

SUPPLY MANAGEMENT: 360° VIEWS



5TH ANNUAL BLACK EXECUTIVE SUPPLY MANAGEMENT SUMMIT

sponsored by ISM and Howard University

March 5-7, 2008

Hilton Washington DC/
Silver Spring
Silver Spring, MD

Valuable networking
opportunities

Fuel the pipeline
to support minority
participation

Build your leadership
potential

Give your organization
a competitive edge

Building on our momentum from last year's program, join us for the

5th Annual Black Executive Supply Management Summit (BESMS)

March 5-7, 2008

Sponsored by ISM and Howard University

Be the Best — Learn from thought leaders and change agents within your field and in leading-edge organizations.

Expect the Best — Hear best practices and transform them into business as usual.

Supply the Best — Come through for stakeholders both internal and external.

Motivate the Best — Be a mentor, a leader and a gifted boss.

Share the Best — Be known as the “go to” person both within and outside of your organization.

This is a unique opportunity to connect with other executives and discover tried and true secrets to success.

SESSIONS INCLUDE

Reaching Out to Minority Suppliers — Learn how to develop or improve an existing minority supplier program with valuable insights on supplier diversity from the NMSSDC. Presented by Harriet R. Michel, President, National Minority Supply Development Council.

Rising to the Challenges of Green Purchasing: A CPO's Perspective — Find the balance of delivering value through cost savings and Total Cost of Ownership management with the pressure to purchase green.

Executive Perspectives — Learn from the best! A panel of supply executives share their greatest challenges and successes with the audience.

Thinking Like a CFO — Discuss thinking and acting like a financial officer in order to bring greater value to the organization.

Supply Management in the Decade Ahead — Ensure that you and your team are prepared as organizations demand more from supply management.

WHO SHOULD ATTEND

This program is presented for executives and managers in supply, with a special track for students enrolled in supply management degree programs. To ensure significant discussions and relevant networking, only world-class individuals are invited to participate in this program. Participate as a potential mentor or protégé.

Proceeds from the program are used for a scholarship fund to send students to the ISM 93rd Annual International Supply Management Conference and Educational Exhibit, May 4-7, 2008 in St. Louis.

Tuesday, March 4, 2008

7:00 a.m. – 11:00 a.m.

12:00 p.m. – 4:00 p.m.

CPSM Pilot Testing

Pilot testing for the Certified Professional in Supply Management (CPSM) is offered before the 2008 Black Executive Supply Management Summit. Pilot Testing is a separate registration from the summit. Please see the exam registration form on page 9.

Wednesday, March 5, 2008

8:00 a.m. – 4:30 p.m.

Registration

9:30 a.m. – Noon

AA Student Case Competition

Future leaders in the profession bring new ideas to the table. Student teams will present their case work as they compete for scholarships.

11:30 a.m. – 12:30 p.m.

Box Lunch

12:30 p.m. – 1:15 p.m.

Welcome Address

Frank J. Anderson, Jr., President, Defense Acquisition University

1:15 p.m. – 2:15 p.m.

AB General Session

Getting Acquainted: Peer Networking

Julia Hubbel, President, The Hubbel Group, Inc.

This facilitated networking program is designed to get participants introduced and acquainted. We will go beyond the typical business card conversation and get to know each other at another level. Learn simple but profound networking techniques to have meaningful conversations leading to solid connections well beyond this event. If your purpose in coming to BESMS is to meet your peers, this interactive, don't-miss session is for you!

2:30 p.m. – 3:30 p.m.

AC General Session

Financial Strategies for Supply Management

Do you know the latest developments in taxes or using overseas operations? Discover key finance, accounting and tax strategies for daily supply management decisions to optimize your organization's bottom line.

3:40 p.m. – 4:45 p.m.

AD General Session

Beyond Benchmarks: Building Supply Capabilities for Business Strengths

Joseph L. Cavinato, Ph.D., Director, The A.T. Kearney Center for Strategic Supply Leadership (CSSL) at ISM and ISM Professor of Supply Chain Management at Thunderbird School of Global Management

Innovating for success is not enough for CEOs. A majority of CEOs surveyed by IBM said they need more — an organization poised to take advantage of or transform to meet any opportunities that may arise. This presentation addresses: six megatrends beyond the headlights of purchasing and supply management future benchmarks; emerging market conditions; CEO, board and senior management pressures today and how purchasing and supply management fits to support the business.

