



# NCMA Voice

**October 2007**

www.ncmaet.com

## Membership Meeting

- Where:** DoubleTree Hotel
- When:** **Wednesday**  
**October 03, 2007**
- Social:** 11:30 am
- Lunch:** 11:45 am
- Cost:** \$14.00 for Members  
\$15.00 for Non-Members
- Speaker:** **Mr. Robert S. Eby**  
**Director, Amer. Centrifuge Program**  
**Technology & Process Engineering**  
*USEC, Inc.*
- Menu:** Tossed Salad  
Dressing - Ranch or Honey Dijon  
Rolled Roast Beef  
w/Mushroom Gravy  
Baby Glazed Carrots  
Horseradish Mashed Potatoes  
Assort. Dinner Rolls & Butter  
Chef's Choice Dessert  
Iced Tea, Coffee or Decafe

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

*Please make sure to make your  
reservations by close of business on  
Tuesday, October 02, 2007*

**See You There!!**

## President's Corner

A special thank-you to Judy Wilson, DOE Contracts Director for her informative and timely words regarding upcoming contracting activities in Oak Ridge. Judy always does a great job kicking off our new year at NCMA. We have some exciting workshops and speakers already scheduled for the coming year. Please check your newsletter for anticipated activities.

Among the future speakers is this month's speaker, Mr. Robert S. Eby, Director, American Centrifuge Program Technology & Process Engineering, USEC, Inc.

Next month our meeting has been moved to November 15<sup>th</sup> to accommodate our special speaker, Ed Simpson, Director, Office of Procurement & Assistance Management, DOE Headquarters. This will also be a joint meeting with our friends from the National Property Management Association. Please join me in welcoming them to our November meeting.

**Sonny Rogers**

## Speaker

Robert S. Eby is director, American Centrifuge Program Technology & Process Engineering, for USEC Inc. He reports to Victor N. Lopiano, vice president, American Centrifuge.

Mr. Eby has substantial experience with the development and deployment of uranium processing and enrichment technologies, having been involved in various aspects of the U.S. gas centrifuge, gaseous diffusion

and laser enrichment programs over a 20-year period working for the U.S. Department of Energy (DOE) and its contractors.

He joined USEC from MWH where he was a vice president and director of nuclear services. In this position he was responsible for MWH's global nuclear business, including decontamination and decommissioning and environmental remediation of nuclear facilities. Prior to that, he held executive positions with CH2M Hill and M4 Environmental Management. Previously, he worked for Lockheed Martin at Oak Ridge, serving in several roles including site manager for DOE's Oak Ridge K-25 site. Eby began his career with DOE, working for over a decade at the K-25 site on projects related to development and demonstration of uranium enrichment technologies.

Mr. Eby earned both a bachelor and a master of science in chemical engineering from the University of Tennessee. He is the author of over 40 papers and presentations and is a co-author of three patents. He has lectured worldwide on uranium processing, enrichment technologies, waste management and reactor decommissioning. He is a registered professional engineer in the state of Tennessee.

USEC Inc. (NYSE: USU), a global energy company, is a leading supplier of enriched uranium fuel for commercial nuclear power plants.

## Workshop

Dr. Ray Husband, Consultant Advanced Management, Inc., will discuss how to eliminate the wasted time and ineffectiveness in meetings, maintain focus and productivity during the entire meeting, and use balance meeting structure problem-solving and consensus-building techniques to assist professionals in capitalizing on time spent in meetings. This workshop will attempt to help participants to see meetings (if properly managed) as a solution to rather than a cause of problems.

Please see the Program Schedule for more information.

