

Institute for Supply Management™

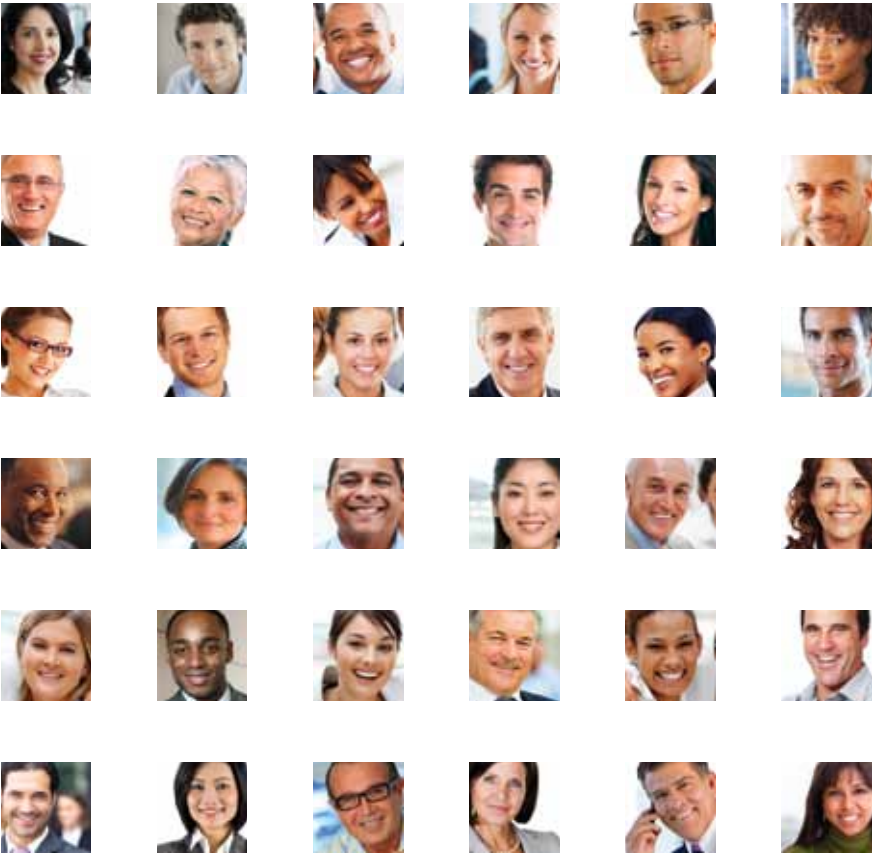
WHAT IS **ISM?**



stay connected
move forward

According to **ISM's 2012 Salary Survey**, **CPSM®s earn more** than those without the designation.

BUYER PLANNER CHIEF PROCUREMENT OFFICER SENIOR
BUYER VICE PRESIDENT OF PROCUREMENT DIRECTOR OF
SUPPLY MANAGEMENT PURCHASING MANAGER CONTROLLER
CONTRACTS LEAD MATERIALS MANAGER FINANCE DIRECTOR
YOUNG PROFESSIONALS SUPPLY MANAGER CONSULTANT



WHAT IS ISM?

The Institute for Supply Management™ (ISM) is the first supply management association in the world — approximately 40,000 members strong and committed to leading the profession into the future. Our members are part of a dynamic and progressive organization representing a vibrant cross-section of industries at all levels, from those who just entered the field to senior-level professionals:

Chief Procurement Officer
Vice President of Procurement
Director of Supply
Management
Materials Manager

Supply Manager
Commodity Manager
Inventory Manager
Senior Buyer
and more

What Can ISM Do for You?

ISM can help you reach new heights in your career. ISM offers a pathway to a successful future. Professional development is more important than ever, and ISM offers numerous ways to keep learning and stay connected. No matter what time/money restraints you're facing, ISM has something you'll find useful. Face-to-face seminars, online courses, certifications, web seminars, podcasts — and other great content that crosses industry segments, from basic to advanced.

And while membership in ISM can save you quite a bit of money, it's not required to take advantage of all we offer. Read on and see just some of what ISM can do for you.