By applying effective supply management tools and capabilities, the supply organization helps the business to compete and perform — adding to both the top and bottom lines!

5:00 p.m. – 7:00 p.m.

Dinner

Executives: B. Smith's Restaurant
Students: Hilton's Capital Bleu Restaurant

Thursday, March 6, 2008

6:00 a.m. – 5:00 p.m.

Registration

7:00 a.m. – 8:00 a.m.

Networking Breakfast

8:00 a.m. – 8:30 p.m.

Welcome Address/Executive Session

Isiah Leggett, J.D., Montgomery County Executive, Montgomery County, Maryland

8:00 a.m. – 10:00 a.m.

BA Concurrent Student Session

The Hub Factor: Making Your Connections Count in a Diverse World

Julia Hubbel, President, The Hubbel Group, Inc.

Networking is all about making important personal connections and building social capital. It's also about leaving a legacy of value. The time to create a network is before you need one. However, more than three-quarters of Americans are uncomfortable with networking. There are significant differences between how white males, women and people of color make connections. In this highly entertaining and interactive session, you'll learn a different model of networking skills that could make the difference between a highly successful career and an average one. Discover why handing out your business card first isn't always the right strategy, why the 30-second elevator speech typically backfires and how to become the hub of your own successful network. You'll come away with new relationships, new strategies and new skills you can put to use right away no matter where you are in your career.

8:30 a.m. – 10:00 a.m.

BB Concurrent Executive Session

U.S. Postal Services' Integrated Air Strategy

J. Dwight Young, Sr., C.P.M., A.P.P., Manager, Transportation Portfolio, Supply Management, United States Postal Service

The mission of the Transportation Portfolio Air Category Management Center (CMC) is to provide logistics, air transportation and ground handling solutions to move the mail that meets its client's expectations. Productive, long-term relationships with suppliers were developed, while continuously working toward Supply Chain Management (SCM) excellence. Learn how the U.S. Postal Service SCM concepts help to stabilize its \$2.6 billion air transportation networks. By leveraging mail volume and strategic alliances with stable and reliable air transportation suppliers, the USPS was able to create a more competitive environment, negotiate agreements to address recent security concerns and improve air transportation service performance. The new agreements resulted in: 1) reduced costs that gave the USPS the ability to manage cost growth over time; 2) a more secure transportation network; and 3) a partnership with suppliers that can meet daily and peak season requirements and service needs during crisis events such as hurricanes, tornadoes and terrorism.

10:30 a.m. – 11:45 a.m.

BC Concurrent Executive Session

Executive Expectations and Talent Needed for Supplier Diversity

Benita Fortner, Director, Supplier Diversity, Raytheon Company

Discuss what executives expect from their supplier diversity leaders and the skills and talent needed to be successful to raise the professional level of supplier diversity practitioners. This presentation takes into consideration the knowledge and experiences garnered from Ms. Fortner's participation in the NMSDC, WBENC and aerospace and defense industry associations.

10:30 a.m. – 11:45 a.m.

BD Concurrent Student Session

Identifying and Building Your Future in Supply Management

Joseph L. Cavinato, Ph.D., Director, The A.T. Kearney Center for Strategic Supply Leadership (CSSL) at ISM and ISM Professor of Supply Chain Management at Thunderbird School of Global Management

Learn how to lead your own career and how to source what is best for you! Job markets and companies will be addressed as well as helpful information for addressing three prime career challenges – building your capabilities, experience and networks.

11:45 a.m. – 1:45 p.m.

BE Networking Lunch/General Session

Reaching Out to Minority Suppliers

Harriet R. Michel, President, National Minority Supplier Development Council

As a minority executive in supply management, you are in a unique position to shape the way corporate America supports minority suppliers. Learn how to develop or improve an existing minority supplier program with valuable insights on supplier diversity from the National Minority Supplier Development Council.

1:45 p.m. – 3:15 p.m.

BF General Session/Group Discussion

Thinking Like a CFO

Sidney Johnson, Vice President, Global Supply Management, Delphi Corporation

As competitive stakes continue to be raised, supply management professionals must learn to move their focus beyond price. The primary decision driver of a lean organization requires understanding and determining the total cost of acquisition of goods and services. Discuss thinking and acting like a financial officer in order to optimize decision making and bring greater value to the enterprise.

