

## e-Procurement Lessons Learned: Experiences From the Battlefield

Tuesday, October 17, 2000

Presenter: Jill Becker-Bossi

**To B2B or not to B2B, is that the question?** Not in today's competitive environment. Mid size or larger companies and corporations must embrace B2B eProcurement initiatives. If they don't, they may well be gambling the very future of their business on that decision.

This presentation will cover extremely valuable lessons learned in the trenches of promoting, selling and implementing a B2B eProcurement solution. Our speaker will discuss what works and what doesn't. She will point out guidelines on how to determine what is suitable for your own company, so that you too, can get on the B2B highway.

### About The Speaker:

Jill Becker-Bossi, C.P.M., is the Director of Procurement and Strategic Sourcing for Verizon Wireless, the nation's largest provider of wireless services. Ms. Becker-

Bossi has been in the field of Procurement for more than 20 years, working for such companies as Metro-Goldwyn-Mayer, Sony Pictures Entertainment, PackardBell-NEC and AirTouch Cellular, before working at Verizon Wireless. She is an active member of NAPM. She has also written articles for Purchasing Today and been a speaker and presenter at many NAPM seminars and events on both the local and national levels.

## Welcome to the Following New Members

Christine Avery  
Mattese Drayton  
Joel Garceau  
R. Gentry Jones

Hewlett-Packard  
Agra Quest  
Gencorp Aerojet  
Fortune 800

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### RSVP by Friday, September 13, 2000

To RSVP for this dinner meeting, please call 916.650.8660 or e-mail Ed Mercado at [edmercado@email.msn.com](mailto:edmercado@email.msn.com) and provide the attendee's name, company, telephone number, fax or e-mail address.

5:30 Registration	\$21.00 Member
6:00 Dinner	\$24.00 Non-member
7:00 Membership meeting	\$18.00 Full-time student
7:20 Presentation	\$5.00 Speaker only

Presentation will be held at the Sudwerk Brewery & Grill, 1375 Exposition Boulevard, Sacramento. Please call Sudwerk Brewery & Grill at 916.925.6623 for directions. Check our Web site [www.apicsacramento.com](http://www.apicsacramento.com) for maps of the area.



# President's Message

The APICS International Conference and Exhibition this year will be held in Orlando Florida on October 22-25. The advance registration deadline has passed, but you can still register on-site. This year's conference includes a lineup of great general session speakers, including General Colin Powell, Gene Kranz, former NASA flight director, Robert Lutz, former Chrysler executive, and Gus Pagonis, the current head of logistics for Sears and the mastermind of logistics for the Gulf War.

New this year are three Masters in APICS Education sessions. Eli Goldratt will present "Necessary but Not Sufficient", Richard J. Schonberger, Ph.D. will lead "Combating Complacency: Industrial Competitiveness in the 21<sup>st</sup> Century", and Gus Whalen will speak on "Crisis, Quick Response, and Little Things".

For the complete conference agenda and registration, travel, and hotel details, visit the APICS website at [www.apics.org](http://www.apics.org).

APICS has launched a new educational product called Advanced Supply Chain Management. The course is available via the internet or CD-ROM, and is being presented in two phases. The first phase includes modules entitled "Supply Chain Creates Net Value" and "Build a Competitive Infrastructure". The second phase will include "Leverage Worldwide Logistics", "Synchronize Supply with Demand", and "Measure Performance Globally". Go to [www.apics.org/educationline](http://www.apics.org/educationline) for additional information.

Can't get out of work in time for the CPIM review classes? Remember, you can take these classes and prepare for the exams on-line through a program developed by APICS and Weber State University in Ogden Utah. Call Kristie Nelson at (800) 848-7770, X6774 for full details.

We have some excellent speakers lined up for our meetings this fall, and we may have another plant tour before the end of the year. I hope to see you there.

George "Q" Cusack, CPIM  
President



## APICS Sacramento Calendar

### October

- 3 Board of Directors meeting at Lyons on I-5 & Richards Blvd.
- 17 Professional Development Meeting at Sudwerk Brewery & Grill. Jill Becker-Bossi will present: "e-Procurement Lessons Learned: Experiences from the Battlefield."

### November

- 7 Board of Directors meeting at Lyons on I-5 & Richards Blvd.
- 21 Professional Development Meeting at Sudwerk Brewery & Grill. Speaker and topic to be announced.

### December

No professional develop meeting scheduled.

### January

- 2 Board of Directors meeting at Lyons on I-5 & Richards Blvd.
- Joint Professional Development Meeting with NAPM. Topic: "Business Practices."

## Professional Development Meeting Location Change

Starting in September, the monthly Professional Development Meetings are held at Sudwerk Brewery & Grill. The address is 1375 Exposition Boulevard, Sacramento.

# Seminars

## How to prevent costly software selection mistakes

Nine times out of ten, business software systems don't work as expected. You can spend a million dollars and still not be able to integrate key business functions.

You've heard the horror stories:

- ⇒ The software isn't flexible
- ⇒ Reprogramming takes too long
- ⇒ The software doesn't solve problems
- ⇒ The vendor isn't supportive

Before you make costly mistakes, find out how to be a better judge of software. At this seminar, you'll learn how to look at your business and figure out what software best meets your needs. You'll know the options, and how to prevent expensive disasters.

Learn how to determine the level of software that is right for your company. Discuss the pros and cons of off-the-shelf software. Find out how to set a budget; implementation can cost twice as much as the software.

