Pacific Northwest Purchasing Conference and Affiliate Leadership Workshop

October 26-28, 2015



LIGHT YOUR PROFESSIONAL FIRE - THE TIME IS NOW!

Join us for the 72nd annual Pacific Northwest Purchasing Conference and Affiliate Leadership Training hosted by ISM-Spokane. Sponsored by the Northwest Purchasing Education Council and the Washington State Chapter of NIGP, The Pacific NW conference is the major annual educational event representing ISM Affiliate chapters from Washington, Oregon, Idaho, Alaska and Hawaii.



Leland A.W. Buddress, Ph.D., C.P.M.

Lee Buddress is a Robert G. Gleason Professor of Supply and Logistics and Associate Professor of the Supply and Logistics Management Program at Portland State University. He teaches in the Master of International Management Program, where he is responsible for the four-course Global Supply Chain specialization. His twenty years of experience in supply, logistics and operations management provide the foundation for his research interests in international supply and logistics and forecasting. Dr. Buddress will open the conference discussing "Risk & Sustainability".



Victoria Trabosh

As a certified executive coach, author and international speaker, Victoria Trabosh coaches business leaders who want to take themselves and their business to the next level. Everything rises and falls on leadership. Understanding what part we play in leading others and ourselves is Victoria's passion. As our Tuesday luncheon keynote speaker, Victoria will take the metaphor of a giraffe and build a leadership model that can be implemented for your personal and professional success.



Darin Matthews, CPPO, CPSM, C.P.M.

Darin is Director of Contracting and Procurement for Portland State University and has over twenty years of management experience in state and local government, as well as in private industry. He has lectured throughout North America and is a published columnist. In 2012 he was recognized with NIGP's highest honor, the Albert H. Hall Memorial Award. Darin is also a recipient of NIGP's Distinguished Service Award, and the Lewis E. Spangler Award from the International Federation of Purchasing and Supply Management. Darin will give the closing keynote address on "The Future of Supply Management".

Affiliate Leadership Training Workshop – FREE opportunity for conference attendees

We have reserved Monday morning prior to the Conference (Oct 26, 8:00 a.m. – noon) to conduct a leadership workshop where we will share information and ideas about leading and managing our local ISM affiliates. We'll call on some of our experienced leaders to discuss topics including; administering an affiliate, organizing programs and recruiting members. We'll also spend some quality time networking and brainstorming the best ideas we can all take back to our affiliate. Affiliate leadership team members and volunteers

Breakout Session Speakers



David A. Davis, CPPO

Dave Davis is the Procurement and Materials Manager for the Washington State Department of Transportation (WSDOT). Dave's background is in supply management, international logistics, and transportation developed during 35 years of public service.

A strong believer in life-long learning and professional development, Dave is a member of the Institute for Supply Management (ISM) and NIGP – The Institute for Public Procurement. Dave has served on the NIGP Board of Directors; he is a charter member and Past President of the Washington State Chapter of NIGP. Dave is a Certified Public Procurement Officer and has completed the WSDOT Senior Leader Succession and Development Program. He is a recipient of the Leadership Award presented by the Washington Secretary of State's Productivity Board.

Dave is a graduate of the University of Montana (BA), Boston University (MBA), and the U.S. Army's Command and General Staff Course.



Elizabeth Gibson

Elizabeth Gibson has a background as a senior project executive in the high-tech industry and has also operated her own construction contracting business in the Portland area. Her additional industry experience includes business and technology consulting, property management, and small business advisor.

She has served on faculty of Portland Community College, Northwest College of Construction, and University of Phoenix. Her teaching experience includes project management, mathematics, and supply chain management. Elizabeth is currently designing coursework for the online learning environment for the PSU School of Business Administration. She recently lectured on technology impacts throughout the supply chain at San Jose State University and Dublin City University.

Elizabeth holds a Bachelor of Science in Electrical Engineering from Michigan State University and Master of Science in Mechanical Engineering from Colorado State University. She recently earned a graduate certificate in Engineering Technology Management from PSU, and is currently completing her PhD in ETM at Maseeh College of Engineering and Computer Science at Portland State University.



Craig Hickman

Craig is Co-Author of Partners In Leadership's classic New York Times bestselling book, The Oz Principle. He is Business Unit President and Senior Leadership Consultant for Partners In Leadership and heads the Chicago area office. Craig has accumulated over 30 years of management and consulting experience since receiving his MBA at Harvard University. Prior to joining Partners In Leadership, Craig was CEO of the specialty chemicals division at Headwaters Incorporated (NYSE:HW), where he turned around the struggling division and formed a joint venture with Evonik Degussa GmbH.