3:30 p.m. – 5:00 p.m.

BG General Session

Executive Perspectives

Moderator:

Julia Hubbel, President, The Hubbel Group, Inc.

Panelists:

J. Phillip Holloman, Senior Vice President,
Supply Chain Management, Cintas Corporation

Daphne Harvey, C.P.M., A.P.P., Vice President,
Sourcing, NBC Universal

Supply executives share challenges and successes they've encountered throughout their careers. Hear valuable skills used to succeed, experiences that influenced success and supply management challenges faced. This session is an opportunity to "give back" and will surely inspire the audience.

6:00 p.m. – 7:30 p.m.

Dinner hosted at Howard University

Friday, March 7, 2008

7:30 a.m. – 8:00 a.m.

Networking Breakfast

8:00 a.m. – 9:30 a.m.

CA General Session/Discussion Activity

Supply Management in the Decade Ahead

Tom Slaight, Vice President, A.T. Kearney, Inc.

Using results from a 2006-2007 global research study sponsored by CAPS Research, A.T. Kearney and ISM, this interactive presentation identifies and interprets trends shaping tomorrow's business strategies. This is an opportunity to discuss critical issues. Listen to explanations and come to your own conclusions on how changing conditions affect the way organizations develop, manage and use supply relationships to control risk while delivering increased value and competitiveness. Be prepared to share how you believe executives should build their organizations with the critical talent needed to succeed in a world that demands more from supply management. Gain valuable insight into supply chain management of tomorrow.

9:45 a.m. – 11:00 a.m.

CB General Session

Rising to the Challenges of Green Purchasing: A CPO's Perspective

Onye Mba Uzoukwu, Vice President and
Chief Procurement Officer, Chiquita Brands
International

Supply management has taken on a more strategic role in the organization. The growing trend toward corporate sustainability is rapidly making supply management even more important to corporate strategy. But you can't sell green if you don't buy green. Discover how to balance the traditional pressures on a supply organization to deliver value through cost savings and Total Cost of Ownership management with the pressure to purchase green. Are these in fact opposing pressures? If so, how do we devise an acceptable balance? Hear advice on finding your green supply base and compliance price.

11:00 a.m. – 11:30 a.m.

Closing Remarks

Hotel Information:

Host Hotel: All sessions are at the [Hilton Washington DC/Silver Spring](#) located at 8727 Colesville Road, Silver Spring, MD 20910. The ISM rate of \$199/night will also include free internet.

Hotel Reservations:

Online Reservations: Please [click here](#) and enter in the **Group Code: ABE** to receive the special ISM rate of \$199/night.

By Phone: Call 800/HILTONS or 301/589-5200 and be sure and mention ISM to receive the special room rate of \$199/night.

The special ISM rate is offered until February 3, 2008. Rooms sell out quickly so please make your reservations early.

Schedule at a Glance

Tuesday, March 4, 2008

7:00 a.m. – 11:00 a.m.	CPSM Pilot Testing	Exam registration form on page 9
12:00 p.m. – 4:00 p.m.	CPSM Pilot Testing	Exams require pre-registration

Wednesday, March 5, 2008

8:00 a.m. – 4:30 p.m.	Registration	Pick up your registration packet
9:30 a.m. – Noon	AA General Session	Student Case Competition
11:30 a.m. – 12:30 p.m.	Box Lunch	
12:30 p.m. – 1:15 p.m.	Welcome Address	
1:15 p.m. – 2:15 p.m.	AB General Session	Get Acquainted: Peer Networking
2:30 p.m. – 3:30 p.m.	AC General Session	Financial Strategies for Supply Management
3:40 p.m. – 4:45 p.m.	AD General Session	Beyond Benchmarks: Building Supply Capabilities for Business Strengths
5:00 p.m. – 7:00 p.m.	Dinner – Executives Dinner – Students	B. Smith's Restaurant Hilton's Capital Bleu Restaurant

