

CENTRAL FLORIDA BUYLINES



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

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Central Florida
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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

February 8, 2017 – Supply Management: An Evening with the Executives, Starts at 5:30 p.m.
Location: UCF Rosen College of Hospitality, 9907 Universal Blvd. Orlando, FL 32819

March 8, 2017 – Professional Development and Networking Event

April 12, 2017 – Professional Development and Networking Event

May 10, 2017 – Professional Development and Networking Event

May 21 – May 24, 2017 – ISM2017 Annual Conference, Disney Coronado Springs Resort, Orlando, FL.

To register, visit ism-cf.org

New ISM Web Seminars

Impact Business Outcomes Through Strategic Sourcing

Date: Thursday, February 9, 2017 Time: 2:00 pm
Sponsored by Scout RFP

Go to the ISM website to register.

Strategic sourcing plays a pivotal role in the growth of global enterprises. As such, sourcing has evolved from a "black box" function to one that must work seamlessly with the lines of business. Join us to find out how you can ramp up your 2017 sourcing strategy.

Join us for this webinar to learn:

- Expedite time to value
- Increase collaboration with the line of business
- Tighten compliance
- Maximize business impact
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Speakers:

Anthony Santiago
Principal
AES Consulting

Professional Development and Networking Event

February 8, 2017

“Supply Management: An Evening with the Executives”

UCF Rosen College of Hospitality, 9907 Universal Blvd, Orlando, FL 32819

ISM-Central Florida invites you to join us on **Wednesday, February 8, 2017 at 5:30 PM** to hear from local supply management leaders as we explore various supply chain topics. Throughout the evening, we will be focusing on topics such as risk, corporate social responsibility, system capabilities & technologies, and business acumen and supply management’s role within each.

To register, go to ism-cf.org.

5:30pm – 6:30pm: Social Networking – Hors D’oeuvres will be served and each registered attendee will receive 2 complimentary drink tickets.

6:30pm – 8:00pm: Panel Event

Directions: Once you arrive at the guard shack, you can park in the “student parking” lot on your left. Once parked, walk past the water fountain and into the courtyard area. The event will be located in the breezeway near room 110.

MEET THE PANELISTS

Rick Wertsching is Vice President, Strategic Sourcing for Disney Theme Parks & Resorts. He leads global strategy for Walt Disney Parks & Resorts in Florida, California, Hong Kong, Paris, and Shanghai. In 1996 he joined ESPN as the Director of Sourcing and Procurement. He was subsequently promoted to Vice President, Sourcing and Procurement of Media Networks prior to transferring to Theme Parks and Resorts in 2005.



Doug Milanese was named Chief Supply Chain Officer for Darden in May 2015. He is responsible for sourcing, distribution, and quality assurance for all Darden concepts. Doug’s team of supply professionals manages over \$2 billion in non-food expenditures on an annual basis. The supply team sources more than 26 million cases of product from 1,500 vendors in 10 countries around the world.



MODERATOR

Dawn Luttrell has been in the Supply Chain industry for over 20 years. She began as a buyer, then moved into sourcing. Recently, Dawn served as Senior Director of Indirect Sourcing, Contract Administration & Logistics at SeaWorld Parks & Entertainment, serving 12 domestic theme parks including the SeaWorld, Discovery Cove, Busch Gardens, Aquatica, and Sesame Place brands. Previous to SeaWorld, Dawn was a Sourcing Leader with The Walt Disney Company. While there, she led the marketing, entertainment and print sourcing team. She also supported FF&E, sourcing furnishings for over 20,000 guest rooms at the Walt Disney World Resort, Hong Kong Disneyland Resort & Disney Vacation Club.





Did you know that in purchasing, bias affects your bottom line? It's true. *Entrepreneur* magazine says unconscious bias can even **reduce** financial expectations by 15%-35%!

That's why you need to be at ISM Diversity 2017 on March 1-3 at the Renaissance Orlando at SeaWorld in Orlando, Florida.

IMPACT YOUR BOTTOM LINE

Find out how to develop and grow your own diversity program to positively impact global negotiation — and your bottom line.

KEYNOTES AND PANELISTS

You'll see and hear keynotes and panelists from world-class firms: Honeywell Aerospace, DuPont, Whirlpool, Rockwell Automation and many others. And you'll have a chance to network and interact with speakers and attendees.

ACT NOW

Go to ismdiversity.org. You won't regret attending ISM Diversity 2017! Register at ismdiversity.org.

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



ISM2017

May 21-24, 2017 • Orlando

Visit ISM2017.org for more details.

VOLUNTEER AT ISM2017!

Are you interested in volunteering for ISM2017? The ISM International Conference will be right here in Orlando from May 21 to May 24, 2017. If interested, go to ism2017.org/about, scroll to the bottom of the page and click on "Call For Volunteers". Make sure you scroll down to complete all fields.

This is an excellent opportunity to contribute to our profession while learning and networking with more than 2,500 global supply chain and procurement professionals.

7 PRINCIPLES OF POWERFUL PROCUREMENT

From Inside Supply Management, January 2017 issue

Best-in-class organizations are maximizing procurement by tapping technology and big data to streamline the source-to-pay process, according to the SAP Ariba Benchmark Survey. The survey analyzed US\$350 billion in spend in more than 3,500 categories for more than 200 companies connected to the Ariba network. The results indicate that the highest-performing companies manage source-to-pay as an end-to-end process rather than a series of tasks, have an integrated platform to manage spend and use technology to fuel collaboration. "Through their willingness to think outside the box and (use) a technology enabled, data-driven approach to procurement, top-performing procurement organizations are not only managing more spend (while) achieving greater savings and efficiencies," SAP Ariba's report states, "they are delivering real business transformation." As analysts examined the survey data, seven characteristics emerged that separate best-in-class companies from the rest. SAP Ariba considers those the secrets of high-performing procurement organizations:

- 1) Playing a strategic role and managing more spend than average performers
 - 2) Having an integrated platform for managing all procurement spend and experiencing higher sourcing savings
 - 3) Managing procure-to-pay from end-to-end with a single point of accountability, resulting in higher PO and invoice efficiency
 - 4) Driving more spend toward contracts and e-catalogs
 - 5) Analyzing transaction data to optimize payments and lower costs
 - 6) Providing an intuitive, self-service environment in which purchasing can be done in an easy and compliant manner, driving down requisition-to-order cycle times
 - 7) Automating such tasks as PO and invoice processing to reduce operating costs.
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