*"Going through a selection and implementation process in a methodical manner saved us hundreds of hours and thousands of dollars."*

Claudia Rowland

Molding Manager, KVP Falcon

To get the greatest value from business software, you need to know what to look for and see how it works with your data. Learn how other manufacturers planned, selected and implemented successful business software systems.

At this seminar, you'll find out:

- ⇒ What the vendor won't tell you
- ⇒ How to evaluate software
- ⇒ What problems to anticipate
- ⇒ How to schedule implementation

Dave Slavensky has over 14 years of experience working with 3M, TRW, Aerojet and the California Manufacturing Technology Center. With Manex, he specializes in software implementation and lean manufacturing.

**Offered by: California Manufacturing Technology Center/MANEX**

**In association with: APICSacramento & SMUD**

**When:** Wednesday, Oct. 25

From 8:30 a.m. to noon

**Where:** Sacramento Municipal Utility District

6301 S Street

Sacramento, CA

**Cost:** \$49 per person (*\$42 for APICS members*)

**Contact:** SMUD Energy & Technology Center

(916) 732-6738

**APICS Members:** Call George Cusack

(916) 684-5200 X3224 Weekdays

## APICSacramento Small Business Classes

Presented in partnership with Sierra College, MAP, and CACT. Your class instructor is be Bob Naquin.

### Inventory Cycle Counting for Small Retail and Manufacturing Businesses

8714.101, Thursday, November 9, 6:30-9:30PM

Sierra College Rocklin Campus, Room S-103

Fee is \$41

To register, call: (916) 781-0590





# CSUS/RCE Materials Management Certification Class Schedule

Prepare for APICS CPIM exams and apply toward Materials Management Certificate from CSUS/RCE. Call LeAnn Fong-Batkin, CSUS/RCE at (916) 278-4433 ext. 115 for more information or visit their Web site at [www.csus.edu/rce](http://www.csus.edu/rce) and follow their links Certificate Programs and Materials Management. Call (916) 278-4433 ext 0 to register.

Materials Management Held at Hewlett Packard in Roseville	
When	Class & Course Code
9/26/00 - 10/26/00	Introduction to Materials Management 00FMM0011
10/30/00 - 11/27/00 (no class 11/22/00)	Master Planning of Resources 00FMM1001
1/17/01 - 2/14/01	Detailed Scheduling and Planning 01SMM1011
2/21/01 - 3/21/01	Execution and Control of Operations 01SMM1021
4/2/01 - 4/30/01	Strategic Management of Resources 01SMM1031
5/14/01 - 6/6/01	Purchasing 01RMM0081

Supply Chain Management Held on the CSUS Campus	
When	Class & Course Code
10/2/00 - 10/25/00	Introduction to Supply Chain Management 00FSC0011
10/30/00 - 11/29/00	Detailed Scheduling and Planning 00FSC0091
1/17/01 - 2/21/01	Logistics 01SSC0031
2/21/01 - 3/19/01	Process Management and Reengineering 01SSC0041
3/21/01 - 4/16/01	Survey of IT Software for Materials Purchasing, and Supply Chain Management 01SSC0051
4/23/01 - 5/16/01	Strategic Alliances 01SSC0071
5/21/01 - 6/18/01	E-Commerce 01RSC0061
6/25/01 - 7/23/01	Supply Chain Management Work Project 01RSC0081

## Certification Maintenance

**Q. What if I reach age 62 before the year 2003, which is the first program date required for me to apply for APICS certification maintenance?**

A. You may notify APICS at any time after January 1, 1998, that you have turned, or will turn, 62 on or before your certification maintenance deadline. You then, automatically, will receive lifetime certification.

**Q. Can I attain most or all of my 75 CPIM points (100 points for CFPIM) from one category?**

A. You can accumulate points from any category in any combination. However, there is a limit of 60 CPIM points and 80 CFPIM points (or 80 percent of total points) in category II: Presentations, Publications, and Educational Development (PPED). This limitation is to ensure that individuals who teach or publish extensively will diversify their point total.



## APICS Launches New Online Course

The Advanced Supply Chain Management courses will be available in two phases. The first phase is now available at <http://www.apics.org/educationonline> and includes an executive overview and the following modules:

**Supply Chain Creates Net Value:** An overview of supply chain theory, customer and organizational benefits, and a baseline model for building a company's supply chain infrastructure.

**Build a Competitive Infrastructure:** Methods and techniques to leverage technology to communicate with others in the supply chain and incorporate strategies to optimize competitiveness.

The courses will be delivered via the Internet or CD-ROM. The prices are \$99 per course or \$350 for the entire set of five for the online curriculum; the CD-ROM is \$99 per course and \$350 for the full set for members or \$150 per course and \$600 for the entire set for nonmembers. The non-member set price includes a one-year APICS membership.



## Employment Opportunity

California State University's Office of Regional and Continuing Education is seeking instructors for their Materials Management Certificate programs and CPIM certification review classes. If you are a CPIM with a desire to teach others, please contact George Cusack at (916) 684-5200 X3224.

## APICS Company Coordinators

Our Company Coordinators serve as the principal communication links between the Sacramento Chapter of APICS and their companies and fellow employees. If you work for one of the companies listed below and need APICS Chapter information of any kind, please feel free to contact them.

If you do not see your company listed below, it is because *you* haven't volunteered. To become a coordinator, call George Cusack at (916) 684-5200 X3224, or Melanie Hoots at (916) 785-7751.

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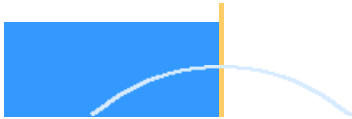
Vic Wursten  
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