

# NAPM-Akron DINNER MEETING

## JANUARY 20, 2004

### TOPIC: Procurement Consortia

#### Consortia, Buying Groups & Trends in Demand Aggregation

Many supply management professionals are utilizing Consortia, Buying Groups and Group Purchasing Organizations to drive bottom line results. This session will evaluate the history, various structures and recent trends of these collaborative relationships. Both typical savings metrics & "non-cost savings" benefits will be revealed through survey information and case studies. The discussion will detail common critical factors for success. Finally, recent trends for consortium reverse auctions/e-negotiations will be profiled to reveal how the yoking of these two supply management tools has generated powerful bottom-line results.

### SPEAKER: Keven Gray

#### V.P. of Corporate Strategy for Corporate United Purchasing Consortium

A well known speaker on cutting edge Procurement. He is listed as a "Leading Edge" speaker by the Institute for Supply Management ("ISM"). Keven has been featured in as well as authored articles for Purchasing Today, Purchasing, iSource magazine and numerous industry trade journals. Gray's e-Procurement success as a Purchasing practitioner and service to ISM has twice earned him recognition as one of the "Top 50 Procurement Pros to Know" in by iSource Magazine in 2001 and 2003.

**TIME: Professional Development begins at 5:30pm • Dinner at 6:30**

**Pro D Video series starts with - Negotiation: The basics Part 2**

**LOCATION: Hilton Inn West, 3180 W. Market St., Fairlawn, Ohio**

**RESERVATIONS: Call Paul Reich at 330.699.3005  
or email preich@msn.com**

**THE PRICE IS \$20 EACH**



**institute for  
supply management**

The schedule for dinner meetings is now on the NAPM-Akron website

<http://www3.uakron.edu/purchasing/NAPM>

Use this website for newsletter information, schedule of events, officer contacts, scholarship information, links to ISM National, and newsletters

# Satellite Seminar

## LOGISTICS IN SUPPLY MANAGEMENT

DATE:

**February 5, 2004**

**10:00am until 2:30pm**

**Registration begins at 9:30**

COST:

**\$50 per seminar (members)**

**\$60 (non-members)**

Free parking is included in the registration fee, along with a light buffet lunch served from 12 - 12:30pm

LOCATION:

**University of Akron • Student Union  
303 E. Carrol St., Akron, OH 44325**

Registration and cancellation deadline is February 2nd, If not cancelled by this date, registrants will be invoiced.



**For more information  
or reservations contact:**

Yolanda Wims at

330.379-5204 or email

[hsanson@summa-health.org](mailto:hsanson@summa-health.org)

Maps and Parking  
directions are available at  
the NAPM-Akron website.



**institute for  
supply management**

**NAPM-Akron, Inc.®**

Public Relations & (DNA):  
Brian McKeighen, C.P.M.

**Phone:** (330) 875-5556 x2213

**Fax:** (330) 875-2047

BMcKeighen@hproducts.net

**H-P Products, Inc.**

512 W. Gorgas St. • Louisville, Oh 44641

## **NAPM-Akron** *SCHOLARSHIP PROGRAM*

It is that time of year again to apply for Scholarships Awards. The Scholarship awards are for Sons and Daughters, CMP and APP certificate classes and College Students at Akron or Kent University. Please visit our website [http://www3.uakron.edu/purchasing/NAPM/scholarship\\_announcement.htm](http://www3.uakron.edu/purchasing/NAPM/scholarship_announcement.htm) for criteria and applications. **Please turn in your applications before April 15,2004.**