



ISM—Alaska, Inc.

Alaskan Purchaser



www.ism-alaska.org

November 2017

ISM-Alaska
Calendar of Events 2017-2018

<ul style="list-style-type: none"> • November 2017 • 9 Pro-D: Seminar Speaker • 8-9 Fall Seminar • 15 Board Meeting 	<ul style="list-style-type: none"> • December 2017 • 7 Pro-D: Business Communication • 13 Board Meeting 	<ul style="list-style-type: none"> • January - 2018 • 11 Pro-D: Global Supply Chain Security & Mgmt. • 17 Board Meeting
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What Can ISM Do For You?

Commodity Tracking via Propurchaser.com — Easy-to-use tools and data to prepare for negotiations and strike better deals. ISM members are entitled to a [60-day trial membership](#), and savings if they decide to join.

This is 30 days longer than the standard trial period you will see referenced on the Propurchaser webpage. Once you have completed the information form and indicated that you are a member of ISM, an additional 30 days will be added to the standard trial period.

Book Reviews via The Business Source — concise summaries of popular business books delivered to your inbox each month. Learn best practices and powerful insights from leading thinkers such as Stephen Covey, Malcolm Gladwell and Jack Welch. Members receive a subscription to the Business Source for [70% off](#) the retail price.

Affiliate Benefits

Gain valuable contacts within your community and keep current on the issues that affect you. Regular membership includes membership in one of 140+ affiliates around the world

Professional Groups and Forums

Gain a deeper understanding of your area of expertise and develop valuable connections when you join an ISM Group or Forum. Select from a wide variety of interest areas including services, materials management, health care and hospitality.

Director of Education Report Jared Rennie

I would like to thank our gracious hosts at the [KTVA Studio and Newsroom](#) for an amazing behind the scene tour during our October Pro-D Meeting. We would particularly like to thank Jane Martin at GCI for her efforts coordinating this event to make it a reality and John Rice, Director of Marketing & Creative Services at KTVA for hosting us and his time walking us through their facility. It was exciting to see behind the scenes at Alaska's hi-tech / high-definition studio and how their newscast team comes together every day to make those programs happen. Those that were able to stay-on for the late broadcast part of the tour were graciously given an in-studio viewing of the Evening Newscast with Joe Vigil, Emily Carlson, Carlos Faura, and Dave Goldman. Thank you very much for your warm reception and sharing your stories with us. I am sure you'll find other mentions of this trip throughout the newsletter so I hope you will read-on to enjoy those stories as well. In the meantime- I look forward to seeing MORE of you at our Fall Seminar and special November Pro-D dinner and meeting. Thank you again for your involvement in our affiliate.

Jared Rennie
Director of Education
ismAKtraining@gmail.com

November Professional Development Meeting – Sustainable Procurement Strategies

Please join us on Thursday, November 9 at the [Coast International Hotel](#) for our November Pro-D Meeting. *Networking commences at 5:00 PM and we'll kick-off the meeting at 5:30 PM. We will be joined by our educational seminar speaker, Darin Mathews FNIGP, CPPO, CPSM (Please refer to our flyer in this newsletter). There is an emerging trend around strategy development and execution that is becoming more and more prevalent among the top companies with high performing supply chain organizations. Our dinner topic this month will explore the hidden value of Sustainable Procurement Strategies.* Be sure to attend this special professional development dinner meeting to arm yourself with the current industry thinking. We look forward to seeing you there!

(continued)

Fall Seminar: Managing Suppliers: Performance Management and Dispute Management – REGISTER TODAY!

Time is running out to register for the ISM-Alaska Fall Seminar. *Managing Suppliers and Contractors* will help you get the most out of *each* of your suppliers through *one* performance management course presented by seasoned instructor, Darin Matthews FNIGP, CPPO, CPSM. Please join us on Wednesday, November 8th and Thursday, November 9th at the Coast International Hotel for two full days of training. As an added bonus, if you register for this training seminar you will also be provided with free admission to our special Professional Development dinner meeting immediately following Thursday's seminar (information included in this newsletter). Please review the flyer included with this newsletter and get your Registration in today!

Director of Education

ismAKtraining@gmail.com

ISM Membership Can Enhance Your Career!

CPSM[®] and CPSD[™] Programs

ISM offers certification programs that are known throughout the world. Obtaining your certification demonstrates to your current or future employer that you are serious about the profession.

Certified Professional in Supply Management[®] (CPSM[®])—The Certified Professional in Supply Management[®] (CPSM[®]) is the credential that surpasses the demands of the international marketplace with multi-faceted skills in areas such as finance, supplier relationship management, organizational global strategy and risk compliance.

Recognition

Being active in your profession speaks volumes to coworkers, colleagues, customers and others you interact with every day.

