



Services Group

“Where Services come together”

www.ismservicesgroup.org

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Message from Peter E. O'Reilly, DPS, C.P.M., Chairperson, ISM Services Group:

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The theme of our December conference is “Services Spend: Your Value Powerhouse.” Services procurement is still a relatively new model for many companies and there are many ways for enterprises to derive value from improving their processes. Companies need to know that there are many ways to improve their services purchasing, especially on non-traditional services spending.

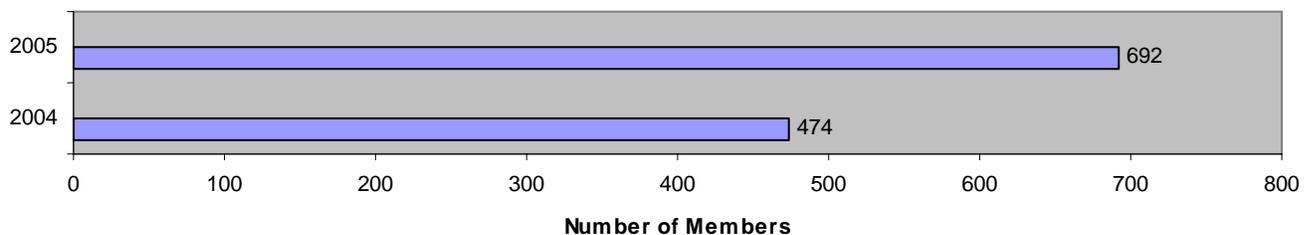
Even though no two companies purchase the same services or purchase services the same way, standardized methodologies and processes can and should be applied. While the sourcing of services may be somewhat different than the purchase of commodities, it is important to identify and implement best practices.

When purchasing services, purchasing professionals must work together with their corporate “customers” as a team. The teams should not only consist of procurement personnel, but also key internal customers from the departments using the services and finance team members. Companies spend a lot of money purchasing services, and that spend will only get bigger for most. This presents a great opportunity for long-term cost reduction through more effective and efficient services purchasing.

We welcome you not to just be a new member, but to be an active member in helping us pursue opportunities to enhance the field of services procurement. Peter O'Reilly

The Services Group is currently working on a June 8, 2006, Services Seminar in New York. Watch your email for details or check our website. www.ismservicesgroup.org

Services Group Membership Growth
46% from 2004 to 2005



The Services Group has a new look on our Website..... Log on Let us know if you have any suggestions www.ismservicesgroup.org

New Release from ISM:

ISM Services Group Receives Excellence Award at

90th Annual International Supply Management Conference and Educational Exhibit

TEMPE, Ariz., May 10, 2005 - The Institute for Supply Management (™) (ISM) today announced the inaugural Groups and Forums Excellence Award winner. ISM Services Group garnered the 2004 Group or Forum of the Year Award at ISM's 90th Annual International Supply Management Conference and Educational Exhibit in San Antonio. Groups and Forums Excellence Awards recognize an ISM group or forum that demonstrates excellence in professional operations, educational offerings and recruitment, training and retention efforts, while at the same time communicating the value and prestige of ISM and the supply management profession.

The ISM Services Group is comprised of ISM members, who work for services-based organizations or who are responsible for the sourcing and contracting of services within their organizations. The award is a testament to the Group's highly motivated and dedicated leadership team and its volunteer members, according to ISM Services Group Chair Dr. Peter O'Reilly, C.P.M., A.P.P.

"This award recognizes our distinctive offerings of industry-specific networking and education opportunities, such as our annual Services Conference and our periodic chat sessions on topics recommended by our members," says Dr. O'Reilly. "Services continue to expand in terms of scope and importance to the bottomline. We want the Services Group to be a key resource for service-related sourcing activities to enable best practices and networking opportunities associated with the sourcing and negotiating of services."

Membership in ISM Groups is open to all regular members. Visit ISM's Services Group Web page at www.ismservicesgroup.org.

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UNIVERSITY & EDUCATIONAL RELATIONSHIPS

(new focus for FY2005)

Through the Directors of Education, the **Services Group** interacts with up to six targeted universities that have supply management (purchasing) degree programs.

Five key focus areas will be mutually addressed: **Mentoring, grant funding, internships, on-site activities, and student membership**. Listed below are important on-going efforts that promote communication and activity in these focus areas:

1. Invitations to supply management professors and students to attend **Services Group** sessions at the ISM International Conference.
2. Invitations for supply management professors to participate in the Annual Services Conference.
3. Promote participation of supply management professors and students at chat sessions sponsored by the **Services Group**.
4. Actively seek membership in the **Services Group** of supply management professors and students.
5. Forward **Services Group** newsletters and announcements to these colleges.