Mark Little, CPPO, CPM

Mark began his procurement career 20 years ago as the Information Technology Purchasing Buyer for the state of Idaho. He has held numerous purchasing positions within the state of Idaho including Buyer, Purchasing Officer, Purchasing Agent, and State Purchasing Manager. Currently, he is the Director of Contracts and Purchasing for the Port of Tacoma. He enjoys helping others through the procurement process and helping them realize fulfillment of their needs and being successful in their jobs. He is currently the Education Committee Chair of the Washington State Chapter of NIGP.

Mark holds both a Bachelor's and a Master's degree from George Fox University in Management and Organizational Leadership. He is also a Certified Public Manager.



Steven M. Lunden, MBA, CPSM, C.P.M.

Steve is the Director of University Purchasing at Gonzaga University. He has been with the University in various positions in addition to purchasing since 1995. In these positions, he has overseen Purchasing, Warehousing, Grounds, Maintenance and surplus disposal for the University. Before joining the Gonzaga, Steve spent 18+ years in the steel industry in the Spokane area. He has worked in a large corporate business in steel distribution as well as a smaller steel fabrication business, Lunden Construction Products. Steve received a Bachelor's degree in Business Administration from Eastern Washington University in 1984. He completed a MBA in 1990, completed his C.P.M. in 2001, his CPSM in 2010, and his Lifetime C.P.M. in 2014. He has worked as adjunct faculty for Eastern Washington University, teaching the Purchasing and Materials Management classes as well as Organizational Behavior, Organizational Theory, Small Business Policy & Analysis classes. Steve has taught various certification classes for ISM-Spokane since 2001. He has also done consulting work for small and medium businesses in the Spokane area in the areas of operations, inventory and purchasing.

Breakout Session Speakers



Darin Matthews, CPPO, CPSM, C.P.M.

Darin currently serves as director of contracting and procurement for Portland State University. His role for the state's largest university includes oversight of procurement, contracting, and capital construction. He has over twenty years of management experience in state and local government, as well as private industry.

He is a past-president of the Oregon Public Purchasing Association and a former board member for the Institute for Supply Management. Darin speaks throughout the world on a variety of procurement topics, and his writings have been featured in Purchasing Today, The Public Manager and The Journal of Public Procurement. He is a national columnist for American City and County and his books include Warehousing and Inventory Control, Logistics and Transportation, and Effective Supply Management Performance. He has lectured at numerous universities throughout North America and serves on the faculty of Portland State University, School of Business Administration.

Darin is a Certified Public Procurement Officer (CPPO), a Certified Professional in Supply Management (CPSM) and a Certified Purchasing Manager (C.P.M.). He holds a Bachelor's degree in Business/Political Science and a Master's degree in Acquisition Management. Darin is an instructor for the Institute for Public Procurement and served as their President in 2007. He has also served as a board member of the Universal Public Procurement Certification Council and the Public Procurement Research Center at Florida Atlantic University.

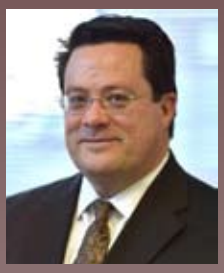
In 2012 he was recognized with NIGP's highest honor, the Albert H. Hall Memorial Award. Darin is also a recipient of NIGP's Distinguished Service Award, and the Lewis E. Spangler Award from the International Federation of Purchasing and Supply Management.



Sue Ownby, CPPB, CPPO

Sue Ownby is the City of Yakima/ Yakima County Procurement Manager and spent 32 years in Public Purchasing (over 27 years at the City and previously 5 years with the County). Her career has covered just about everything it takes a city and county to function.

Six years ago, the Purchasing functions for the City of Yakima and Yakima County merged into a single department. This was only the 5th such merger in the country! Yakima County has been paying about 48 percent of the Purchasing Department budget ever since.



Brian R. Smith, CPPO, PMP

Brian R. Smith is currently responsible for the purchasing policies and practices of Multnomah County, Oregon. His main objectives include building solid relationships with clients, leading projects which increase the efficiency and effectiveness of purchasing processes, and demonstrating the value Purchasing brings to the organization. His team engages and collaborates with internal clients, i.e. Departmental Programs, Legal, Risk Management, to identify innovative approaches to support the County's separate business lines while increasing overall transparency and accountability of the organization.