Thursday, March 6, 2008

6:00 a.m. – 5:00 p.m.	Registration	
7:00 a.m. – 8:00 a.m.	Networking Breakfast	
8:00 a.m. – 8:30 a.m.	Welcome Address — Executive Session	
8:00 a.m. – 10:00 a.m.	BA Student Session	The Hub Factor: Making Your Connections Count in a Diverse World
8:30 a.m. – 10:00 a.m.	BB Executive Session	U.S. Postal Services' Integrated Air Strategy
10:30 a.m. – 11:45 a.m.	BC Executive Session	Executive Expectations and Talent Needed for Supplier Diversity
10:30 a.m. – 11:45 a.m.	BD Student Session	Identifying and Building Your Future in Supply Management
11:45 a.m. – 1:45 p.m.	BE Networking Lunch/General Session	Reaching Out to Minority Suppliers
1:45 p.m. – 3:15 p.m.	BF General Session/Group Discussion	Thinking Like a CFO
3:30 p.m. – 5:00 p.m.	BG General Session	Executive Perspectives
6:00 p.m. – 7:30 p.m.	Dinner	Hosted at Howard University

Friday, March 7, 2008

7:30 a.m. – 8:00 a.m.	Networking Breakfast	
8:00 a.m. – 9:30 a.m.	CA General Session/Discussion Activity	Supply Management in the Decade Ahead
9:45 a.m. – 11:00 a.m.	CB General Session	Rising to the Challenges of Green Purchasing: A CPO's Perspective
11:00 a.m. – 11:30 a.m.	General Session	Closing Remarks

Register by February 1, 2008 to receive the early registration discount. Save \$100.

Program Events:

Your registration fee includes all sessions, two continental breakfasts, Wednesday lunch and dinner, Thursday lunch and dinner.

Guest Program: For your convenience, a package is available for one (1) guest for a fee of \$99 (USD). This package includes Wednesday and Thursday dinners. It does not include access to sessions or any other program events.

2008 Black Executive Supply Management Summit Registration

Program Name

Black Executive Supply Management Summit (BESMS)
March 5-7, 2008
[Hilton Washington DC/Silver Spring](#)
Silver Spring, MD

Early Registration

\$699* USD ISM Members/\$799 Nonmembers
(*add \$100 if you register
after February 1, 2008)



How to Register

Fax: Transmit completed form with credit card information to 480/752-2299.
Mail: Complete the form below and mail with check or credit card information to ISM BESMS, P.O. Box 22160, Tempe, AZ 85285-2160, USA.
Web: Online registration available January 2008.

☐ ISM Member ☐ Nonmember ISM ID # (if known) _____

☐ Dr. ☐ Mr. ☐ Mrs. ☐ Ms. ☐ Miss ☐ Executive ☐ Manager ☐ Student

Preferred Name (for Badge) _____

First Name/Given Name _____ MI _____

Last Name/Sur Name/Family Name _____

Title _____ Organization Name _____

Mailing Address: ☐ HOME ☐ BUSINESS

☐ Check here if you do **not** wish to share your contact information with other attendees.

- ☐ **WD** — Will you be attending the Wednesday evening dinner?
- ☐ **TD** — Will you be attending the Thursday evening dinner?
- ☐ **GD** — Will you need a guest package for \$99 (USD)?

Student Registration:

Includes lunch and dinner on Wednesday and Thursday for a fee of \$299 (USD). Contact BESMS@ism.ws for registration information.

City _____

State/Province _____ ZIP Code/Postal Code _____

Country _____

E-Mail Address _____

(_____) (_____)

Daytime Phone Number**

Fax Number**

**For phone numbers outside the U.S. or Canada, please include your country and city codes.

Method of Payment: (U.S. Funds Only)

☐ Personal Check ☐ Organization check is enclosed for \$ _____ Organization Name _____

Credit/Procurement Card Charge ☐ VISA ☐ MasterCard ☐ American Express ☐ Diners Club

Charge Card # _____ Expiration Date ____/____ Amount to Be Charged \$ _____

Cardholder Signature _____

☐ Please check here if you require special services or if you have special dietary needs

The ISM Guarantee — Satisfaction with all programs is guaranteed. If you are not satisfied, a refund or free program registration will be provided.

Constructive Engagement and Program Attendance — ISM embraces and takes a leadership role in constructive engagement at the university and professional levels to positively influence the growth of a diverse workforce of supply professionals. Constructive engagement includes the creation and delivery of programs for specific audiences. In support of the spirit of its nondiscrimination policy, this ISM educational program is open to everyone.