P#	Office	Term Ends	Candidate
1	Past President (1 yr)	May 2018	Marlys Hagen
2	President (1 yr)	May 2018	Ben Milam
3	Vice President (1 yr)	May 2018	Michelle Girard
4	Secretary (1 yr)	May 2018	Mary Beth Overturf
5	Treasurer (2 yr)	May 2018	Janet Gurrera (2 nd yr)
6	Dir. of Communications (2 yr)	May 2018	Dan Engleby (2 nd yr)
7	Dir of Membership (2 yr)	May 2019	Ward Wells
8	Dir of Education (2 yr)	May 2019	Jared Rennie
9	Director at Large (2 yr)	May 2019	Nicole Fredrick
10	Director at Large (2 yr)	May 2018	Sonja Love-Hestnes (2 nd yr)
11	Director at Large (2 yr)	May 2018	Vacant (vacated by Girard)
12	Director at Large (2 yr)	May 2019	Marina Suslova

Past President's Report
Marlys Hagen, CPSM, CPPO, C.P.M.
November 2017

As a reminder we are still looking for people to fill a couple vacant board positions, Director at Large and Treasurer.

If anyone is interested in either of these positions, please contact me. Serving on a board of directors is a great leadership and team building experience that will serve you well in your career advancement. Please consider serving in one of these positions. Either of them can be filled by appointment if we can identify good candidates.

Northwest Purchasing Education Council

The NPEC Board met in Seattle on October 16, 2017 at the Pacific Northwest Purchasing Conference. The major topics of discussion included the fact that there is currently no host for the 2018 conference. All affiliates were asked to confirm/re-confirm with their boards whether they would consider hosting. The ISM-Alaska board of directors discussed it at our meeting in August, and decided that due to the current state of the economy, this is probably not the right time for us to host a conference. So far no one has stepped up, so it is likely there won't be a 2018 conference. The 2019 conference will be held in Spokane, Washington, so get that on your calendars and into your budget planning.

New officers were also elected. Ben Milam is the Chair, I am now the Vice Chair, Andre Moran for ISM-Willamette Valley continues on as Secretary, and Lorrie Engle, ISM-Spokane, continues on as Treasurer.

Also, Lorrie Engle of ISM-Spokane was honored with the Sid A. Brown, C.P.M. Award of Excellence at the conference in Seattle. Please see the information at the following website regarding Sid's contributions to the profession and the criteria for the award. <http://www.nwpurchased.org/award.html>.

As always, if anyone has any comments/suggestions/concerns/ideas, please let me know.

A Note from Our President

Ben R. Milam, CPPM, C.P.M.

WOW, what a tour! After the KTVA, tour I have a whole new perspective on TV news. As part of the tour, we had the opportunity to participate in a live broadcast. We were behind the cameras, but had the opportunity to interact with the reporters as they transitioned between scenes. I always thought there were people behind the cameras moving around to catch various views; not so. I thought the weather person was actually pointing to a place on the weather map; not so, they are pointing at a blank green wall. I knew there had to be a script, but never realized it was actually read word for word, an amazing performance and you couldn't help but be impressed by the precision as they moved from script to on-site reports. All of that was extremely interesting, but the real educational part came as they described how they transitioned into a completely digital format (one of a few in the US) and into a completely new building; another amazing feat in just eleven months. Many thanks to Jared and all of the others involved in setting up this tour.

I mentioned last month that membership and meeting attendance are down. We are not alone in that all ISM Affiliates and many other membership driven organizations are facing the same situation. We are Alaskans so we know we can fix the problem, but first we need to define the problem. What are we doing right and what are we doing wrong? In the next few days you should see a Survey Monkey request for your opinion. Please tell us what we need to do and please be candid. Do we need a complete new format, a new time or location, etc.

You may have noticed over the years that I am a little passionate and protective of ISM-Alaska. As I look back I see what it has done for me and my career. Over the years I have introduced ISM to several friends and seen the changes in their professionalism and self-confidence. We can't let such a valuable resource decline. This is your association; help your Board of Directors make it better.

I don't know who Edward Burke is, but his quote seems appropriate:

“The only thing necessary for the triumph of evil is for good men to do nothing.”

Edmund Burke

Hope to see you at the next meeting and the next seminar.

Ben

About our fall seminar Instructor, Darin Matthews, FNIGP, CPPO, CPSM

Darin Matthews is the Director of Procurement for the University of California, Santa Cruz. He has over 25 years of procurement and supply chain experience in a variety of sectors, and formerly served as President for NIGP.



Darin is the author of several books and articles on procurement, including NIGP's Warehousing and Inventory Control and Effective Supply Management Performance published by the Institute for Supply Management. He is also a columnist for Government Procurement magazine and speaks throughout the world on such issues as strategic procurement, sustainable procurement strategies, and global logistics.

He is a business faculty member for Portland State University and California State – San Bernardino, and formerly taught at Florida Atlantic University's Public Procurement Research Center.

November 2017

ALASKAN PURCHASER

**Director of Membership
Ward W. Wells, C.P.M. (Lifetime) CPPB
Greetings from Membership**

It's the end of October and time for us to be thinking about Membership Renewal. The holiday season is always busy, so please take time now to make your renewal before the holidays get rolling. If you have not renewed your membership please go to the ISM Alaska website where renewal is very easy. Timely receipt of your renewals is very important to help maintain our programs and roster. Payments made by credit card can be made online through our website: <http://www.ismalaska.org>

Please select "Current Member Renewal". The annual renewal amount is \$160.00. Our fee for new members is \$160.00 plus a \$20.00 registration fee from ISM. Please do not register for Membership in ISM Alaska directly with ISM as this will not provide membership with your local affiliate. If you have any questions, contact me at flatheadward@yahoo.com

All credit card payments will be made through ISM-Alaska's PayPal account. Please keep a copy of your PayPal receipt as confirmation of payment for your records. Your assistance with this is most appreciated.