## ET NCMA Scholarship

Below is a letter from Brittany Alyce Wheat: Ms. Wheat is a 2007 East Tennessee NCMA Scholarship recipient:

*To NCMA Scholarship Committee:*

*My name is Brittany Alyce Wheat, and I'm a junior at the University of Tennessee at Chattanooga. I would like to thank you for the ET NCMA Scholarship. With your generous contribution, I can further my education and make my dream of becoming a professional accountant come true. This means the world to me. Having people support and believe in me helps me have extra ambition and drive in school to overcome any obstacle. I'm very thankful to have received this great honor! Once again thank you so much for your contribution to my education.*

*Sincerely,*  
*Brittany Alyce Wheat*

## Membership Committee

We are off to a great start for our new chapter year. This month we want to welcome two new members: Lori Baker and Cecilia Rowe who joined at our first meeting. It would be so great if we could have this happen every meeting!

For those of you who may be unaware of this, there is a real benefit to your recruiting effort that can make a big difference when your membership renewal time comes around. Put on your "promoter" hats to receive a \$20.00 membership discount for getting a new member to join NCMA.

The best membership growth happens when the members are promoting membership in NCMA. All you have to do is ask your "recruit" to indicate on their membership application that you are their sponsor. I can't think of anyone who can't use a little

financial incentive now and then. Let's all make an effort to bring our new co-workers and associates to meetings and encourage them to join our chapter.

We also get credit on our Graalman application for new members so you will not only be helping yourself, but the chapter also gets a benefit.

See you at the next membership meeting!

***Beth Holt and Jud Kingman***  
*Membership Co-Chairs*

## Newsletter

Well it is evident that the new ET NCMA year is off to a wonderful start. We are definitely excited about the upcoming year. Just a reminder that we are still interested in your opinions about the new format for the newsletter. Please email Dawn Schaefer with your suggestions.

***Tracie Rucker & Dawn Schaefer***

## Treasurer's Report

Checking		\$	8,994.05
Cash		\$	150.00
Money Market		\$	11,753.19
CD	@3.67%	\$	0.00
Saving	@0.9%	\$	0.00

**Total Ending Account Balances: \$ 20,897.24**



**East Tennessee Chapter of NCMA  
Presents a National Education Seminar on April 2, 2008**

***Solicitations, Bids, Proposals, and Source Selection—Building a Winning Contract***

This one-day highly interactive seminar provides a comprehensive roadmap or series of steps, which can be taken by both buyers and sellers to gain mutual business success. The seminar discusses in detail the Buying and Selling Life-Cycle with key inputs, proven tools and techniques, and desired outputs for all three phases and each of the seven steps essential to achieve high performance results.

The seminar combines more than 200 proven best practices from the public and private business sectors, numerous case studies, 12 selected interviews, 30+ sample forms, and exercises to provide a tremendous learning experience for novices to seasoned business professionals.

Every seminar attendee will receive a copy of the subject and referenced textbook. In one-day, you will focus on the art and science of building a winning contract by:



Every seminar participant will receive a copy of *Solicitations, Bids, Proposals, and Source Selection—Building a Winning Contract* explains in full detail a simple yet powerful process approach to the buying and selling life cycle used in both the public and private sectors. Authored by industry leaders Gregory A. Garrett and Gail A. Parrott, this authoritative resource provides proven strategies for creating successful solicitations, bids, proposals and contracts.

The first chapter guides readers through the entire buying and selling life cycle with subsequent chapters providing detailed process inputs, tools and techniques as well as desired outputs for the three phases and seven key steps for buyers and sellers to attain successful results. Individual chapters are also dedicated to discussing proven best practices for solicitations, bids, proposals and contracts in the U.S. Federal Government, U.S. Commercial and Multi-National/Global markets.

Featured topics include:

- The Buying & Selling Life-Cycle: Learning to Dance Together
- Pre-Bid/Proposal Phase: Procurement Planning, Solicitation Planning & Preparation
- Pre-Bid/Proposal Phase: Pre-Sales Activities & Bid/No Bid Decision
- Bid/Proposal Phase: Bid/Proposal Development & Reviews/Approvals
- Bid/Proposal Phase: Source Selection Planning & Evaluation
- Post-Bid/Proposal Phase: Contract Negotiation & Formation
- U.S. Federal Government Marketplace: Solicitations, Bids/Proposals, & Source Selection – Best Practices
- U.S. Commercial Marketplace: Solicitations, Bids/Proposals & Contracts – Best Practices

We look forward to seeing you at this year's seminar.



