

Summary of the Black Executive Supply Management Summit-2007 Nashville, TN March 7-9, 2007

Wednesday, March 7, 2007

Pamela Carter, President, Cummins Filtration started off the 4th Annual BESMS with a CEO perspective on what CEO's expect from their supply management team. She stated that if you want to be the best- number 1, you partner with suppliers who are the best-number 1. Carter mentioned the Japanese best practice model – Going to the Spot-of senior management becoming more involved in supplier relationships.

This year we addressed the challenges of senior and middle management regarding their career progression and recruiting for the next talent. We had representatives from Korn/Ferry International and The Prout Group to discuss these challenges. There was interesting discussions on supply management being the next big career and 'Seat at the Table' function. Developing and the ability to gain 'soft skills such as influencing is key to success. Having a diverse background in various industries is very favorable. When seeking a new position, make sure you interview the company to ensure a 'good fit'- do they value diversity.

There was a great networking experience at the Country Music Hall of Fame. There is a good exhibit on Ray Charles. Everyone had an opportunity to share with each other and if they listened real hard- heard a little bit of our musical history...

Thursday, March 8, 2007

This was the first year that The BESMS offered a Case Competition for students. Three schools participated in addressing a case supplied by Dell, Inc. The three schools were Howard University, Tennessee State University and Clark Atlanta University- the winners listed respectively. The students from all three schools represented their schools well. We can only look forward to greater participation next year.

While the students were presenting their cases to the judges, everyone else was learning about Dell's Ethics and Compliance program. Dell values ethical behavior and continually reinforces and communicates that with all staff. Communication, communication, communication is key to a successful compliance program.

Then Dr. Alvin Williams, University of Southern Mississippi, discussed with students their career success in supply management- developing a market plan for their career. There was a discussion from other practitioners who assisted in providing students with life experience on establishing themselves in the supply management profession.

Representatives from The Corporate Executive Board discussed what the steps are that supply management professionals should take to insulate their organization from social responsibility risk. Enhancing their contracts and visibility within the organization is beneficial. 'Remember because social responsibility seems to be everyone's job- it becomes nobody's job.'

Brigadier General Nick Halley provided the group with a unique way of integrating his military experience and stories into providing leadership in corporate America. The two are not that different – it's a war out there... If your staff doesn't see you as a leader you can't be successful. He mentioned four principles for leadership 1) Ego- make sure you surround yourself with people who keep it in tact; 2) Listen- be an active listener; 3) Make sure you are open to advise from unexpected sources and 4) Lead by Example.

The Executive Outlook- peer sharing session continues to be a highlight of the BESMS. It is an opportunity to hear first hand from leaders in various industries. It provides an opportunity for everyone to learn from others experiences. This year the session was facilitated by Julia Hubble, The Principled Networking. We heard from Cecil House, Vice President, Safety, Operations Support and Chief Procurement Officer, Southern California Edison Company; Cathy A. Martin, C.P.M., Deputy Chief Procurement Officer, City of Atlanta; Sonia Myles, Director of Direct and Indirect Materials, Proctor and Gamble; and Sidney Johnson, Vice President, Global Supply Management, Delphi Corporation. Key thoughts: have a good financial knowledge and understanding; seek a mentor and feedback; be politically savvy- recognize management style changes within different environments; remember to treat your self well- do something that makes you happy.

We closed out the day with a presentation by Mary McDaniels, FedEx, who reminded everyone to take another look at their sourcing practices- thinking out the box for long term potential cost savings. For example, Fed Ex uses a disability center to process their new supplier packets- it saved money and provided opportunities for employment for some individuals that might not have that opportunity.

That evening Tennessee State University hosted a lovely reception and play organized by their drama department. This provided an opportunity to support one of the fine Historical Black Colleges and Universities (HBCUs).

Friday, March 9, 2007

We continue to have lively discussions at the roundtable. This year there were three topics: Taking advantages of global resources; methodology of outsourcing and BESMS-next year.

Anthony Nieves, Hilton Hotels, Non- Manufacturing Chair, provided insight on how to best use the non-manufacturing Report on Business (ROB) in your day to day activities.

Again would like to thank our sponsors:

IBM, Tyco, MeadWestvaco, Intuit, Hilton Hotels, AMD, Florida Minority Supplier Diversity Council, Corning, Cummins Filtration, Intel, Pfizer, Tennessee State University.

Next year we are making plans to hold the 5th Annual BESMS in the D.C./Baltimore area, late February/early March. Please keep an eye out for a save the date notice.

If you know someone who should be included on the mailing list, please contact besms@ism.ws with complete contact information.

Thank you and see you next year.

Christina Foster, SPHR

VP- Certification-Diversity