Brian previously worked for the City of Seattle, and is currently the Purchasing Manager for Multnomah County. He holds several professional certifications including Certified Public Procurement Officer (CPPO), and Project Management Professional (PMP). Brian received his Master of Public Administration (MPA) degree from the University of Washington.

Brian currently serves as an NIGP Chapter Ambassador and was NIGP's 2013 Professional Manager of the Year. He is an active member of two local chapters: Columbia Chapter and OPPA. Brian has written papers and presented at professional conferences on procurement topics including legislative advocacy and simple, inexpensive approaches to keeping insurance coverage current.



Carla Susmilch

Carla Susmilch is a Compliance Program Manager for Sumerra, a provider side global compliance and consulting company. Her current focus is on Supply Chain risk mitigation for University branded goods. She has multiple years of experience in the field of Social Responsibility, including the brand side with a Fortune 500 retailer. She holds a BA in Politics and Government from University of Puget Sound, an MA in International Relations from University of New South Wales in Australia, and a Human Resources Management certificate from Portland State University. Carla is active in the community – a member of Toastmasters, serving on two Boards, and regularly volunteering.



Michael L. Taylor, C.P.M.

Mike has been in the Supply Chain profession since 1973. His career includes purchasing responsibility for a custom fabricator of large hydraulic cylinders, commercial nuclear power plant construction and Federal Government contractors. This includes 11 years as a first-line procurement manager as well as many years as a procurement team lead.

Mike has purchased and/or managed the procurement of a wide range of products and services. Mike is a Supply Chain Specialist for the CH2M Hill Plateau Remediation Company at the Department of Energy Hanford Site. He is responsible for procurement policies, professional and technical training, purchasing ADP systems, procedures and electronic records. Mike has been a leader in increased internet

Breakout Session Speakers

and electronic tools usage by the department since 1994.
Mike is the developer and owner of MLTWEB.COM and the PURCHASING TOOLBOX, a web site of resources and information for purchasing professionals. In December 2000, Mike's web site was recognized as one of the top 25 purchasing related web sites by iSource Magazine.
Mike's professional experience includes presenting seminars, speeches and workshops at professional meetings, conferences, supplier and public forums and company training programs.



Nate Thompson, CPSM

A Senior Buyer at KeytronicEMS, Nate manages a global supply of plastic resins, colorants, and chemical adhesives for the contract manufacturing company. Previously, Nate spent four years working at Triumph Composite Systems where he maintained the supply chain of multiple aerospace commodities including nuts and bolts, raw material and manufactured components. Before entering the realm of purchasing agents, he was an inventory material analyst tasked with streamlining data management tools within the company. Outside of work, he is the Past-President of the Rotaract Club of Spokane and the current President for ISM-Spokane. A graduate of Washington State University, Nate holds a BA in Business with an emphasis on Management and Operations.



Theresa Teschlog, CPPB

Theresa is a Procurement Specialist at Community Transit in Everett, Washington She began her procurement career right out of college, buying wing parts for the Boeing Company. She then bought machine parts and raw materials for AlliedSignal/ Honeywell which was a Department of Defense contractor. Since then, she has been in public procurement for the last 14 years, working for both a city and a transit agency. She enjoys conducting Requests for Proposals for service contracts and administering construction projects from cradle to grave. Theresa is an NIGP Instructor and is on the faculty of Developing and Managing Requests for Proposals in the Public Sector and Contract Administration. She is a past Washington State Chapter NIGP Education and Research Chair and is currently the chapter's Membership Secretary.

Theresa is a graduate of Seattle University where she earned her Bachelor of Arts in Business Administration with a dual concentration in both Operations Management and Marketing.



Victoria Trabosh

A certified executive coach for the last 11 years, Victoria's focus is on communication and leadership. As an executive coach, author and international speaker, she coaches individuals including CEOs and C Suite leaders who want to take themselves and their business to the next level. As an international speaker she had the honor of speaking at the United Nations and in Rwanda. In addition to her business she works in the country of Rwanda to oversee the work of the ITAFARI FOUNDATION which she co-founded and currently serve as President. Entrepreneur, team leader, team player, sales trainer, consultant, speaker, board member, and auditor — all are titles she's held over the years, giving her valuable and varied experiences as a leader who is followed.



Daniel Wong

Daniel is a member of the Supply and Logistics Management Faculty at Portland State University where he is the Undergraduate Supply and Logistics Management Program Director. He has over 20 years of progressive leadership expertise in transportation, supply chain management, business system and strategy consulting. His background also includes studying the impacts of globalization, information technology development and business management frameworks.

