



Program:

Guardians of Intellectual Property in the 21st Century



The length and complexity, the number of geographically distributed firms, and the number of products that modern supply chains are tasked with delivering to consumers have grown exponentially over the past several decades. Regional supply chains have transformed into global ones with IP and related proprietary information being dispersed across firms' extended enterprises. Couple these trends with the increase in digitization and the larger presence of internet-enabled technologies, and the number of attack vectors for malevolent actors has outpaced potential protections and safeguards. Succinctly stated, supply chains are vulnerable to IP theft. But questions remain, such as which parts of supply chains are the most vulnerable? What technologies exist to help protect IP? What is missing, and what can be done? The following measures are needed to better protect IP throughout supply chains: (1) the implementation of training for supply chain personnel to match the scale and scope of the increasingly pervasive vulnerabilities of IP in supply chains, (2) the implementation of protocols for traceability and tracking of raw materials at the beginning of the supply chain, and across entities of the supply chain, ideally through an established set of standards for IP protections in the onboarding process, and (3) the establishment of a detection, mitigation, and recovery strategy such that firms have a balanced approach to handling IP theft.



Speaker: Dr. Steven Carnovale

Dr. Carnovale holds the rank of Assistant Professor of Supply Chain Management at the Saunders College of Business at the Rochester Institute of Technology (RIT). Prior to joining RIT, Dr. Carnovale was Nike Professor of Supply Chain Management at

Portland State University. Dr. Carnovale is a supply chain strategist and econometrician specializing in supply chain analytics, risk management, and global sourcing/production networks with a specific focus on network optimization. He currently serves as Editor-in-Chief of the Journal of Purchasing and Supply Management, an Associate Editor at the Journal of Supply Chain Management, and Rutgers Business Review. His research has appeared in the Journal of Supply Chain Management, the Journal of Business Logistics, the Journal of Purchasing and Supply Management, International Journal of Production Economics, Journal of International Business Studies, the European Journal of Operational Research and Annals of Operations Research among others. Dr. Carnovale earned his B.S. and PhD degrees at Rutgers University, specializing in Supply Chain Management and Marketing Sciences. Dr. Carnovale is a frequent speaker at both academic and professional supply chain meetings on topics related to supply networks & analytics, with a specific focus on how firms can use these concepts to generate enhanced visibility and financial performance within their supply chains, and extended enterprises. Prior to his academic work he co-founded a marketing strategy and consulting firm, worked in sales and operations management roles in the IT sector, as well as in market research and marketing analytics roles.

Educational Dinner Meeting

Wednesday, Sept. 14, 2022

Classics' V Banquets
2425 Niagara Falls Blvd.
Amherst, NY 14228

5:00-6:00 p.m...Check-In/Networking
6:00-8:00 p.m... Dinner & Program

Buffet Dinner Menu

Chef Salad
Rolls & Butter
Pasta Salad
Maple Glazed Pork with Herb
Roasted Potatoes (gluten free)
Chicken Cacciatore with Penne Pasta
Green Beans
Coffee/Tea
Lemon Sorbet with Cookie

\$35.00 - Members
\$40.00 - Non-Members
\$25.00 - ISM Student Members

NEW - Please use online registration & payment:

<https://buffalo.ismworld.org>
ismbuf@ismbuffalo.com
office (716) 648-0972

**Please reserve by Friday, Sept. 9th
but call for availability after.**

**Please cancel if unable to attend;
substitutions allowed.*

Earn (1) CEH

Covid Precautions in Effect



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The Mission of ISM-Buffalo, Inc. is to advance the supply management profession through high ethical standards of conduct and fairness and to encourage the social and educational opportunities of its members to be effective as possible in their profession.

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ISM-Buffalo Launches New Site

ISM-Buffalo is happy to announce that we have migrated to a new website! Now under the ISM Global umbrella, you'll find consistent and relevant information for local and global events, programs and member benefits. Only one login will be necessary when accessing both the ISM Global and ISM-Buffalo Chapter website. Check back often. Save the link to your favorites.

<https://buffalo.ismworld.org/>

To help you navigate:

EVENTS - On the HOME PAGE and TRAINING, you find events with buttons for easy registration. If you utilize this means to register for local (and other) events, it will automatically load your CEH to your account for recertification credits. BUFFALO BUYLINES newsletters are under the News & Publications drop down. Please MEET & CONNECT with us - meeting, jobs, volunteer info, awards and more in this area. You'll find more about our Chapter history, mission, vision and board members in the ABOUT area.

