and Supplier Collaboration to Maximize Organizational Impact**

A review of Goodyear's evolution in the indirect procurement space explores using a category strategy approach in procurement activities. Enhance the capability of our employees, and utilize supplier collaboration to grow influence and ultimately maximize your impact on the bottom line.

*Presented by Peter Retterer, Director North America Procurement at the Goodyear Tire and Rubber Company and Jeffrey Schneider, Global Manager Supplier Collaboration at the Goodyear Tire and Rubber Company*

4:00 – 5:00 p.m.

### **General Session**

#### **Commodity Price Risk Mitigation; Measurement of Risk; and Developing a Long-Term Strategy**

Outlines the process we used to identify our commodity risk profile, and how we developed a business process and tools to measure and monitor our risk profile over time. Our goal is to build commodity risk mitigation into our core business processes.

*Presented by Andrew Palascak, Senior Manager of Finance GSM and Business Processes, BorgWarner Morse Division at Borg Warner*

5:00 – 7:00 p.m.

### **Networking Reception & Supplier Showcase, sponsored by ADTRAV**



# Friday, December 4, 2015

7:00 – 8:00 a.m.

## Continental Breakfast

8:05 – 9:15 a.m.

## General Session

### Lessons from a (former) CPO: 5 Costly Mistakes to Avoid with Indirect Procurement

As Supply Management becomes more involved with indirect and nontraditional spend categories, learn the five costly mistakes to avoid to drive significant impact and value for your company.

*Presented by Deborah Stanton, Executive Managing Director of CAPS Research*

9:15 – 10:30 a.m.

## General Session

### Technology Contracting – Moving Into the Cloud

As five major trends continue to alter the delivery of Information Technology products and services, procurement leaders are challenged to optimally contract for measurable deliverables at the most cost-efficient price levels. Those who acquire technology product often encounter a plethora of contracting challenges, such as: IP Right Ownership (or transfer); Software Licensing Types; Development vs. Licensing Language; Software as a Service (SaaS); Hardware Purchase or Lease; Maintenance Language; Source & Object Code Language; Contingency Operating Plans (COP); Technical Professional Services; etc. And all occurs in an environment where the industry wants to use its own contract paper!

*Presented by Mark Trowbridge, Principal at Strategic Procurement Solutions*

10:45 – 11:50 a.m.

## Keynote

### Maximizing Your Impact in the World!

How do you take what you learn, not only from this conference, but every day and “Maximize Your Impact” in the world? How do you share what you’ve learned with others? How do you use what you learned to make an impact at the office, in your family or in the world? We’ll wrap up ISM Indirect 2015 by talking about how you can take what you learn and have MAXIMUM impact in YOUR world every single day!

*Presented by Jill Bossi, C.P.M., CEO & Founder, Thrive GPO, Inc. & SCM3, LLC*

11:50 a.m. – 12:00 p.m.

## Closing Remarks and Raffle

[www.instituteforsupplymanagement.org/indirect](http://www.instituteforsupplymanagement.org/indirect)

## Registration

### Early Bird Registration

*Register by September 30, 2015*

**\$200 discount**

### Standard Registration

**\$949 Member, \$1,149 Non-Member**

## Location

### Rosen Shingle Creek

9939 Universal Blvd

Orlando, Florida 32819

(866) 996-9939

\*Disney tour limited, see website for details.