Guest Package — For your convenience, a package is available for your guest for a fee of \$99 (USD). This package includes the dinner on both Wednesday and Thursday evenings. Conference sessions are not included in this fee.

Program Discounts — Register by February 1, 2008 and save \$100 from the regular price of **\$799 USD ISM Members/\$899 Nonmembers**.

SUPPLY MANAGEMENT: 360° VIEWS

5TH ANNUAL BLACK EXECUTIVE SUPPLY MANAGEMENT SUMMIT

PROGRAM SPONSORS:

Gold

CORNING – Corning Incorporated (www.corning.com) is the world leader in specialty glass and ceramics.

Drawing on more than 150 years of materials science and process engineering knowledge, Corning creates and **CORNING** makes keystone components that enable high-technology systems for consumer electronics, mobile emissions control, telecommunications and life sciences. Our products include glass substrates for LCD televisions, computer monitors and laptops; ceramic substrates and filters for mobile emission control systems; optical fiber, cable, hardware and equipment for telecommunications networks; optical biosensors for drug discovery; and other advanced optics and specialty glass solutions for a number of industries including semiconductor, aerospace, defense, astronomy and metrology.

HILTON – Hilton Hotels Corporation is the leading global hospitality company, with more than 2,800 hotels and 480,000 rooms in 76 countries and territories, including 100,000 team members worldwide. The company owns, manages or franchises a hotel portfolio of some of the best known and highly regarded brands, including Hilton®, Conrad®, Doubletree®, Embassy Suites Hotels®, Hampton Inn®, Hampton Inn & Suites®, Hilton Garden Inn®, Hilton Grand Vacations™, Homewood Suites by Hilton® and The Waldorf-Astoria Collection®. The Hilton Family of Hotels adheres to founder Conrad Hilton's philosophy that, "It has been, and continues to be, our responsibility to fill the earth with the light and warmth of hospitality." The company put a name to its unique brand of service that has made it the best known and most highly regarded hotel company: be hospitable®. The philosophy is shared by all brands in the Hilton Family of Hotels, and is the inspiration for its overarching message of kindness and generosity. For more information about our company, please visit www.hiltonworldwide.com.

SHELL – Shell is a global group of energy and petrochemical companies. The aim of the Shell Group is to meet the energy needs of society, in ways that are economically, socially and environmentally viable, now and in the future.



Silver

CUMMINS FILTRATION is the world's leading designer and manufacturer of air, fuel, hydraulic and lube filtration, coolant, chemicals and exhaust system technology products for diesel and gasoline engines. The company, a wholly-owned business unit of Cummins Inc., has manufacturing and sales operations on six continents and employs over 5,500 people worldwide.



At **IBM**, we strive to lead in the creation, development and manufacture of the industry's most advanced information technologies, including computer systems, software, networking systems, storage devices and microelectronics. We translate these advanced technologies into value for our customers through our professional solutions and services businesses worldwide. To learn more visit ibm.com.

MEADWESTVACO is a global packaging company that delivers high-value packaging solutions and products to the world's most recognized companies in the food and beverage, media and entertainment, personal care, home and garden, cosmetic and healthcare industries. The company also has market-leading positions in its Consumer & Office Products, Specialty Chemicals and Specialty Papers businesses. MeadWestvaco, with operations in more than 29 countries, has been selected for the Dow Jones Sustainability Indexes, and manages all of its forestlands in accordance with internationally recognized forest certification standards.

PFIZER – Pfizer Inc, founded in 1849, is dedicated to better health and greater access to healthcare for people and their valued animals. Our purpose is helping people live longer, healthier, happier lives. Our route to that purpose is through discovering and developing breakthrough medicines; providing information on prevention, wellness and treatment; consistent high-quality manufacturing of medicines, consumer products; and global leadership in corporate responsibility. Every day we help 38 million patients, employ more than 100,000 colleagues, utilize the skills of more than 12,000 medical researchers, and work in partnership with governments, individuals, and other payers for healthcare to treat and prevent illnesses—adding both years to life, and life to years.