## Seminar Registration Form and NCMA Membership Application

Submit the completed form to the National Education Seminar Registrar for the East Tennessee Chapter

**NES Topic: Solicitations, Bids, Proposals, and Source Selection—Building a Winning Contract**

Attendance will earn .7 CEU or 7 CLP

April 2, 2008, at the DoubleTree, 215 South Illinois Ave, Oak Ridge, Tennessee

Hotel Room Reservations: (865) 481-2468

Registration: 7:30 – 8:00am / Seminar 8:00am - 4:00pm

Continental Breakfast, Snacks with Beverages, and Lunch will be provided

### Registrant Information

Name: \_\_\_\_\_ Underline: CPCM CACM SAS

Title: \_\_\_\_\_ Organization: \_\_\_\_\_

Business Address: \_\_\_\_\_

City/State/ZIP: \_\_\_\_\_

Daytime Phone ( ) \_\_\_\_\_ Fax ( ) \_\_\_\_\_ E-mail Address: \_\_\_\_\_

If you require special accommodations to fully participate, please contact Vicki Dyer at (865) 483-9932.

#### Early Discount Registration (on or before March 26, 2008)

Member \$200.00 Membership Number (must provide) \_\_\_\_\_  Nonmember Registration \$250.00

New Membership with Registration \$330.00

#### Registration after March 26, 2008

Member \$250.00 Membership Number (must provide) \_\_\_\_\_  Nonmember Registration \$280.00

New Membership with Registration \$350.00

Companies with 20 or more registrants will receive a flat registration rate of \$220 per attendee (\$110 membership fee is not included in this rate.)

Please let us know how you learned of this seminar. \_\_\_\_\_

### Payment Information

#### National Education Registration Fee Includes

Refreshments, Lunch, and a copy of the book *Solicitations, Bids, Proposals, and Source Selection—Building a Winning Contract*

*No Credit Cards Accepted.*

Make checks payable to:

NCMA-East Tennessee, P.O. Box 5234, Oak Ridge, TN 37831-5234

\*\*\*\*\* 2008 NES Payment and NCMA Membership Application \*\*\*\*\*

Sponsor Name: \_\_\_\_\_

Checks in the amount of \$ \_\_\_\_\_ Purchase Order No. \_\_\_\_\_

For electronic payments, please call Laura Davis at (865) 599-7986

Preferred Mailing Address:

Home  Business Address: \_\_\_\_\_

City/State/ZIP: \_\_\_\_\_

Home  Business Phone: (\_\_\_\_) \_\_\_\_\_

If you have registration questions, contact Penne Howard at (865) 574-3803

Email or Fax Application to: Penne Howard; Email [howardpg@y12.doe.gov](mailto:howardpg@y12.doe.gov); Fax ~ (865) 241-2138



# East TN NCMA

## *Meeting Pictures*

August 2007





# East TN NCMA

## Program Schedule

2007 - 2008

**September 06, 2007**

**Membership Meeting**

11:30 am  
DoubleTree Hotel

**Speaker: Ms. Judy Wilson**

Director, Procurement and Contracts  
DOE - Oak Ridge Office

**September 19, 2007**

**Board Meeting**

11:30 am  
Scientific Sales, Inc.

**October 03, 2007**

**Workshop**

10:30 am  
DoubleTree Hotel

**Speaker: Dr. Ray Husband**

Consultant  
Advanced Management, Inc.,

**Membership Meeting**

11:30 am  
DoubleTree Hotel

**Speaker: Mr. Robert S. Eby**

Director, Amer. Centrifuge Program  
Technology & Process Engineering  
USEC, Inc.

**November 15, 2007**

**Membership Meeting**

11:30 am  
DoubleTree Hotel

**Speaker: Mr. Ed Simpson**

Director, Procurement and Contracts  
DOE - Oak Ridge Office