Most recently he was with Vestas, where he was the Global Category Sourcing Manager. Prior to that, Daniel was the Vice President of Logistics and Supply Chain Management at North Pacific, a Portland based wholesale distributor of building materials, industrial wood products and other specialty products with sales over $1.2 billion annually.

Daniel served as the Director of Supply Chain process improvement at Longview Fibre Company in Longview, Washington. At Sapient, he led their Asian expansions and launched Sapient's consulting subsidiary in Tokyo, Japan.



Kevin Yin

Kevin has been in procurement for nearly 20 years, in both private and public sectors. Currently, he is the Procurement Manager for the City of Vancouver, Washington. He and his team are responsible for developing and administering the City's procurement policies and procedures, and all procurement activities.

Currently, he is the Vice Chair of the NIGP Member Council and an NIGP Certified Instructor. At the local level, he has served on multiple committees and on the Board of the Oregon Public Purchasing Association Chapter, including serving as the OPPA President in 2008.

Conference Schedule At A Glance

Monday, October 26

7:00 – 7:00 pm	Registration and Information Desk Open

Affiliate Leadership Training Workshop (ALTW)

7:30 – 8:00 am	ALTW Registration and Networking
8:00 – 8:30 am	ALTW Opening Welcome
8:35 – 9:45 am	ALTW Workshops
9:45 – 10:00 am	Break
10:00 – 11:10 am	Round Table Sharing and Focus Groups
11:15 – 11:30 am	Wrap Up and Path Forward

2015 PNPC Conference

1:00 – 2:15 pm	Opening/Keynote Address – Lee Buddress
2:30 – 3:45 pm	Break Out Session #1
4:00 – 5:30 pm	Reception with no-host bar
5:30 – 9:00 pm	Hospitality Suite Open

Tuesday, October 27

7:00 – 5:30 pm	Registration and Information Desk Open
8:00 – 9:15 am	Supplier Showcase
9:15 – 10:30 am	Break Out Session #2
10:30 – 10:45 am	Coffee Break
10:45 – 12:00 pm	Break Out Session #3
12:15 – 2:00 pm	Lunch/Keynote Speaker – Victoria Trabosh
2:00 – 2:45 pm	Supplier Showcase & Dessert with Exhibitors
2:45 – 4:00 pm	Break Out Session #4
4:00 – 6:00 pm	Supplier Showcase
6:30 – 8:30 pm	Banquet Dinner and Entertainment
8:30 – 10:00 pm	Hospitality Suite Open

Wednesday, October 28

7:00 – 1:00 pm	Registration and Information Desk Open
8:30 – 9:45 am	Break Out Session #5
9:45 – 10:00 am	Coffee Break
10:15 – 11:30 am	Break Out Session #6
11:45 – 1:30 pm	Lunch/Closing Speaker – Darin Matthews

Breakout Sessions

Session 1A - Monday 2:30-3:45pm

Debriefing Demystified

Kevin Yin

Debriefs are not complicated. Yet, why don't we offer more of these sessions? What lurks behind the Proposer's request – for scores and other proposals, and for a face-to-face meeting with you? Do they have a hidden agenda? Come join this session to understand the importance of debriefs, share ideas to conduct a successful session, and create a better competitive environment for your agency.

Session 1B - Monday 2:30-3:45pm

Sustainability and Social Responsibility

Darin Matthews

Procurement and supply management professionals are uniquely positioned to make decisions that have social, environmental, and health impacts. This session will attempt to define sustainability and social responsibility and also give examples of what leading organizations are doing. How can procurement influence supplier and manufacturer behavior to ensure that products and materials are not harmful to human health? Much progress has been made in the area of safe and sustainable products, but there is still much to be done.

Session 1C - Monday 2:30-3:45pm

Cloud Computing, Big Data and Electronic Discovery; Hot Topics & Hot Potatoes

Mike Taylor

This will be a non-technical explanation for us non-technical folks.

Cloud Computing, Big Data and Electronic Discovery are hot topics and hot potatoes for businesses. In their rush to stay competitive, business leaders are ripe targets for the hundreds of new technology vendors, the huge on-line service industry and the giant Accounting & Legal Firms specializing in forensic accounting.

In trying to wring every extra cost out of supply-chain processes, companies are contracting for online services, purchasing analytical software and collecting vast quantities of data. Unfortunately, rushing into 'new technology', writing inadequate contracts and not evaluating risks are well-known indicators of inadequate procurement planning.