Join ISM-Buffalo at WNY FM Expo

ISM-Buffalo is pleased and proud to once again serve as the Educational Sponsor of the WNY Facilities Management Expo! Meet us at the Event Center on the Erie County Fairgrounds in Hamburg on Wednesday October 19, 10 a.m. – 4 p.m.. The Western New York Facilities Management Expo is a regional showcase featuring products and services for maintenance, renovation, modernization and management of commercial, industrial, institutional, income properties and more. Admission and parking are free for this event featuring over 170 displays and thousands of products and services.



Make sure you invite your facilities maintenance and MRO buyer associates to attend this free event. Pre-registration is recommended at www.fmexpo.net to avoid wait time at the door. And, perhaps you'd like to recommend a potential exhibitor.

Do you have an hour or two to represent ISM-Buffalo at our booth? Please let Jim Austin know, 716-913-3081. We look forward to seeing you there! Would you or your company like to present an educational workshop at this event on behalf of ISM-Buffalo? Give Nancy Boyd Haley a call at 716-648-0972.

Wednesday, September 28, 2022
10:00am - 11:00am (note different time than normal)

How and Why Best in Class Procurement Organizations Drive Sustainable Savings to Their Bottom Line. The Do's and Don'ts.

Companies need to continually find ways to become sustainably more profitable and reduce costs. Evolution and improvement on a previously recognized best method to do this are to measure, acquire and understand your Total Cost of Ownership (TCO). Research has shown that evolving to buying best value as measured by looking at not only costs, but also revenue, risk, and other value drivers, helps companies increase profitability is a better strategy, called Total Profit Added™. Based on research from leading Procurement Institutions such as World Association of Commercial and Contract Management, US Department of Defense Funded research, Center for Advanced Procurement Studies, National Institute of Government Procurement, and 25 years of global practical buy and sell-side experience.

Listen and ask questions with a global expert in supplier relationship strategy. Todd Snelgrove will share best practices to implement your company's procurement strategy to realize the value you can create. Companies that do so are 35% more profitable than companies that do not.

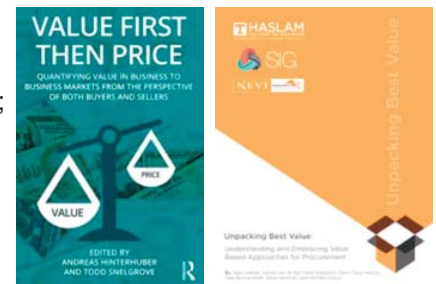
Presenter: Todd Snelgrove, Global Value Merchant

Increase Your Company's and Governments Bottom Line by Procuring on Total Profit Added™.

Todd Snelgrove is a Global Value Merchant with experience across all industries and government. He has over 20 years experience in being the team leader on understanding, presenting, calculating, and procuring on Total Cost of Ownership (TCO), and the new gold standard Total Profit Added™ (TPA™).

Todd is acknowledged to be a leading subject matter expert in the field of value. He works on both the buy side, and sell side, as contracting on Value is in the best interest of both parties, not at the exclusion of the other. He has developed and implemented his leading insight into strategies for sales and marketing programs, strategic account management, customer value partnership agreements, TCO / TPA™ procurement strategies, helping customers and companies increase profitability by measuring and understanding value.

His work has been featured in articles on value buying, selling, pricing, communicating, in numerous publications from leading business schools and scholarly reviews such as Kellogg, Harvard, MIT Sloan, Case Western, Wake Forest, Journal of Revenue and Pricing Management, London Business Press, University of Tennessee; Unpacking Best Value: Understanding and Embracing Value Based Approaches for Procurement and others. Todd wrote, directed and edited the best value book Value First Then Price. Quantifying Value in Business to Business Markets from the Perspectives of both the Buyers and Sellers, now in its second edition.



Lowest Price Does Not Equal Lowest Cost

Companies that Buy on Best Value, as measured by Total Profit Added™, are 35% more Profitable than Companies that do not.

EARN (1) CEH

ISM-Buffalo Members....no cost

Non-Members/Guests...\$15.00

Reservations requested by noon on Tuesday, Sept. 27th but call for availability after that time.

NEW - Register on our new website - <https://buffalo.ismworld.org>

(Using this new method, if you are need CEH for recertification, they will automatically get loaded to your account.)

Or, (716) 648-0972; ismbuf@ismbuffalo.com

You will receive the log-in information prior to event.

Vendor Display Meeting Sponsors Sought



Are you from a company that would like to meet and greet with our supply chain professional members? If you're a member, do you have a company that you'd like to introduce to our members?

Take a look at our event calendar within this newsletter and contact Executive Secretary Nancy Boyd Haley at (716) 648-0972 or ismbuf@ismbuffalo.com for availability of vendor display table openings in our 2022-2023 program year schedule.

For only \$150 you can have a display table at our meeting, writeup in our newsletter that is sent to 450 SCM pros and archived on our website, enjoy dinner and be recognized from the podium.

