



The NCMA VOICE

October 2002

The President's Corner

We are off to a great start this program year. Our program planning for the year is well on its way and our seminar planning is going very well. It was decided at our last Board Meeting to add a new committee chair that will directly benefit the membership. Lisa Copeland has agreed to serve as our Awards chair. NCMA has many awards available to members who qualify and we decided that we really wanted to take advantage of them. It looks great for the chapter and can surely enhance the winner's resume.

We still have a few openings as committee chairs and co-chairs. Don't hesitate to give me a call and volunteer to help with these openings.

We have a great program lined up for this month and I look forward to seeing you at the membership meeting.

Joel Pearman

From Program.....

Mr. Dykes' presentation will focus on the Bechtel Jacobs reverse auction tool and their experience using it thus far. There are many perceptions regarding what reverse auctions are and are not! The purpose of this presentation is to shed light on the topic of reverse auctions and address the myths, mysteries and the realities of this new procurement technique.

Barbara Turner

MEMBERSHIP MEETING

Where: Garden Plaza Hotel

When: October 2, 2002

Social Hour begins at 11:30 a.m.
Lunch will be served at 11:45 a.m.

Menu: Tossed Salad with Assorted Dressings, Chicken Picatta, Green Beans Amandine, Wild Rice, Assorted Dinner Rolls and Butter, Chef's Choice Dessert, Iced Tea, Coffee or Decafe

Cost: \$12 Members, \$15 Non-Members

Please pay at the door with cash, personal check, or company check only.

Speaker: Bob Dykes, Bechtel Jacobs Company

Topic: *Reverse Auctions*

RSVP: Call Vicki Dyer at 483-9332 or fax to 483-0241 by no later than Friday, September 27, 2002.

See you there!

About the Speaker

Mr. Bob Dykes is Manager, Strategic Planning, in the Procurement Organization of Bechtel Jacobs Company LLC (BJC) in Oak Ridge, Tennessee. He has served in this position since BJC was awarded the M&I contract for environmental cleanup at DOE sites in Tennessee, Ohio and Kentucky. Bob has been in procurement for 25 years starting with Union Carbide Corporation, then with Martin Marietta Energy Systems, Lockheed Martin Energy Systems and Bechtel Jacobs Company.

VOLUNTEER NEEDED

Help your chapter. The chapter is looking for a volunteer for the membership chair. Please call Joel Pearman at 241-5305 if you are interested in helping out.

From Graalman.....

1. WHAT IS THE "THE GRAALMAN AWARD"?

The Graalman Award recognizes Chapter excellence and provides for formal competition between Chapters and Regions to further the objectives of NCMA. The award is given out each year to Chapters whose performance exceeds or equals a pre-established level of excellence.

2. WHAT DOES "GRAALMAN" STAND FOR?

BGen. Walter R. Graalman, USAF (Retired) was NCMA's first Vice President in 1965-1966. He had established a national reputation for procurement professionalism as an Air Force Officer. He was also one of the first senior individuals in uniform to proactively support membership in NCMA as the means to increased professionalism. As a result of his efforts, BGen. Graalman was a symbol of NCMA progress in its first nine years. Due to instrumental participation in the development of NCMA, the award was named after him.

3. HOW CAN OUR CHAPTER RECEIVE THE AWARD?

At each NCMA year-end, Chapters may complete an application to be considered for the Graalman Award. Graalman applications are due to National by August 31st of each year. The application lists criterion for scoring a Chapter's past year's performance in eight

(8) areas. (These are provided later in this article.) Chapters provide self-evaluations on a "standardized application" by inserting the number of points that the Chapter feels it has earned in each performance area. The application is submitted with proof of performance i.e., written documentation. The Graalman application is basically a proposal with supporting documentation of a Chapter's past performance. The application then gets reviewed and evaluated by NCMA National who determines a final scoring in each performance area. Chapters are scored and ranked against each another.

4. WHAT ARE THE PERFORMANCE REQUIREMENTS?

Performance Area Maximum Points Available

(1) Education & Training	80
(2) Professional Activities	63
(3) Publications & Communications	57
(4) Participation in Scheduled Chapter, Regional and National Activities	38
(5) Financial Reporting	10
(6) Membership Data	35
(7) Planning & Organization	60
(8) Other	<u>22</u>
Maximum Total Points:	365

Future newsletters will: (a) discuss the specific evaluation criterion associated with each performance area and provide ideas for how Members can contribute to the Chapter's success in each performance area; (b) provide an overview of where we are in the current Chapter year (July 01, 2002 thru June 30, 2003); and (c) provide information on the scoring and results of last year's Graalman Application that is due for release from National in late October 2002.

Debra Hickman
Graalman Co-Chair
Email: debra.hickman@jacobs.com



Treasurer's Report

As of June 30, 2002, there was \$9,211.61 in checking, \$529.07 in savings, and \$5,756.75 in a CD for a total of \$15,497.43.

Laura Davis

2002/2003 OFFICERS

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Upcoming Events

2002 Program Schedule	
October 2, 2002	Membership Meeting, 11:30 a.m., Garden Plaza
October 16, 2002	Board Meeting, 11:30 a.m., Location TBD.
November 6, 2002	Membership Meeting, 11:30 a.m., Garden Plaza, Speaker Richard Hopf, Director, Office of Procurement and Assistance Management, DOE HQ. Topic: DOE Procurement Update
November 20, 2002	Board Meeting, 11:30 a.m., Location TBD
December 4, 2002	Membership Meeting, 11:30 a.m., Garden Plaza, Speaker Charles Crowe, Director, Procurement and Contracts, DOE Oak Ridge. Topic: Responding to Request for Proposals
December 18, 2002	Board Meeting, 11:30 a.m., Location TBD