Before our company takes the plunge – it's important that supply chain managers have an understanding of the terminology and some of the risks involved. We want to be able to ask valid questions of management as well as potential suppliers. And we also know how important it is to separate the "salesman hype" from reality before starting the contracting process.

This presentation is intended to help explain the new technology landscape and raise awareness of issues that can – and will - arise when jumping in to the electronic clouds. Here is a short article about Cloud Computing, just one of the topics we will be explaining: http://www.mltweb.com/tools/articles/cloud.htm

Session 1D - Monday 2:30-3:45pm

Applied Ethics: Would You Like a Steak with That?

Brian Smith

Ethical decision making and behavior are both integral to the purchasing profession, but often overlooked as a topic for study and training. We'll look at how ethics plays out in both tactical and strategic ways and make the case for the importance of a strong ethical culture as a foundation to daily operations. Along the way, we'll learn why the most expensive capital project in Multnomah County's history resulted from the compromised ethics of elected officials.

Session 2A – Tuesday, 9:15-10:30am

Contract Assignments and Novations

Mark Little

Once a contract is signed, it can be transferred, sold, or absorbed through a merger. This course will explain the elements of a contract that can be transferred or sold and what the Procurement Professional needs to know in working through such situations.

Session 2B - Tuesday, 9:15-10:30am

Supply Chain Transparency

Carla Susmilch

As more organizations in all sectors look to source globally, it is critical that transparency be present in the supply chain. This means ensuring worker health and safety, and correct payment of wages in manufacturing facilities around the world. How do supply managers ensure supplier compliance in this area? How do we conduct factory audits and develop corrective action plans (CAP) when needed? This session will discuss these and other important issues we should be concerned with.

Session 2C - Tuesday, 9:15-10:30am

Excel for Beginners

Nate Thompson

Microsoft Excel is one of today's most powerful and versatile business tools, but if you're not familiar with its basic functions, formulas, commands and keystrokes, you're setting yourself up for frustration and disappointment. This Excel for beginners training seminar gives you strong fundamentals to build on. With the basic Excel training you'll learn how to use charts, graphs, fonts, borders, shading and more — and produce spreadsheets that communicate better and really get attention. You'll discover professional Excel tips for brilliant, distinctive output every time, on every worksheet.

Session 2D - Tuesday, 9:15-10:30am

Certifications and Importance

Steve Lunden

This session will involve a discussion of the major purchasing and supply management certifications in the public and private sectors. The focus is on the ISM certifications, CPSM and CPSD, and their requirements. Certifications specific to the public sector including the CPPO and CPPB will be discussed as well. Certifications do have a significant value to them. While it's hard to quantify that value specifically, it has been, and continues to be, a very important tie-breaker for successful job applicants and in job promotions at a minimum.

Breakout Sessions

Session 3A – Tuesday, 10:45-12:00pm

Interlocal Purchasing

Sue Ownby

This class on Interlocal Purchasing is going to show you the ins and outs of utilizing other agency's contracts. This can be a great benefit for your public agency. If you're not already buying interlocally, you may be wasting your agency's time and money!

Session 3B - Tuesday, 10:45-12:00pm

Inventory Management

Lee Buddress

Most organizations these days are concerned about inventories. How much is needed? What does it cost to carry inventory? Many organizations subscribe to lean principles, but there is a fine line between lean and starving to death. This session will demonstrate how to calculate inventory carrying cost, how to determine economic order quantities, how to calculate safety stock and minimums and maximums. A discussion of inventory risk will conclude the session.

Session 3C - Tuesday, 10:45-12:00pm

Excel for Advanced Users

Nate Thompson

Excel, the longstanding powerhouse of spreadsheet software, is one of the most commonly used business applications on the planet. As an Excel user, you know that the software has unlimited capabilities for making your job easier and less stressful. But learning the countless features available to you can be a daunting task. This workshop will teach you the most advanced features and functions Excel offers — taking your level of proficiency from basic to advanced.

Session 3D – Tuesday. 10:45-12:00pm

Excuses, Alibis And Reasons Why

Overcome the Most Common Objections to e-Procurement Projects

ESM

Since the Internet arrived on the scene as a supply management tool in the mid-1990s, enterprises have tried to gain the benefits e-procurement can deliver: cost reduction, process streamlining, improved contract compliance, increased spend under management, and more. However, many challenges stood in the way, and only in recent years have leading enterprises have taken full advantage of the value of e-Procurement.