In any profession, **you need continual knowledge:** a network of people to be able to rely on, ask questions and learn from. **ISM has been invaluable in my career.**

Chris Silva, CPSM, C.P.M.
Associate Director, Strategic Procurement
Alkermes, Inc.

Benefits of Membership

***Inside Supply Management®* magazine** — Featuring thought-provoking articles, case studies and information on topics relevant to today's forward-thinking, strategic professionals. Published exclusively for ISM members.

Including: the Manufacturing and Non-Manufacturing *ISM Report On Business®* — two key economic reports published in each issue.

Knowledge Center — Provides a number of supply management classes that you can take online, at your own pace. ISM members receive a discount on registration fees. Even better, select courses are available for free.

Unlimited Access to ISM's Website — Unlock the possibilities of this valuable resource. Members can search an extensive database of supply management information, and learn about ISM's assortment of educational products and services. Members also have access to:

- **The Online Career Center** — Search a database of employment listings from across the United States, post your résumé for organizations to see, search for the perfect employee or take advantage of other career-enhancing tools.
- **The ISM Online InfoCenter** — Without a doubt, the largest purchasing and supply management library around. Check frequently — new information is added all the time.
- **Podcast Library** — An ever-expanding library of podcasts covering a broad spectrum of supply management and general business topics — from basic to advanced. Download and listen while you work, during your commute or even in your downtime.

Professional Groups and Forums — More than 20 different industry- or region-specific entities that you can join to network with those facing the same challenges and opportunities.

Member Discounts — On virtually everything ISM offers. Savings often exceed the cost of dues:

- Professional development — online and face-to-face
- Educational resources
- Professional credential study materials
- Conferences
- Self-study courses

ISM's Annual Conference — An unparalleled opportunity for networking and education that attracts thousands of supply management professionals each year. Distinguished keynote speakers, leading-edge topics, wide-ranging exhibits, numerous sessions, and the ISM Semiannual Economic Forecast are just some of the highlights. Members save hundreds in registration fees.

Member Benefit Programs — Access to an ever-expanding set of benefit programs, in most cases providing discounts on unique, helpful products and services beyond what can be found elsewhere:

- **Commodity Tracking via Propurchaser.com** — Easy-to-use tools and data to prepare for negotiations and strike better deals. Members are entitled to a 60-day trial membership, and additional savings if they decide to join.
- **Supply Chain Council (SCC)** — ISM members receive access to SCC's SCORmark® supply chain benchmarking database and receive member rates for SCOR Framework and Project workshops. The Supply Chain Operations Reference model (SCOR), is the supply chain management community's most widely accepted framework for evaluating and comparing supply chain activities and performance. ISM members may access the SCOR frameworks, benchmarking, training, certification, research and networking.
- **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 percent off the retail price.
- **Purchasing & Supply Sourcing Guide** — An online supplier search designed specifically for supply management industry professionals. The guide enables professionals to conveniently perform targeted searches for industry-related products and services using either a user-defined keyword search or an alphabetized category and subcategory directory search.

CAPS Research — Providing thorough, practical research products and events aimed at executives with strategic responsibilities for the supply/sourcing/procurement effort.

Affiliate Benefits — Regular membership includes benefits in one of 150+ affiliated organizations — most geographically based — fostering additional networking, training and more.

Additional Networking and Information — Through ISM's social networking initiatives, including LinkedIn, Facebook and Twitter.

Plus:

- Recognition among your coworkers and peers
- Volunteer opportunities
- An advocate in your corner, continually promoting the importance of our profession and the contributions we make every day

ISM Professional Credentials



The Certified Professional in Supply Management® (CPSM®) — Make the move to gain supply management's most prestigious designation. The CPSM® is the credential that surpasses the demands of the international marketplace, with multifaceted skills in areas such as finance, supplier relationship management, organizational global strategy and risk compliance.



The Certified Professional in Supplier Diversity® (CPSD™) — The professional designation for supply management professionals whose responsibilities include supplier diversity. This designation also delivers added value to business leaders and other team leaders who participate in the development of diverse supplier initiatives within the organization.



