



ISM-Buffalo Buylines - APRIL 2023

Join us for a great evening of learning and networking!

ISM Educational Dinner Meeting - Joint Meeting with PMI (Project Management Institute)

TUESDAY, April 11, 2023

5:15 pm-8:15pm

Tewksbury Lodge, 249 Ohio Street, Buffalo, NY 14204

(Click for Map and Directions)



Program:

Contracting Best Practices: Plugging the Holes that Create Contract Leakage

Auditors have a unique viewpoint on supplier contracts. We are asked to interpret the language of the contract years after it was signed, and usually after the original signers are gone. What did they mean when they said "personnel" (\$900k overbill)? What does the word "month" mean (\$1.2M overbill)? When do volume discounts kick-in, and are they retroactive (\$350k overbill)?

In this discussion, we will walk through some of the common financial pitfalls made with supplier contracts. We will discuss real life examples, and also walk through some best practices when executing a supplier contract. By the end of the meeting, you should have several things you can go back to your office and implement that could save your company thousands, if not millions of dollars. This session is for first year buyers and seasoned CPO's alike.

Speaker:

**Markley Ward,
Clarity Consulting Group**

Markley Ward is responsible for the oversight of Clarity Consulting Group's contract compliance initiatives. He helps clients implement highly effective compliance programs, including supplier audits, accounts payable reviews, contract administration initiatives, and supply chain best practice implementations.

Prior to this role, Mr. Ward spent more than 19 years as a consultant and project manager, helping some of the largest companies in the world implement processes and technologies that enhance compliance to internal and external policies and procedures. Mr. Ward has an MBA from Utah State University.

MEETING DETAILS:

- Registration/Networking: 5:15-6:00pm
- Dinner/Program: 6:00-8:15pm
- ISM Members - \$35.00
- Non-Members - \$40.00
- ISM Student Members - \$25.00
- Earn (1) CEH
- Food Stations
- Register online at our website using button. (This method automatically loads your CEH for recertification to your account.) Or, email us at ismbuf@ismbuffalo.com. Phone (716) 648-0972.
- **Reservations required**, preferably by April 3rd but accepted through April 9th if space is available.

Register Here

Scholarship Applicants Sought

ISM-Buffalo is accepting applications for the William J. Gamble Memorial Scholarship to be awarded to a member of ISM-Buffalo or the spouse, son, daughter, niece, nephew or grandchild of a member of ISM-Buffalo.

Applicants must be enrolled as a full-time student in a two (2) or four (4) year institution whose programs are considered above the high school level. Full time is interpreted as twelve (12) semester hours per semester, undergraduate, or, nine (9) semester hours per semester, graduate. A transcript of records showing the most recent semester completed must accompany the application which must be received on or before April 1, 2023. (Please Note: This is not a scholarship for current high school seniors.)

Applications for this year's award are reviewed by the committee after April 1 and are judged solely on the applicant's scholastic ability, career plans and community activities. No advantages are given the applicant based on his or her relationship to an ISM member. Only the chairperson of the committee knows the names of the applicants to insure non bias on the part of the committee. \$1,000.00 will be awarded to a well-rounded student.

Applications may be obtained by contacting our Executive Secretary, Nancy Boyd Haley at the association office (716) 648-0972 or ismbuf@ismbuffalo.com.



ISM-Buffalo May Help Pay for Some of Your Education with the William Conners Memorial Professional Development Grant

The William Conners Memorial Professional Development Grant was established in 1988 to give members of the Association the opportunity to continue their education in Supply Chain Management through participation in ISM national or local chapter seminars or workshops for which a CPSM/CPSPD point(s) is offered. This grant is available only to ISM-Buffalo members whose employer does not provide reimbursement for professional development expenses for certification, seminars, and/or workshops sponsored by ISM and its Chapters.

One (1) award per member (maximum value of \$250.00) will be paid for qualified certification program, seminar, or workshop. Click link at right or contact ismbuf@ismbuffalo.com or (716) 648-0972 for an application. Completed applications are due by April 1, 2023 and winner(s) will be presented in June.



**Wm Conners Grant
Application**



Meet with Future SCM Colleagues!
Learn about NU's degree program.
Support ISM-Buffalo's Educational Outreach Program.
Educational Presentations.

Date: Monday, April 3, 2023

Time: 5:30-7:30 pm

Place: Niagara University, Glynn Hall 405, Statler Dining Room

[Printable Campus Map](#)

Earn (1) CEH

No Cost - Dinner Included

- "Keeping the Personal Link in the Supply Chain Strong" - covering individual, management, and negotiation skills required for success. Presenter: **Debora Alessi, C.P.M, MBA** - Deb has been teaching as an adjunct professor at Niagara since 2008. Her focus is on Procurement and Supplier Management. She has been a member of the Institute for Supply Management (ISM)-Buffalo since 1985, serving as president in 1996-97. She is currently the VP of Supply Chain Management at Roswell Park Comprehensive Cancer Center.
- "Career Development through Professional Certification and Membership in Professional Associations". Presenter: **James M. Austin, CPSM, MBA** - A member of the Institute for Supply Management (ISM)-Buffalo since 2013, he serves as 1st Vice President, Director of Program, Educational Outreach Chair, and Golf Tournament Chair. Jim is currently Stores Operations Supervisor for University at Buffalo.

[Click HERE to register by email](#)

Reservations Requested by March 29th please.



Plan Ahead for these ISM-Buffalo Events...

- Dinner & Presentation: **Monday, April 3, 2023**, Joint meeting with Niagara University's Student Supply Chain Management Club
- Dinner Meeting: **Tuesday, April 11, 2023**, Joint meeting with PMI Buffalo Chapter. Presenter: Markley Ward, Clarity Consulting Group on "Contracting Best Practices: Plugging the Holes that Create Contract Leakage" at The Tewksbury Lodge.
- Plant Tour of Multisorb Technologies - Date TBD
- Dinner Meeting: **Wednesday, May 10, 2023** - Presenter: John Hogg, Straight-Forward Consulting on "What a Long, Strange Trip It's Been - the Post-Covid Supply Chain Journey" at Illo DiPaolo's Restaurant.
- **Golf Outing: Friday, June 9, 2023 - Terry Hills Golf Course, Batavia, NY**(Registration open; click above for flyer and early bird discount.) Contact Golf Outing Chair Jim Austin to join the committee!
- Installation & Awards Dinner Meeting: **Wednesday, June 14, 2023**

Upcoming Webinars by ISM-New Jersey

- Tues, Apr 4, 2023 - Find your Zone of Being: All Flow No Hustle
- Thurs, Apr 13, 2023 - Voice of ERP with Anton Chilton, CEO of QAD, Inc.
- Thurs, Apr 13, 2023 - Quarterly State of Risk Update
- Fri, Apr 14, 2023 - Supply Chain Innovation Day
- Wed, Apr 19, 2023 - Voice of Supply Chain with Dina Ghobrial
- Thurs, Apr 20, 2023 - Strategic Procurement
- Thurs, Apr 27, 2023 - With Great Sales, Comes Instability



For complete list and registration details go to ISM-NJ website. Many ISM-NJ webinars are free to attend. Earn (1) CEH.

**ISM-New Jersey
Website**



Connect with us on Social Media

Visit our ISM-Buffalo, Inc. Web Site

ISM-Buffalo, Inc. | Email: ismbuf@ismbuffalo.com | (716) 648-0972