Reach out



to supply chain professionals with purchasing power **with an ad.**

For as little as \$25.00 per month.

Contact Nancy Boyd Haley at (716) 648-0972 or ismbuf@ismbuffalo.com.

From the desk of Professional Placement:



My name is John Domres and I am taking over for Bruce Izard as Chair of the Professional Placement Committee. As many

of you might not be aware, ISM-Buffalo offers help to those who might be looking for a new position in the field of Supply Chain. As we move into this program year I will be working to expand our help in this area through some past relationships with the various hiring agencies and head-hunters in our area. If you are in need of our assistance please feel free to send me an e-mail and we will connect and start a conversation.

I look forward to working with anyone in our profession that is looking for a new career path or an opportunity for personal advancement. You can reach me via e-mail at John.Domres@DresserUtility.com.



FACILITIES MANAGEMENT EXPO

WHERE PROPERTY PERSONNEL & SOLUTION PROVIDERS MEET

WEDNESDAY - OCTOBER 19, 2022
10:00AM - 4:00PM

The Event Center - Hamburg Fairgrounds
5820 South Park Avenue, Hamburg, NY 14075



A regional showcase of thousands of products & services for the maintenance, repair, operations & management of all types of facilities.



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PRODUCED & MANAGED: PPM Business Services | PO Box 888, Hamburg, NY 14075



Join our Facebook Page, **ISM – Buffalo**

Join our LinkedIn group, **ISM– Buffalo Chapter**



Invite your associates to CONNECT with us!



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ISM-Buffalo

EDUCATIONAL DINNER MEETING

Wednesday, September 14, 2022

Presenter: Dr. Steven Carnovale, RIT

Topic: "Guardians of Intellectual Property in the 21st Century"

Place: Classics V Banquets, 2425 Niagara Falls Blvd., Amherst, NY 14228

WEBINAR - ZOOM

Wednesday, September 28, 2022

Time: 10:00am- 11:00am

Presenter: Todd Snelgrove, Global Value Merchant

Topic: "How and why best in class procurement organizations drive sustainable savings to their bottom line: The Do's and Don'ts"

EDUCATIONAL DINNER MEETING

Wednesday, October 12, 2022

Topic: LinkedIn Coaching

Presenter: Claire Petrie

Place: TBD

FACILITIES MANAGEMENT EXPO

Wednesday, October 19, 2022

10:00am-4:00pm

Hamburg Fairgrounds Event Center

5820 South Park Ave., Hamburg, NY 14075

www.fmexpo.net

Recommend a vendor to exhibit.

Endorsed and Supported by ISM-Buffalo

PLANT TOUR

Wednesday, October 26, 2022

Multisorb Technologies

SUPPLY CHAIN SYMPOSIUM

Friday, November 4, 2022

Presenters: Dan Coleman, topic TBD; Paul Tyno, Sustainability; Tom Schin, Build a Better Culture.

Place: Classics V Banquets, Amherst

SPECIAL OUTREACH EDUCATIONAL DINNER MEETING WITH NIAGARA UNIVERSITY'S STUDENT SUPPLY CHAIN MANAGEMENT CLUB

Wednesday, November 9, 2022

Presenter: Jason Zapp

Topic: "Forced Labor in our Global Supply Chains - Why does it exist? How does it affect our business? What can we do about it?"

Place: AcQua Banquets, 2192 Niagara Street, Buffalo, NY 14207

ISM-Buffalo Welcomes Niagara University



ISM-Buffalo is excited to welcome Niagara University as our guests to a very special program on Wednesday, November 9 at AcQua (formerly Harry's Harbor Place). As part of our Educational Outreach Initiative, ISM-Buffalo is partnering with Niagara University's newly named Holzschuh College of Business Administration to sponsor NU's Student Supply Chain Management Club.

Please join us for a fantastic program at one of Buffalo's exciting waterfront venues. Networking begins at 4:30 p.m. Come say "Hello!" to our future colleagues, learn about NU's Supply Management program, and share your experiences! Would your company like to sponsor this event? Please call Nancy Boyd Haley 716-648-0972 or Jim Austin 716-913-3081.

~ Jim Austin, Chair, Educational Outreach



Let's Expand our Network!

We are seeking your support to continue to grow our chapter membership! Chapter membership growth means increased networking opportunities for all of us with more supply chain management professionals in the area.

Drop us a note with your prospective member's contact information and we will invite them to join us. Or, just share our Chapter website address and they can subscribe to receive our announcements.

Stay tuned for information on a program we're developing to inform and guide you to make the most of your membership benefits.

Kristin Wolf, ISM-Buffalo Director of Membership
kristin.wolf@avantorsciences.com

Nancy Boyd Haley, ISM-Buffalo Executive Secretary
ismbuf@ismbuffalo.com