

April 2018

ISM-Alaska

Calendar of Events 2017-2018

April 2018

- 5 Pro-D: Seminar Speaker
- Annual Membership Meeting BOD Elections
- 5th-6th Spring Seminar
- 11 Board Meeting

May 2018

- 3 Pro-D: TBD
- Install Officers and Volunteer Recognition
- 16 Board Meeting
- ISM National Conference May 6-9, Nashville, TN

CPSM CERTIFICATION

If you are currently studying for an exam or even thinking about certification, please read this carefully. There are several changes coming to the CPSM program. Once the new exam is implemented all new study material will be required and testing under the current version will not be available. **If you are studying under the current 2014 version, you MUST complete testing by the cutoff date.** Here are critical dates presented by ISM as of February 14th.

May 1, 2018 – New study packages available and new exam pre-sale. New study material sold as a package only. Individual items will no longer be available. Price for new packages not yet available.

June 1, 2018 – last day to purchase study materials for the 2014 exam version online. Manual sales offline will be available until inventory runs out.

September 4, 2018 – last day to register for 2014 exams online. Exceptions may be made, for qualified candidates, through February 21, 2019. NOTE: Alaska test sites are already filling up. Probably a good idea to schedule all exams now to secure a date. Make sure to allow time at the end for a re-test if it becomes necessary.

February 28, 2019 – last day to take and pass 2014 exams. Exceptions cannot be made after this date.

Once you pass all 3 exams you will have 4 years from the oldest exam date to meet other qualification criteria and submit your application for the CPSM.

You must complete all 3 exams under the 2014 version. Otherwise you will need to start over under the new 2018 version.

April 2018

Director of Education Report Jared Rennie

April Professional Development Meeting: “Negotiating From Your Strengths”

Please join us on Thursday, April 5 at the ***Coast International Hotel*** for a special Pro-D Meeting.

This month we will be joined by our Seminar Speaker, **Mr. Michael Bevis, JD, CPPO, CPSM, C.P.M.** who will discuss a new approach to maximizing the effectiveness of your negotiating team. Whether you’ve only negotiated a few times or hundreds of times – it never hurts to expand your thinking and meet fellow supply chain professionals in your community.

Please note for this April meeting – networking will commence at the end of the first day of the seminar (5:00 PM). **Our dinner meeting will kick-off at 5:30 PM** rather than our normal 6:00P.M. start time, so update your calendars and kindly RSVP by Tuesday, April 3. We look forward to seeing you there!

Spring Seminar: Getting *your* Construction Project Delivered- On Time & On Budget!

Registration is still open for our Spring Seminar! We have two full-days of instructor led training set for Thursday, April 5th and Friday, April 6th. Please refer to the flyer included in our newsletter for all the details and then make sure you get your Registration submitted today! As an extra bonus - those that have registered for this Seminar will have a complimentary reservation to our special **April Professional Development Dinner meeting, too!**

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	Open
6	Dir. of Communications (2 yr)	May 2018	Dan Engelby (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 Vitt

President

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

I have been fishing most of my life. In earlier years, it was common to get home with 20-30 fish to clean, but they were small. Last year I had a good dip-netting day where I was faced with 20 large salmon to clean and package. In all of those cases the cleaning and processing was a fairly simple task. I never gave much thought to the work involved with the commercial process, until our meeting last month. It was quite an eye opener as our speaker led us through the process from the catch to market on board one of the processing plants in western Alaska. As I remembered the mess I created cleaning my small catch, I was thoroughly impressed with the cleanliness within that large processing facility. As I remembered how relieved I was to see the last of my small catch go in the cooler, I could not imagine the feeling of looking out the window and seeing 200 boats waiting in line with their catch. One thing I know for certain is that I will leave commercial fishing and commercial processing to someone else. I still don't like paying \$20 a pound for salmon in the local supermarket, but I have a new-found respect for what it takes to get a fish from Alaska waters to market in Anchorage. Congratulates to Mr. Nick Souza for a great presentation.

By now you have probably received a seminar flyer form our Director of Education, Jared Renne and there should be another copy with this newsletter. I can only add that I have attended a presentation by our speaker Michael Bevis and can verify that he is a great speaker and the topic covers information you can use today. I will not be surprised if this one fills up quickly. Hope to see you there.

Hopefully several of our members are working toward CPSM certification. If you are currently

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studying for an exam or even thinking about certification, please read "CPSM Certification" in this newsletter. Critical changes are coming. I can tell you from personal experience the satisfaction of completing the certification process is well worth the effort. If you are serious about your profession, there is still plenty of time to complete everything before the current exam version ends.

Hope to see you at the next meeting.

You will never find time for anything. If you want time, you must make it.

