



Services Group

“Where Services Come Together”

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2006 Groups and Forums Certificate of Excellence

2005 Groups and Forums Certificate of Excellence

2004 Groups and Forums EXCELLENCE AWARD

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

Welcome to the 8th Annual ISM Services Conference!

In 2000 a group of purchasing professionals met during the ISM International Supply Management Conference in New Orleans to discuss the need to better understand the sourcing of services. The outcome of this meeting was the creation of the ISM Services Group.

One of the first goals of the newly formed Services Group was to develop an opportunity for purchasing professionals, who either buy services or work in one of the many services industries, to meet on an ongoing basis. The result was the formation of the first Services Conference, also in 2000. This hastily constructed event featured a number of speakers and about 30 attendees.

Over the years the ISM Services Conference has grown in both its importance and the total number of participants. This year the 8th Annual ISM Services Conference will feature an outstanding list of industry-leading practitioners as speakers. In addition, the 2007 ISM Services Conference will be supported by more than twenty suppliers, who are also leaders in their fields.

This year, we expect over 300 purchasing professionals to participate in the 2007 ISM Services Conference.

The Services Group has over 1,300 members. In addition to the annual conference, the Services Group offers its members and our profession the following benefits:

- ◆ A number of web enabled chat sessions throughout the year on cutting edge topics that are of interest to our members
- ◆ Scholarships awarded to deserving students in the field of supply management at a number of universities
- ◆ Networking opportunities
- ◆ Sponsorship of a number of speakers and sessions at the ISM International Supply Management Conference

These activities and more are the direct result of the efforts of the members of the Services Group. We welcome your support and participation in the ISM Services Group. Please visit our website at: www.ismservicesgroup.com

Dr. Peter O'Reilly
Chairperson- ISM Services Group
November 2007



ISM Services Group ANNOUNCES UNIVERSITY SCHOLARSHIP WINNERS

The ISM Services Group is proud to announce the winners of the 2007 University Relations scholarships. Each student will receive a scholarship of \$1,500, as well as a sponsored registration and travel allowance for the ISM Services Conference, November 29-30, 2007 in Phoenix, Arizona.

The 2007 Winners are:

Western Michigan University: Derrick Lasecki, Matilda Shaw, Marie Chapman

Michigan State University: Tiffany Lung, Kristi Peters, Daniel Rozycki

Penn State University: Michael Holz, Kevin Bonnell, Andrew Spicher

Arizona State University: Debbie Wan, Daniel Anaya, Spencer Keck, Kimberly Foo

The Group's University Relations efforts focus on four main areas: Mentoring, Internships, Scholarships and On-Site Activities. The scholarship program was established in 2005 with two scholarships and has expanded to provide 13 scholarships in 2007 to selected students

Don't miss this educational event – brought to you at no cost by the ISM Services Group.

Teleconference, Wednesday, December 5, 2007
12:00 noon EST, 11:00 a.m. CST, 10:00 a.m. MST and 9:00 a.m. PST
One hour duration.

How to Start Global Sourcing and Practices to Make Global Sourcing to Work Well

For sometime now, the customers we serve have pushed for better cost and lower prices for consumers. This has forced an increasing number of us to get involved in Global Sourcing in the hope that the Low Cost Country will be close by and truly low cost. This webinar will present practices used in Low Cost Country sourcing to help make sure that the foundation is solid, either to lay the ground work for a new program or to review an existing program that may not be working well. Participants will gain an understanding of:

- ◆ How do you start global sourcing?
- ◆ What do we do next?
- ◆ Do we have to GO?
- ◆ Now what?

Our presenter will be Tony Noe, currently serving as Senior Manager, Strategic Sourcing for United Industries Corporation in St. Louis, Missouri. The ideas for the presentation come from personal experiences and observation of a successful program over the past 30 years in the profession.