Today, leading enterprises are enjoying e-procurement's benefits and expanding their e-procurement systems. As a higher percentage of enterprise spend and more spend categories flow through e-procurement systems, greater cost savings and other benefits are realized. ESM Solutions will walk you through the benefits e-Procurement.

Session 4A - Tuesday, 2:45-4:00pm

Procurement Planning Methodology

Theresa Teschlog

This hands-on session will introduce Procurement Planning concepts and lead you through a procurement planning exercise that will illustrate the concepts. I will share Community Transit's business planning secrets and how we utilize our procurement planning tools to educate and improve our relationships with our end users.

Session 4B - Tuesday, 2:45-4:00pm

Purchase Order and Contract Writing; Language Tips & Suggestions

Mike Taylor

It's our job to prepare and issue purchase orders, contracts, amendments, notices, direction and all sort of correspondence to our suppliers. If we do a poor writing job it could result in performance delays, extra charges and in the worst case, end up in a legal contract dispute. This workshop will provide suggested improvements in language, style and content. We will discuss some of the potential pitfalls in communicating with contractors and talk about the legal issues which can arise from careless correspondence.

Session 4C – Tuesday, 2:45-4:00pm

Team Building

Session Leader –to be determined

In today's volatile and challenging business environment, you have to build successful work relationships and interact with people in a positive way to achieve your organizational goals.

Session 4D - Tuesday, 2:45-4:00pm

Diversity; A New Perspective

Session leader to be determined

Workplace diversity in the United States is increasing, thanks to legislation beginning with the 1964 Civil Rights Act, the women's and gay rights movements, and immigration. Why is underrepresentation of women, minorities, and other groups important? Can diversity in color, gender, sexual orientation, and disability status really affect the workplace? Yes, say years of business school studies on performance, productivity, and profitability.

Session 5A – Wednesday, 8:30-9:45am

Supplier Relationship Management

Dave Davis

This session will discuss supplier relationship management (SRM) as the systematic, enterprise-wide assessment of suppliers' assets and capabilities with respect to overall business strategy. We will discuss what activities to engage in with different suppliers, and planning and execution of all interactions with suppliers, in a coordinated fashion across the relationship life cycle, to maximize the value realized through those interactions. The focus of SRM will be to develop two-way, mutually beneficial relationships with strategic supply partners to deliver greater levels of innovation and competitive advantage than could be achieved by operating independently or through a traditional, transactional purchasing arrangement.

Breakout Sessions

Session 5B – Wednesday, 8:30-9:45am

Global Leadership Development: Why It's Important to Your Business

Craig Hickman

A recent study shows that organizations with successful global leadership development programs can expect to see increased revenue, shareholder value and customer satisfaction. These programs also improve the bench strength of an organization. A recent study by the American Management Association (AMA) showed that global leadership development programs are correlated with success at companies around the world. Competition was the main driver behind these programs, and almost half of the companies surveyed said that they had already implemented such programs or were currently developing them.

Session 5C - Wednesday, 8:30-9:45am

Risk Management

Steve Lunden, CPSM, C.P.M.

This session will look at Risk Management in general and Supply Chain Risk Management more specifically. Strategies to reduce every day and exceptional risks will be explored. We'll also look at reducing vulnerability and ensuring continuity by using a continuous risk assessment.

Session 5D - Wednesday, 8:30-9:45am

Technology Trends in the Supply Chain

Elizabeth Gibson

In both our professional and personal worlds, technology seems to be advancing faster than ever. With things like 3D printers and package deliveries by drones, it makes one wonder what the future holds. This session will talk about the impacts of technology in the supply chain and the leading trends in supply chain technology.

Session 6A – Wednesday, 10:15-11:30am

Performance Metrics

Dave Davis

Performance metrics help capture internal performance and can include productivity measurements and the quality of service. A standard set of metrics, aligned with strategic goals, should be developed and regularly measured by all units within the supply management function. What measures do you use to monitor your organization's performance? What kinds of metrics do you use? Are they providing useful information for your executives? This session will discuss how you can use metrics to measure your organization's activities and performance.

Session 6B - Wednesday, 10:15-11:30am

Best Practices in Supply Chain Management

Session leader to be determined

Companies that have a winning strategy and a business model that utilizes best practices in supply chain management (SCM), will remain strong and continue to grow in marketplace. Supply chain management encompasses the planning and management of all activities involved in sourcing and procurement, conversion, and all logistics management activities.

