



Services Group

“Where Services Come Together”

2006 Groups and
Forums
EXCELLENCE
AWARD

2005 Groups and
Forums Certificate of
Excellence

2004 Groups and
Forums
EXCELLENCE
AWARD

www.ismservicesgroup.org

Volume 11, Issue 1 May 2007

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

The month of May always seems to represent learning. We have a good deal of our college graduations in this month, as well as the 2007 Annual ISM International Conference “The Future of Supply Management, the Continuity of Supply.”

The Services Group and its Leadership Council also support ongoing education. That is why we sponsor speakers at the International Conference. In addition, the Services Group has a very active program with a number of universities to award scholarships to deserving students in Supply Chain Management related programs. This past December the Services Group distributed scholarships to students from several universities across the country.

The Services Group, as part of its goal to inform its members of the best practices and new procurement concepts, will be co-sponsoring with ISM both the **Third Annual Services Symposium (June 2nd- New York City)** and the **Eighth Annual Services Conference (November 29th and 30th- Phoenix)**. We welcome our members and any purchasing professional to join us at one or both of these interesting and interactive forums.

The Services Group exists to allow for the advancement of networking and process improvements in relationship to purchasing professionals either sourcing services or working in the services sector.

Please visit our website: www.ismservicesgroup.org for more information and to join us as an active member.

SERVICES GROUP

LEADERSHIP COUNCIL

CHAIRPERSON

Peter O'Reilly, DPS, C.P.M.
Drpor@aol.com

LEADERSHIP DIRECTORS

Carol Ayotte, C.P.M.
carol.ayotte@honeywell.com

Cynthia Alexander, C.P.M.
cyalexander@calover.com

Paul Howard, C.P.M.
paul.howard@aquila.com

Ellen Berry, C.P.M.
ellen.berry@aquila.com

Tom Ribardo, C.P.M.
Thomas.Ribardo@sanofis-aventis.com

Bryan Eaves, C.P.M.—Membership
eavesb@pilottravelcenters.com
membership@ismservicesgroup.org

Chris Flum, C.P.M.
Cflum@harmanbecker.com

Nancy Kimball, C.P.M.
Nancy.kimball@us-ing.com

Marika Lindstrom
Marika.a.lindstrom@gmail.com

Fred Ledbetter, C.P.M.
fred_ledbetter@lifenet.org

Marty Bell, C.P.M.
mbell@amfam.com

*Build strategic value within your organization by attending these
Annual Services Programs*

**3rd Annual Service Symposium: The Power of the Services Supply Chain:
Maximizing Strategic Value**

June 7, 2007, St. John's University
Manhattan Campus, New York City

And

The 8th Annual Services Group Conference

November 29-30, 2007
Pointe South Mountain Resort
Phoenix, Arizona

To register for both programs: visit ISM online at www.ism.ws

Services Group's Recommendations for Workshop Sessions

The Leadership Council of the Services Group recommends the following workshop sessions to Services Group members attending the 2007 International Supply Management Conference, May 6-9, 2007, in Las Vegas:



The Future of Supply Management
Continuity of Supply

Session AI - Sunday, May 6, 3:45-5:15 p.m.

Sourcing the Marketing Plan Spend – Thomas Donatelli, Senior Director, Global Sourcing, Pfizer, Inc.

Session AJ - Sunday, May 6, 3:45-5:15 p.m.

Energy Purchasing Techniques that Reduce Costs, John Studebaker, President, Studebaker Energy Consultants, LLC.

Session BA - Monday, May 7, 9:00-10:20 a.m.

Making Suppliers Greater Strategic Stakeholders within Supply Organizations, Dr. Peter E. O'Reilly, DPS, C.P.M., A.P.P., Chairperson ISM Services Group and Dr. Eb Scheuing, Ph.D., C.P.M., A.P.P., ISM Purchasing Professor Emeritus, St. John's University.

Session BE - Monday, May 7, 9:00-10:20 a.m.

Finding and Equipping Superior Supply Staff Talent, Robert Dunn, MBA, Principal, Strategic Procurement Solutions, LLC and Mark J. Trowbridge, C.P.M., Principal, Strategic Procurement Solutions, LLC.

Session BI - Monday, May 7, 9:00-10:20 a.m.

Contracting for Services, Ernest G. Gabbard, J.D., C.P.M., Director, Corporate Strategic Sourcing, Allegheny Technologies, Inc.

Session BL - Monday, May 7, 9:00- 10:20 a.m.

Logistics & Transportation Megatrends and Strategies for Supply Managers, Joseph Cavinato, Ph.D., C.P.M., ISM Professor of Supply Management, Thunderbird School of Global Management and Randolph Stang, Vice President, Global Consulting Services, UPS Supply Chain Solutions.

Session CF- Monday, May 7, 10:40-11:40 a.m.

Purchasing of Services in the Public Sector, John Balentine, C.P.M., A.P.P., CPP, Purchasing and Contracts Administrator, Washoe County Purchasing Dept.

Session FI—Tuesday, May 8, 10:20-11:40 a.m.

Contracting for Services, Jim Haining, C.P.M., A.P.P., President, JDH Management and James Kiser, C.P.M., Vice President Operations, ADR North America LLC.

Session GE - Tuesday, May 8, 2:30- 3:30 p.m.

Negotiations: Advanced Techniques for Sole/Single Source Situations, Robert Dunn, MBA, Principal, Strategic Procurement Solutions, LLC and Mark J. Trowbridge, C.P.M., Principal, Strategic Procurement Solutions, LLC

Session IA - Wednesday, May 9, 8:00- 9:00 a.m.

Supplier Management for Complex Outsourced Services: A Strategic Framework - John Maxim, President, Maxelerate and John Todesco, Contracts Manager, Zurich North America.

Session IE - Wednesday, May 9, 8:00- 9:00 a.m.

Service Level Agreements that Actually Work—John Maxim, President, Maxelerate and John Todesco, Contracts Manager, Zurich North America.

JOIN US! AT THE GROUPS AND FORUMS NETWORKING RECEPTION, MONDAY, MAY 7, 5-6 P.M.

ISM Services Group-University Relations Update

In 2006, the Services group awarded eight, \$1,000 scholarships to students at Arizona State, Penn State, Michigan State and Western Michigan. In 2007, we plan to increase both the number of student scholarships and the size of the scholarship awards for students at our target schools. The 2007 scholarships will be awarded at our upcoming Services Conference in Phoenix, November 29-30.

Also at the Services Conference, our University Professor leads will take part in a panel discussion titled **Supply Management Professionals: Academic & Practitioner Future Perspectives**. The purpose of this discussion is to address in detail the various skill sets and competencies required by organizations and that are being taught by leading university supply management programs. Also discussed will be a partnership approach that organizations can take with universities to establish a continuous improvement process for supply management education.

Services Group Highlights for 2007

- The Services Group was again proud to be the recipient of the 2006 ISM Group/Forum of the Year Award.
- Welcome to all new members! As of April 1, membership has grown to 1,045 members, an increase of 51%.

2007 Services Group Web Chats

Practical Examples of Sourcing Marketing Services Tuesday, May 15, 11:00 a.m. PDT/2:00 p.m. EDT

How Purchasing Can Influence your Companies Health Care Spend Wednesday, June 6, 11:30 a.m. PDT/2:30 p.m. EDT