Hope to see you all at the Pro-D meeting next month!

Membership in ISM & ISM Alaska really does make a difference to Alaska's Procurement Professionals.

Many Thanks
Ward Wells, C.P.M. (lifetime) CPPB
Director of Membership.
flatheadward@yahoo.com

(907)232 5221

ISM Members are Supply Management Advocates!

No one understands better than ISM how supply management affects the bottom line, and no one promotes the profession like ISM. As a member you have access to ISM's printed and electronic materials which can help you do this within your organizational infrastructure as well. Let us help you communicate your value-added contributions to senior management.

SUSTAINABLE PROCUREMENT STRATEGIES

DARIN MATTHEWS FNIGP, CPPO, CPSM

**NOVEMBER PRO - D MEETING
COAST INTERNATIONAL HOTEL
THURSDAY, NOVEMBER 9TH, 2017
DOORS OPEN - 5:00 P.M.
COST - \$30**

**Institute for Supply Management
Alaska Inc.
PO Box 93047
Anchorage, AK 99509-3047
www.ism-alaska.org**



ISM—Alaska, Inc.



Managing Suppliers & Contractors

Performance Management & Dispute Management

November 8 & 9, 2017

Two full days of instruction!

Speaker: Darin Matthews, FNIGP, CPPO, CPSM

A key challenge for today's supply chain management professional is how to effectively manage our suppliers and contractors. There is no "one size fits all" when it comes to supplier management. A technique that works for a certain supplier on a specific project may not necessarily work for your next acquisition. This two-day session will cover the following aspects of supplier and contractor management:

Performance Management The first day of the seminar will focus on getting the most out of a supplier through performance management. This includes writing the contract or purchase agreement in a clear manner that allows your organization to easily hold the supplier accountable. This includes quality work scopes that are tied to specific deliverable items the contractor is responsible for. It will also address project management techniques that can help us stay on time and on budget. Supplier scorecards and how leading organizations are using them to maximize performance will also be discussed.

Dispute Management Despite our best efforts in the Bid or RFP process, successful contract negotiations, and well written contracts, we can still encounter disputes with our contractors and suppliers. This can be due to a number of factors including poorly written work scopes or a difference in the interpretation of the contract terms. The second day will deal with dispute management techniques and real life case studies of contract disputes and protests. Sometimes these can be resolved through negotiation, but at other times it takes arbitration, mediation, and litigation to get through them.

Where: Anchorage Coast International Inn (Near the Airport)

When: November 8 & 9, 2017, 8:00 a.m. - 4:30 p.m. (both days)

Cost: \$465 NAPM members; \$515 non-members

Lunch and snack included both days

Seminar cost includes attendance at ISM-AK Pro-D meeting with a special presentation on Sustainable Procurement Strategies by Darin Thursday evening 11/9/17, 5:30pm

About the Instructor, Darin Matthews, FNIGP, CPPO, CPSM



Darin Matthews is the Director of Procurement for the University of California, Santa Cruz. He has over 25 years of procurement and supply chain experience in a variety of sectors, and formerly served as President for NIGP.

Darin is the author of several books and articles on procurement, including NIGP's Warehousing and Inventory Control and Effective Supply Management

Performance published by the Institute for Supply Management. He is also a columnist for Government Procurement magazine and speaks throughout the

world on such issues as strategic procurement, sustainable procurement strategies, and global logistics. He is a business faculty member for Portland State University and California State – San Bernardino, and formerly taught at Florida Atlantic University's Public Procurement Research Center.

Submit Registrations or Questions to : ismAKtraining@gmail.com

Or NAPM-Alaska, Inc., Attn: Director of Education, P.O. Box 93047, Anchorage, AK 99509-3047



ISM – Alaska, Inc.

Registration Form

Managing Suppliers & Contractors

Address below will be used for mailing certificate of completion.

Member ISM or ISM-Alaska ____ Yes ____ No

Name: _____ Company: _____

Address: _____ City/State/Zip: _____

Telephone: _____ Fax: _____

Email: _____

Method of Payment:

\$465 Member \$515 Non Member

Please check if you plan to attend the evening Pro-D session (cost is included above)

Check (please attach) Purchase Order Number _____ (please attach copy)

Credit card ISM-Alaska accepts Visa and Master Card. You will receive an invoice from PayPal for payment (You do not need to be a PayPal member or use a PayPal account when making payment).

SIGNATURE: _____

3 persons on the same funding document get member price

This course will qualify for fourteen (14) hours of continuing education credit
Including State of Alaska Procurement Officer Certification.

Submit Registrations or Questions to : ismAKtraining@gmail.com
Or NAPM-Alaska, Inc., Attn: Director of Education, P.O. Box 93047, Anchorage, AK 99509-3047