Session 6C - Wednesday, 10:15-11:30am

Surplus: It's Not What You Think It Is

Brian Smith

A viable surplus program is ultimately about responsibly managing the end of life cycle of the goods you purchased. However, surplus is a function that is often ignored or poorly implemented. We'll cover the key components of successful surplus systems and look at how Multnomah County developed and implemented a surplus program that addressed these. Specifically, we'll examine how a real program saves the County more than it costs to deliver it. Participants will take away an understanding of the elements needed to create and sustain their own surplus program from scratch, or improve an existing program.

Session 6D - Wednesday, 10:15-11:30am

Making Procurement Easier

Daniel Wong

We will be looking at procurement best practices that improve the performance for your organization.



LIGHT YOUR PROFESSIONAL FIRE  - THE TIME IS NOW!

Break Out Sessions at a Glance

Session	Topic	Speaker
Monday, October 26, 2015		
ALTW	Affiliate Leadership Training Workshop	
Welcome	Game Changer: Why Tomorrow Won't Be the Same	Lee Buddress
1A	NIGP - Debriefing Demystified	Kevin Yin
1B	Sustainability and Social Responsibility	Darin Matthews
1C	Cloud Computing	Mike Taylor
1D	Applied Ethics: Would You Like A Steak With That?	Brian Smith
Tuesday, October 27, 2015		
2A	NIGP -Contract Assignments and Novations	Mark Little
2B	Supply Chain Transparency	Carla Susmilch
2C	Excel for Beginners	Nate Thompson
2D	Certifications and Their Importance	Steve Lunden
3A	NIGP - Interlocal Purchasing	Sue Ownby
3B	Inventory Management	Lee Buddress
3C	Excel for Advanced Users	Nate Thompson
3D	Excuses, Alibis and Reasons Why – e-Procurement	ESM
Lunch	Leadership at the Top	Victoria Trabosh
4A	NIGP - Procurement Planning Methodology	Theresa Teschlog
4B	Purchase Order and Contract Writing	Mike Taylor
4C	Team Building	TBD
4D	Diversity: A New Perspective	TBD
Wednesday, October 28, 2015		
5A	NIGP - Supplier Relationship Management	Dave Davis
5B	The Importance of Global Leadership	Craig Hickman
5C	Risk Management	Steve Lunden
5D	Technical Trends in the Supply Chain	Elizabeth Gibson
6A	NIGP - Performance Metrics	Dave Davis
6B	Best Practices in Supply Chain Management	TBD
6C	Surplus: Its Not What You Think	Brian Smith
6D	Making Procurement Easier	Daniel Wong
Closing	The Future of Supply Management	Darin Matthews

Affiliate Leadership Training Workshop (ALTW) affiliate officers, board members and committee chairs will take place the morning of Day 1 of the conference. Some of topics discussed will be: Duties of Officers, Membership Reporting, Needs of Members, Adding Value for Members, Programs and Speakers, Keeping Legal, Newsletters, Using Social Media, ISM Bylaws, Certification, and many others.

Registration & Hotel Information

Early Bird Registration
The early bird discount applies to registrations received on or before September 4, 2015. Payment method must be indicated on you registration form. Early registration for members/spouses/guests/children cannot be processed until payment is received.

Refund Policy

Dates	Type of Refund	Penalty Fee
By September 25	Full Refund	None
After September 25 but before October 5	Partial Refund	$35 processing fee
After October 5	No Refunds on registration or tickets	

Eligibility
Member rates are available to ISM direct members, ISM affiliate members, NIGP members, APICS members and any other member of an organization which relates to business and/or supply management.

Conference Cancellation and Refund Policy
Notification of cancellation of your conference registration must be received in writing by ISM-Spokane Conference Committee no later than October 5, 2015. No refunds will be made for unclaimed advance registrations. If the conference is not held for any reason, ISM-Spokane's liability is limited to the registration fee.

Session Selection
Your session selections help the Conference Committee assign meeting room space for each educational session. Session seating is on a first-come first-served basis. If you change your mind and decide to attend a different session, seating availability is not guaranteed.

Continuing Education Hours (CEHs)
To earn Continuing Education Hours for the conference, you must attend sessions and complete the documentation form provided in your packet.

Special Needs
If you require special dietary entrees, or if you require any special services or auxiliary aides in accordance with the Americans with Disabilities Act, please be sure to check the appropriate box on the conference registration form. You will be contacted by a conference representative to address your needs.

