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August 2009

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Meeting Details

TIME

5:30 pm **Tech Session**
 6:00 pm **Registration**
 6:30 pm **Dinner Meeting & Speaker**

LOCATION

Crowne Plaza Dallas near the Galleria
 14315 Midway Road
 Addison, TX
 +(972) 980-8877

COST

\$30 with RSVP
 \$35 at the door (if available)
 \$15 students

Register Online

www.ismdallas.org
 or leave a message at -(972) 329-7922

Registrations must be received by Tuesday at 12 noon prior to the meeting.

August Events

August 1 - CPSM Bridge Review

ISM-Dallas Vision Statement

To Lead Supply Management Professionals in the Dallas area through:

- Education & Development
- Certification
- Volunteerism
- Networking

August 13th Dinner Meeting

"Lean Six Sigma in Today's World"

With Dr. Kannan Ramanathan

Make your plans to attend the August 13th ISM-Dallas affiliate meeting.

According to Dr. Ramanathan:

"Lean and Six Sigma are two methodologies focusing on process management. Although they developed independently of one another, they are now increasingly recognized as being complementary."

He will speak on what these two methodologies are, how they evolved, and their relevance in the current economic environment.



Dr. Ramanathan is the Associate Director for the Center for Intelligent Supply Networks at the University of Texas at Dallas. At the university's School of Management he teaches Lean Six Sigma, Operations Management and Spreadsheet Modeling.

Dr. Ramanathan previously worked in the airline industry in India, East

Class - Session 1

August 8 - CPSM Bridge Review
Class - Session 2

August 13 - Dinner Meeting

August 13-14 - 3rd Annual UTD
Project Management Symposium

August 15 - CPSM Bridge Review
Class - Session 3

August 29 - CPSM Review Class -
Module 1 - Session 1

September Events

September 10 - Dinner Meeting

September 12 - CPSM Review
Class - Module 1 - Session 2

Africa, and the Middle East. He later joined General Electric where he focused on teaching and applying Six Sigma at various GE businesses. He studied Economics and Management in India earning his MBA degree. His Ph.D. in Business Management is from the University of Illinois at Urbana Champaign.

MENU

Blackened Tilapia with Mushroom Cream Sauce
Creole Vegetarian Rice, Medley of Vegetables
White Chocolate Mousse with Berries

The Table Topic Quiz Returns!!

At the August 10 dinner meeting our popular Table Topic Quiz returns. The winning table will win a prize!!

[Join Our Mailing List!](#)

Tech Session - 5:30 pm

Ellen Lasser, C.P.M., Procure Advisors presents

"Networking in 2009- Looking for Love in all the Right Places"

A humorous but informative discussion about networking for job holders and job seekers alike. See how you can use this valuable skill to help others and yourself in your career.

Ellen Lasser, C.P.M., is President of Procure Advisors, LLC, a procurement consulting company offering a variety of a variety of cost reduction and procurement consulting services including: spend analysis, targeted contract negotiations, organizational design, policy handbook development, and staff training. A past president of ISM-Dallas, Ellen has become a master networker and is well-known in the Dallas supply management community.



Registering for ISM-Dallas Dinner Meetings

Several people have asked about the registration process for meetings and this article attempts to answer many of the questions we have been hearing recently. On-line registration is accessed at the www.ismdallas.org website. You can locate any event on the calendar, and then click on the sign-up link to begin registration. The process is short and simple.

In order to get into the meeting most quickly when you arrive, charge the event to a credit card on-line when you register. ISM-Dallas is a secure site, which always protects your privacy. Once you have registered and paid on-line, all you need to do upon arrival at the meeting is to give your name to the administrator and pick up a name-tag. The name-tag will have your pre-printed receipt attached.

If you are charged the non-member price and you are an ISM Dallas member) you can usually change this to the correct membership fee by using the following procedure:

- On the page where your name appears, put an "x" in the box to the left of "check if you are a new member or part of a corporate membership."
- Enter your membership ID, preceded by one "0", in the box next to "(membership number or corp number)".

- This should give you the membership pricing. If this does not work for you, contact Gail Arbetter at 972-392-7922.

If you register, but do not pay on-line, the next quickest way to get into the meeting upon arrival is to pay with the **correct cash or check**. If you charge at the meeting it is extremely time-consuming.

Lastly, please register by Monday noon the week of the meeting. This is the time the guarantee for headcount is due to the hotel. If you come to a meeting without a reservation, you will be put on a waiting list and will be able to eat (and pay) if others who have made reservations do not show up by five minutes after the meeting start time. If there is no extra meal available, you can still attend the meeting and not eat a meal.

We hope this has answered your questions and helped to make the registration process clear and easy for you. If you have any further questions regarding registration for an event, contact Gail or email her at info@ismdallas.org.