TYCO – Tyco International is a leading provider of security products and services, fire protection and detection products and services, flow control products, as well as electrical and metal conduit and construction materials. The company had 2006 revenues of more than \$18 billion and employs 110,000 people in more than 60 countries.



a vital part of your world

WRITTEN EXAM REGISTRATION FORM FOR CPSM PILOT TESTING AT THE 2008 BLACK EXECUTIVE SUPPLY MANAGEMENT SUMMIT

Membership Status:

ISM Member ☐

Nonmember ☐

ISM Member Number _____

Name _____

Home Address (Confidential exam results are sent to the home address.) _____

City _____ State _____ ZIP Code _____

CPSM Exams Tuesday March 4, 2008

7:00 a.m. – 10:45 a.m.	7:00 a.m. – 11:00 a.m.	12:00 p.m. – 3:45 p.m.	12:00 p.m. – 4:00 p.m.
CPSM1AM (Exam 1) CPSM2AM (Exam 2)	CPSM3AM (Exam 3)	CPSM1PM (Exam 1) CPSM2PM (Exam 2)	CPSM3PM (Exam 3)

Member Price: USD \$50 per exam _____ x \$50 = \$ _____

Nonmember Price: USD \$50 per exam _____ x \$50 = \$ _____

TOTAL DUE FOR THE WRITTEN EXAM REGISTRATION \$ _____

CPSM EXAM REGISTRATION INFORMATION

Three Ways to Register

Fax: 480/752-2299, available 24 hours a day (credit card payment only)

Mail: ISM CPSM Exam
P.O. Box 22160
Tempe, AZ 85285-2160
(check, money order or credit card payment)

Web Site: www.ism.ws

Written Exam

Indicate on the registration form which exams you plan to take.

Exam Date

Tuesday, March 4, 2008

First come, first served. You are not guaranteed your registration time. Check your confirmation notice.

Exam Fees

Member \$50 per exam
Nonmember \$50 per exam

Exam Cancellation Policy

If you are unable to attend the exam, a letter requesting a refund must be received by ISM no later than **February 22, 2008**. Any other refund requests (except medical emergencies) will not be honored. Medical emergency refund requests (with documented proof) will be accepted through the two-week period after the exam. Exam fees may not be transferred from written exam to computer exam.



Payment Must Accompany Registration

I acknowledge the confidential nature of the CPSM Examination (the "Exam") and hereby agree that I will not copy, retain Exam questions or disclose or transmit them in any form to any other person. I certify that I am working toward my CPSM designation or taking the Exam to meet the continuing education requirements for recertification. I agree that taking the Exam for any other purpose is strictly prohibited. I also acknowledge that the Exam review course instructors are prohibited by ISM from taking exams for the purpose of preparing students to take the Exam and/or for the creation of their course materials. I expressly agree and understand that certification may be denied or revoked, or the Exam scores may be invalidated or withheld by the Certification Committee of ISM (the "Committee") in the event that the Committee determines that (A) an individual has (i) falsified or misrepresented information on the registration form or information provided is in error, including documentation of continuing education hours for recertification; (ii) participated in an unauthorized disclosure of Exam questions, information or materials; (iii) plagiarized questions and/or answers on the Exam; (iv) mailed, received, relayed in any fashion, or used copies of the Exam materials, questions, or answers without authorization from ISM; (v) retained the Exam materials after the examination; (vi) engaged in cheating or other misconduct or unprofessional behavior with respect to taking, administering, or preparation for the Exam; or (vii) failed to adhere to the Principles and Standards of Ethical Supply Management Conduct, or (B) (i) there is a testing irregularity with respect to the Exam; (ii) there is a reason to question the Exam score's validity; or (iii) that the Exam score was the result of unusual or questionable circumstances.

I agree to abide by the ISM Principles and Standards of Ethical Supply Management Conduct, whether or not I am a member of ISM. I grant ISM permission to make any and all inquiries, which are necessary to evaluate my credentials for certification or recertification and agree to respond to requests for information related to any of the above. I further authorize ISM to publish (via e-mail, Web site, or print) information about my certification and to make any and all inquiries, investigations, or other communications, which may be necessary for the Committee to grant, deny or revoke certification, or to invalidate or withhold examination scores. I hereby certify that the information submitted on or with this form is true and accurate to the best of my knowledge, and I agree to be bound by the terms and conditions set forth herein and by any and all policies and procedures of ISM applicable to the CPSM Program or the Exam as may be amended from time to time.

CPSM
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Signature _____ Date _____