Speakers
Should a speaker be unable to attend the conference, all efforts will be made to replace the speaker and topic with a program of equal merit.

Food for Thought
Your conference registration includes a reception with Hors d'Oeuvres on Monday night, lunch & dinner on Tuesday and lunch on Wednesday. The hotel provides a buffet breakfast for hotel guests.

Conference Headquarters
Embassy Suites Portland-Airport is the official headquarters for the 72nd Annual Pacific Northwest Purchasing Conference. All activities, registration, exhibits and conference educational sessions will take place at the hotel. HOTEL RESERVATIONS ARE THE RESPONSIBILITY OF THE REGISTRANT. The conference committee has secured a limited number of rooms at a special rate. Please note the availability dates below and register early.

Hotel Information
Embassy Suites Portland-Airport
7900 NE 82nd Avenue
Portland, OR 97220
Reservations: 503-460-3000
FAX: 503-460-3030
A personalized group web page is live and ready for guests to begin making reservations. Please copy and paste this link into your browser:
http://embassysuites.hilton.com/en/es/groups/personalized/P/PDXESES-PNP-20151025/index.jhtml

Guest Suite Rate Available Until Monday, October 5, 2015
Classic Room (1-4 People): $129.00 per night plus tax of 14.5%.
Guest Suite types (kings, double/doubles, etc.) cannot be guaranteed and will be reserved on a first come, first served basis.
Hotel self-parking is available for $10.00 per night.

Hotel Policy
Any reservations received after October 5, will be accepted on a space and/or rate available basis only. Cancellations occurring less than 24 hours prior to your stay will result in 1-night's charge.



LIGHT YOUR PROFESSIONAL FIRE
- THE TIME IS NOW!

72nd Annual Pacific Northwest Purchasing Conference
Portland, Oregon - October 26-28, 2015

First Name: _____ **M.I.**____ **Last Name:**_____ **Certification:**_____

Nickname (for badge):_____ **Your Guest's Name:**_____

Title: _____ **Employer Name:** _____

Mailing Address:_____**City**_____ **State**_____ **Zip** _____

Phone:_____**Fax:**_____ **E-Mail:** _____

Affiliate/Chapter _____**Check here** ____**if you require special services or have special dietary needs.**

Attending the Affiliate Leadership Training Workshop, 8:00 am to 12:00 on Monday, October 26 ? ___**Yes** ___**No** **It's FREE!**

Workshop Breakout Session Selection
(Please indicate the breakout letter code A, B, C or D)

Breakout 1 Monday, Oct. 26 2:30 - 3:45	Breakout 2 Tuesday, Oct. 27 9:15 - 10:30	Breakout 3 Tuesday, Oct.27 10:45 - 12:00	Breakout 4 Tuesday, Oct 27 2:45 - 4:00	Breakout 5 Wednesday, Oct 28 8:30 - 9:45	Breakout 6 Wednesday, Oct.28 10:15 – 11:30

Meals You Plan to Attend
(Please indicate the meals that you will be attending)

Monday Evening Reception	Tuesday Lunch	Tuesday Banquet Dinner	Wednesday Lunch
Yes___ No___	Yes___ No ___	Yes___ No___ ____Prime Rib -or- ____ NW Salmon	Yes___ No___

Guest Meals

Monday Evening Reception	Tuesday Lunch	Tuesday Dinner Banquet	Wednesday Lunch
___ticket x $35	___ ticket x $25	___ ticket x $45	___ ticket x $30

Method of Payment (U.S. Funds only)

By Check _____

Enclosed is a personal or organization check.

Check #_____
Mail completed registration form with check to:
ISM-Spokane
Attn: Connie Wahl, Purchasing
808 W Spokane Falls Blvd
Spokane WA 99201

A receipt will follow via e-mail.

By Credit Card _____

If you wish to pay by Credit Card, email your completed registration form to cwahl@spokanecity.org

Upon receipt, an invoice will be e-mailed to you for credit card payment through PayPal.

A PayPal fee of 2.9% + $0.30 will be added to your invoice.

Registration Totals	
Early Bird Registration **Paid by September 4, 2015** Member - $350 Non-Member - $375	$
After September 4 Member - $395 Non-Member - $420	$
Guest Meal Total	$
Total Amount Enclosed	$

Return to: ISM-Spokane; Attn: Connie Wahl; 808 W. Spokane Falls Blvd.;
Spokane WA 99201 or email to cwahl@spokanecity.org