President's Corner

by Pat Woods, CPSM, C.P.M., A.P.P. President of ISM-Dallas

If I had to put a theme on this month's President's Message, it would be that **"change is inevitable."** To illustrate the point, look at how IBM changed its business model a few years ago. Always referred to as the big-box computer manufacturer, IBM was a very structured and traditional company. To work for IBM, you had to wear the traditional uniform of the blue suit and white shirt, with ties of course for the men. Now if you look at the IBM of today, they heavily promote their consulting services and their television commercials show a hip, young, CASUALLY DRESSED workforce.



It looks as if ISM-National will be making some changes to survive in this down economy. A few days ago, I was asked to participate in a brief survey to determine ISM-Dallas' involvement with sales people. The bottom line is that in their next board meeting, ISM will seriously consider allowing sales people to join, which is a 180 degree change from what they have advocated for a number of years.

On a less controversial scale, ISM-Dallas made a change in its meeting format by hosting our first luncheon. Although at first I had apprehensions, the meeting was a success and I believe that we tapped into a market that might not be able to participate in the traditional dinner meeting format. We will continue with this positive change, with our next lunch meeting scheduled for October.

Companies as well, in addition to IBM, are having to change their business model, which basically comes down to changing their culture. Do you remember the cultural change that was made popular in the late 1980's and early 1990's, popularized by Japan, called JIT - Just In Time? That has now been expanded for the 21st century and is currently referred to as Lean-Six Sigma.

Come join us for our August 13th dinner meeting where an expert in the field, Dr. Kannan Ramanathan of UTD will talk about this timely and interesting subject. We will be back to our dinner meeting format and also come a bit early to hear one of our past presidents, Ellen Lasser speak on *Networking for Success, Looking for Love In All The Right Places*, a humorous look at networking.

Attention - Volunteers!

Attention: we have a couple volunteer opportunities with the Ad Hoc Website committee as well as permanent positions on the BOD. For more info, contact Pat Woods at: patwoods@supplychaineducation.com

C.P.M. Training Classes - One Last Round!

ISM has extended C.P.M. Exam registration to **September 30, 2009** and ISM-Dallas will offer one last round of C.P.M. review classes.

For these classes we will follow the same format as we have done in the past; we will review the C.P.M. Study Guide (please bring) with periodic discussion of simulated exam questions and the participants will have access to the C.P.M. on-line review program at no additional charge.

Module 4 - August 22

Location: EF Johnson Technologies Jet Star Center, Irving, TX

Cost: Module 1 - \$285, Modules 2, 3, 4 - \$145 per module

Register by contacting Pat Woods at: patwoods@supplychaineducation.com or 972.333.9376 (not available on ISM-Dallas website)

ISM is Extending C.P.M. Exam Registration Deadline to September 30, 2009

Since the C.P.M. Exam registration deadline on December 31, 2008, ISM has been inundated with requests from individuals for additional time to register for the C.P.M. modules. Due to overwhelming demand, ISM has extended the C.P.M. Exam registration deadline.

C.P.M. Exam registrations will be accepted through September 30, 2009. All exams (including retakes) must be completed by December 31, 2009. No exceptions. Don't miss this opportunity to earn a globally recognized credential and boost your competitive edge in today's tough job market.

ISM encourages candidates to schedule testing as soon as possible to avoid scheduling conflicts at testing centers. Seating is limited and we are unable to guarantee available space at the test site - make sure to register early.

The Certified Professional in Supply Management (CPSM)

A certification, a degree and relevant experience are key to get in the employment door, to get promoted and to get the higher salary you deserve. Make sure you are qualified for high-level positions or prepared to compete if your company downsizes.

- If you had to find a new employer, would you be competitive against other candidates - even in a new industry?
- If your responsibilities expand, are you knowledgeable in all the components of supply management?
- Is your education, experience and level of certification sufficient to meet the needs of your organization?
- Do you have what it takes to positively impact your supply chain?
- Does your employer consider you promotable?

The new CPSM is endorsed by business leaders and thought-leaders across the globe. It encompasses the expanded knowledge, skills and abilities necessary to excel in strategic supply management. Employers already require or at least prefer job candidates who are certified. Make sure that you are ready for higher-level positions and prepared to compete if your company has to downsize. Dare to be one of the first to earn the profession's most strategic qualification!

CPSM Requirements:

- Three years of full-time professional supply management experience (non-clerical, nonsupport)
- Bachelor's degree from a regionally accredited institution (or international equivalent)

- Successfully pass three CPSM Exams, OR, if you are a C.P.M. in good standing, pass the Bridge Exam

CPSM Review Classes

We are pleased to announce our first group of review classes for the CPSM Exams.

To qualify to become a CPSM, you must have a 4 year degree and 3 years in procurement or purchasing related activity.

Schedule: Module 1 - Session 1 - August 29, 2009
 Session 2 - September 12, 2009
 Module 2 - Session1 - October 10, 2009
 Session 2 - October 24, 2009
 Module 3 - Session 1 - November 21, 2009
 Session 2 - December 5, 2009 -
 All times are 8:00 A.M. - 5:00 P.M.

