



Services Group

“Where Services Come Together”

www.ismservicesgroup.org

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2006 Groups and Forums Certificate of Excellence

2005 Groups and Forums Certificate of Excellence

2004 Groups and Forums EXCELLENCE AWARD

SERVICES GROUP

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

Dear Purchasing Professional,

On behalf of the ISM Services Group, welcome to the 2008 International Supply Management Conference!

In this Newsletter you will find several informational articles, including:

- ◆ A suggested list of conference sessions that the ISM Services Group is supporting or sponsoring.
- ◆ An update on the University Relations Program that provides scholarships to deserving students in purchasing programs in a number of universities across the country.
- ◆ News on the Ninth Annual ISM Services Conference, December 4-5, 2008 in Phoenix, AZ.

We hope that you find the 2008 International Supply Management Conference a good source of strategic knowledge in our profession.

If you would like more information on the sourcing of services or work in a services-related industry, please join the ISM Services Group. You can contact us via our website: www.ismservicesgroup.org

Dr. Peter O'Reilly, C.P.M.
Chairperson- ISM Services Group

...JOIN US!

**AT THE SERVICES GROUP RECEPTION, MONDAY, MAY 5, 5-6:30 P.M.
at the Renaissance Grand/Portland-Benton Room**

The 9th Annual ISM Services Group Conference

The 9th Annual ISM Services Group Conference will be held December 4-5, 2008 in Phoenix, AZ at the Ritz-Carlton Hotel

Some of the Session topics will include:

- ◆ Offshoring of services
- ◆ A panel discussion on best practices of services sourcing utilizing e-sourcing tools
- ◆ How small and medium-sized purchasing organizations effectively source services
- ◆ Supplier relationship management for indirect spend
- ◆ Optimizing change management strategies to reduce services costs while supporting dynamic business growth and new business opportunities
- ◆ Best practices in the sourcing of software
- ◆ Using strategic sourcing to add value

Last year over 300 purchasing professionals attended this conference and we hope you will join us for what promises to be a very important conference.



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 2008 International Supply Management Conference, May 4-7, 2008, in St. Louis:

EC/IE Looming Issues in Logistics

EC - Time: Monday May 5, 3:50 - 4:50 pm

IE - Time: Wednesday May 7, 8:00 - 9:00 am

Presenters:

Lee A. Buddress C.P.M., Ph.D.

*Robert G. Gleason, Professor of Supply and Logistics
Portland State University and Michael E. Smith Ph.D.*

Associate Professor and MBA Program

Western Carolina University

AF/DF Finding the Gotcha's in Equipment Leasing Before They Find You

AF - Time: Sunday May 4, 3:45 - 5:15 pm

DF - Time: Monday May 5, 2:30 - 3:30 pm

Presenter

Mary A. Redmond

President

Independent Lease Review, Inc.

AH Sourcing and Managing Marketing Agency Spend

Time: Sunday May 4, 3:45 - 5:15 pm

Presenter

Marika A. Lindstrom Ph.D., MSc, MBA

Director, Global Business Services

AMD Inc.

DB Implementing Best Practices in Small and Medium-sized Purchasing Organizations

Time: Monday May 5, 2:30 - 3:30 pm

Presenter

Peter E. O'Reilly C.P.M., A.P.P., Ph.D.

Chair, ISM Services Group

EG/IG Supplier Relationship Management (SRM) for Complex Outsourced Services

EG - Time: Monday May 5, 3:50 - 4:50 pm

IG - Time: Wednesday May 7, 8:00 - 9:00 am

Presenter

Chris O'D Malone

Direct, Shared Services

Expense Management Solutions, Inc.

EJ How Savvy Energy Procurement Reduces Operating Costs Significantly

Time: Monday May 5, 3:50 - 4:50 pm

Presenter

Jack Mason Ph.D.

President, Co-Founder

EnergyWindow, Inc.

GE Service Contracts: What is the Right Price?

Time: Tuesday May 6, 2:30 - 3:30 pm

Presenter

Clark Terrill C.P.M.

Manager, Procurement and Contract Services

J. Paul Getty Trust

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MONDAY, MAY 5, 5-6:30 P.M. at the Renaissance Grand/
Portland-Benton Room**

UPDATE: ISM SERVICES GROUP UNIVERSITY RELATIONS

The focus of the ISM Services Group University Relations is on five main areas: Mentoring, Internships, Scholarships, On-Site Activities and ISM Student Memberships. We recently added Rutgers University and the University of San Diego to the original members of Arizona State University, Michigan State University and Western Michigan University.

In 2005, the Services Group established a scholarship program for students pursuing degrees in Supply Management and initially awarded two scholarships. Each year since 2005, we have expanded the program and in 2008 plan to award 16 individual scholarships of \$2,000 each. The 2008 scholarships will be awarded at our annual Services Conference in Phoenix, December 4-5, 2008.

In addition to the scholarships, we provide assistance with conference fees and travel-related expenses for students and professors to attend the annual Services Group Conference each December in Phoenix.

Services Group Highlights for 2007 and 2008

- The Services Group is proud to be the recipient of the 2007 ISM Groups and Forums Certificate of Excellence.
- Welcome new members! As of April 1, membership had grown to 1,174 members, a 26.9% increase over 2007.