BUYER PLANNER CHIEF PROCUREMENT OFFICER SENIOR BUYER VICE PRESIDENT OF PROCUREMENT DIRECTOR OF SUPPLY MANAGEMENT PURCHASING MANAGER CONTROLLER CONTRACTS LEAD MATERIALS MANAGER FINANCE DIRECTOR YOUNG PROFESSIONALS SUPPLY MANAGER CONSULTANT COMMODITY MANAGER INVENTORY MANAGER LOGISTICS ANALYST PROJECT MANAGEMENT CATEGORY MANAGER ACADEMICS SPECIALIST BUYER PLANNER CHIEF PROCUREMENT OFFICER SENIOR BUYER VICE PRESIDENT OF PROCUREMENT DIRECTOR OF CONTROLLER FINANCE DIRECTOR MANAGER CC MANAGER LC CATEGORY MANAGER PLANNER CHIEF VICE PRESIDENT OF SUPPLY MANAGEMENT CONTRACTS LEAD YOUNG PROFESSIONALS



Membership Options: Which One Is Right for You?

Regular Membership — Includes membership with, and benefits from, both ISM and your choice of one of 150+ affiliated organizations worldwide. While most people select an affiliated organization based on their location, nongeographic, industry-based affiliates are available, as well. Dues vary depending on which affiliate you choose.

Direct Membership — Includes membership with and benefits from ISM only. No affiliate benefits are included. Automatic membership renewal available.

Dues-Free Membership — Available to educators and students who meet certain criteria. For more information, contact ISM Customer Service at 800/888-6276 or +1 480/752-6276, option 8, or custsvc@ism.ws.

ISM Corporate Program — Offers Direct Membership for your entire supply management team plus additional benefits, including professional support and insights into today's business environment — all for one annual fee. For more information, contact Mary Lue Peck at mpeck@ism.ws.

There's no better way to open
multiple pathways to develop your
career as a supply chain management
professional.

Anthony Humphrey, CPSM
Global Supply Chain Manager
MeadWestvaco

Join Today

Call **800/888-6276** or **+1 480/752-6276**, option 8, or join online at **www.ism.ws**.
Select Membership, then Become a Member.

See the Savings

	Members	Nonmembers	Savings
Knowledge Center Course: "Progressive Concepts in Negotiation"	US\$199	US\$299	US\$100
Face-to-Face Seminar: "Fundamentals of Purchasing"	US\$1,599	US\$1,899	US\$300
ISM Annual Supply Management Conference Registration (2013)	US\$1,499	US\$1,949	US\$450
CPSM® <i>Study Guide</i>	US\$79	US\$119	US\$40
CPSM® Exams (all three)	US\$597	US\$897	US\$300
Annual <i>Salary Survey</i>	Free	US\$199	US\$199
<i>Inside Supply Management</i> ® magazine subscription	Free	Not Available	
ISM <i>Report On Business</i> ®	Free	Not Available	
Online Career Center	Free	Not Available	

Total Savings **\$1,389+**

Beyond the **networking opportunities**
within the profession, there are a lot of
educational opportunities **ISM offers**
that will enhance your career.

Jim Fleeker, C.P.M.
Senior Sourcing Manager
J.C. Penney, Inc.

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LOGISTICS ANALYST PROJECT MANAGEMENT CATEGORY
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PROCUREMENT OFFICER SENIOR BUYER VICE PRESIDENT
OF PROCUREMENT DIRECTOR OF SUPPLY MANAGEMENT



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PURCHASING MANAGER CONTROLLER CONTRACTS
LEAD MATERIALS MANAGER FINANCE DIRECTOR YOUNG
PROFESSIONALS SUPPLY MANAGER CONSULTANT COMMODITY
MANAGER INVENTORY MANAGER LOGISTICS ANALYST PROJECT



Of special interest to those involved in:

- Distribution
- Inventory Control
- Investment Recovery/
Disposition
- Logistics
- Manufacturing
- Materials Management
- Packaging
- Product/Service Development
- Purchasing
- Quality
- Receiving
- Strategic Sourcing
- Transportation
- Warehousing

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stay connected
move forward