Note: Due to the magnitude of the material, we have scheduled a skip week between the first and second session for each module to allow time for study.

Location: All classes will be held at the UTD campus in the Executive Education center. After registering, you will be sent directions, including building and room location.

Cost: \$450per module - ISM-Dallas Members, \$530 - Non-members

Note: compare this pricing with ISM's Reviews at \$1,295 per module for members, \$1,595 per module for non-members and for only two days for all 3 modules.

Included in this cost:

- 16 hrs/module of intense instruction led by an ISM CPSM trainer,
- access to an on-line tool with on-demand detailed instruction, including audio and downloadable study materials,
- numerous simulated exam questions with answer logic,
- a comprehensive exam that you can take prior to the actual testand the instructor will give you one-on-one feedback.

Not included in this cost is the CPSM Study Guide, which is highly recommended that you purchase this from ISM and begin to study prior to our sessions - \$59 for members, \$89 for nonmembers.

Overview

This course is a review to help prepare supply professionals for taking the CPSM exams. Participants will gain an understanding of the CPSM program and of the breadth of content covered in each of the three CPSM exams:

Exam 1: Foundation of Supply Management
Exam 2: Effective Supply Management Performance
Exam 3: Leadership in Supply Management

This program has the added benefit of providing many best practices that can be applied immediately in the participant's organization. The material format will be a combination of key educational points, case studies and simulated exam questions.

To register, visit our web site at www.ismdallas.org. For more info and/or to purchase the

CPSM Study Guide, contact: Pat Woods at: patwoods@supplychaineducation.com or call 972-333-9376.



63rd annual Southwest Supply Management Conference October 7- 9, 2009

Destination Dallas!

The Education Tracks have been completed! We have one of the strongest slates of seminar leaders, keynote speakers and workshop leaders ever - including a full one and one-half day of CPSM Bridge Review presented by Pat Woods!

The complete conference brochure is being assembled and plans are to have this on the web during the month of May. Check it all out on www.ismswscf.org

The Southwest Forum Committee is working with the Dallas group in the planning and execution of the conference. Plans are underway for the Networking Reception, Exhibitors Showcase and Golf Outing in addition to the Educational program which will give attendees the opportunity to earn up to 10.5 CEH!



Please begin talking to your suppliers and encouraging them to begin signing up for the Exhibitor Showcase and the Golf Outing. Promotional literature is on the website now and on-line registration is available for those functions. www.ismswscf.org

We are anticipating a tremendous turnout in Dallas this year. Talk it up! Make plans to attend!

Register online at www.ismswscf.org

WIN !!! FREE REGISTRATION or ROUND OF GOLF!!

SUPPORT THE ISM-DALLAS / ISM SOUTHWEST FORUM' S SUPPLY MANAGEMENT CONFERENCE

BE ENERGIZED - STEP UP - WIN!

- * Free Registration for signing up 5 or more Exhibitors for the Exhibitor Showcase - first 5 signing up 5 will win!
- * Free Registration for signing up 2 4-member golf teams - first 5 to sign up 2 teams will win!
- * Free Registration for signing up 2 Sponsorships for the conference - first 5 to sign up 2 Sponsorships will win!
- * Win free Mixer/Exhibitor tickets for soliciting and provide 2 Door Prizes - first 5 to provide 2 prizes will win!

Your support is crucial to the success of the conference and very much appreciated. See complete details on our website www.ismswscf.org or contact Kathy Bridwell at Kathy.Bridwell@heart.org.

3rd Annual UTD Project Management Symposium

The 3rd Annual UTD Project Management Symposium will be held Thursday, August 13th and Friday, August 14th

Information on registration and sponsorship can be found at www.pmsymposium.utdallas.edu.

ISM-Dallas/UTD Student Mentoring Program

Beginning Fall 2009 we are matching Volunteer ISM-Dallas Members with UTD Students. Eligibility for Students: Senior or Graduate Student Members of ISM

We need your help as volunteer mentors. This is an opportunity for you to:

- Share expertise
- Demonstrate ability to identify and develop new talent
- Acquire a fresh perspective on professional issues and work/life balance
- Advance ISM standards for future generations of ISM professionals
- Perform a valuable community service
- Pay it forward

Time Requirements:

1 year commitment - September 2009 to May 2010
Typically meet once per month or two, 1 to 2 hours each

So sign up and join in our Speed Matching Event to be held at UTD in September and meet your match!

To sign up, contact:
Charlotte Ray, CPSM, C.P.M.
972-344-5884
Charlotte_Ray@raytheon.com

July Meeting Pictures



A large turn out for our July Luncheon Meeting



Our Speaker, Bruce Kilkowski of JC Penney



Kim tells us about paper



[More about JC Penney's sourcing projects](#)



Another method from JC Penney

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