Charles Buxton, businessman and politician

Ben

"NEGOTIATING FROM YOUR STRENGTHS"

***MR. MICHAEL BEVIS
JD, CPPO, CPSM, C.P.M***

***APRIL PRO- D MEETING
COAST INTERNATIONAL HOTEL
THURSDAY, April 5th , 2018
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**

Past President's Report
Marlys Hagen, CPSM, CPPO, C.P.M.
April 2018

I don't know about everyone else, but I am so glad that winter is almost over. We've had a great year of pro-d events and seminars, but I'm ready for some summer. I hope we have a nice one this year.

Elections

We are coming up on annual election time. Serving on a board of directors is a great leadership and team building experience that will serve you well in your career advancement. Below is the final slate of candidates. We will conduct elections at the April meeting.

Office	Incumbent	Candidate(s)
Past President (1 yr)	Marlys Hagen	Marlys, Hagen
President (1 yr)	Ben Milam	Ben Milam
Vice President (1 yr)	Michelle Girard	Annie Messer
Secretary (1 yr)	Mary Beth Overturf	Mary Beth Overturf
Treasurer (2 yrs)	Vacant	Todd Santangelo
Director of Communications (2 yrs)	Dan Engelby	Dan Engelby
Director at Large (2 yrs)	Lee Thompson	Lee Thompson
Director at Large (2 yrs)	Sonja Love-Hestnes	Sonja Love-Hestnes

Northwest Purchasing Education Council

Nothing new from NPEC this month.

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

Marlys

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

Membership with your local ISM affiliate provides access to all corporate benefits from ISM as well as the benefits of the local affiliate such as reduced costs for trainings, access to local Professional Development meetings, held monthly from September to May each year as well as networking and advanced notice of job opportunities within the procurement community within Alaska. We also provide a wealth of information in the form of Q & A available through various forms of electronic media such as LinkedIn and Facebook, where you will see that during our April meeting, “**Negotiating From Your Strengths**”, we will be providing an excellent training opportunity regarding a new approach to maximizing the effectiveness of your negotiating team.

Please remember to update your membership information on the ISM Alaska website and take this opportunity to share our vision for life long training with other procurement professionals in the supply chain industry. We encourage all levels of the profession from entry level warehouse and inventory control to senior contracting and officers and CEO’s to participate in our vision to better equip the supply chain industry with the tools necessary to provide superior performance in our carrier positions.

For those whom have been thinking about membership, The ISM Alaska website makes renewal very easy.

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All Payments can be processed online via PayPal through our website:

[http://www.ism-alaska.org/ism-alaska/
Membership.html](http://www.ism-alaska.org/ism-alaska/Membership.html)

Please select “Membership”. The annual membership fee is \$160. Plus \$20. Initial Processing fee via ISM Corporate. If you have any questions, please 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 membership payment for your records.

Membership in ISM Alaska, really does make a difference to Supply Chain professionals in Alaska!

Hope to see you all at the training and April Pro-D meeting!

Many Thanks,

Ward Wells, C.P.M. (lifetime) CPPB
Director of Membership.



ISM—Alaska, Inc.



Construction Project Delivery Methodologies: Getting It Built on Time and on Budget

April 5 & 6, 2018

Two full days of instruction!

Speaker: Michael Bevis, JD, CPPO, CPSM, C.P.M.

Construction contracting is challenging and the choices are daunting. Join us and we will demystify the construction contracting process and compare and contrast the major delivery methodologies, Design-Bid-Build, Construction Manager at Risk and Design Build. By drawing on specific examples from the real world, we will help you develop individual protocols for selecting the best process for your organization and project.

There are key differences among common project delivery methods. Each is special in its own way and selecting the right method can be key to your success! Come learn the essential characteristics that distinguish the delivery methodologies, as well as the critical elements included in a successful solicitation. Once mastered, each methodology will bring applications that go beyond construction. This is more than just another tool – this is another way of thinking.

We will also consider standardized contract formats and forms to determine the best solution for your needs and explore the commoditization of construction through IDIQ and JOC contracts. You will learn the real “do’s and don’ts” that can enhance savings in your JOC program. Don’t miss the opportunity to get the information you need to create cost savings in your purchasing program, while expediting renovation and repair projects for your facilities and infrastructure.

Where: Anchorage Coast International Inn (Near the Airport)

When: April 5 & 6, 2018, 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, “Negotiating From Your Strengths”, a new approach to maximizing the effectiveness of your negotiating team. Thursday evening 4/05/2018, 5:30pm

About the Instructor, Michael Bevis, JD., CPPO, CPSM, C.P.M.

Michael received his law degree from Georgetown Law School, served as an Assistant States Attorney for a while before plunging fulltime into the procurement field. He has served as Purchasing Agent, Purchasing Manager, Chief Procurement Officer, Consultant and trainer for both public and private sector. Throughout his career he has specialized in Construction Contracting using various contract formats. In addition to a full time procurement position with Arlington County Virginia, he currently teaches graduate level courses in procurement, legal and ethics with the University of Illinois, and has received enough professional awards to fill a page.

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



Registration Form

Construction Project Delivery Methodologies

April 5 & 6, 2018

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