



NCMA Voice

February 2008

www.ncmaet.com

Membership Meeting

Where: DoubleTree Hotel

When: **Wednesday**
February 06, 2008

Social: 11:30 am

Lunch: 11:45 am

Cost: \$14.00 for Members
\$15.00 for Non-Members

Speaker: **Mr. William Thornton, III**
Procurement Director, B&W Y-12

Menu: Tossed Salad with Ranch or
Honey Dijon Dressings
Meat Lasagna with Garlic Toast
Southern Style Green Beans
Asst. Dinner Rolls with Butter
Dessert – Chef's Choice
Coffee, Decafe, Iced Tea, Water

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

*Please be sure to make your
reservations by close of business on
Monday, February 4, 2008*

See You There!!

President's Corner

I hope everyone has recovered from the Holidays and is ready for an exciting 2008. We have some exciting programs and speakers coming in the months ahead. This month's speaker is Mr. William Thornton, *Procurement Director* for BWXT-Y12.

Our thanks for Dr. Thom Mason, Director of ORNL for the timely comments he shared with us at the January meeting.

Don't forget, it's not too early to sign up the April NES one day seminar on April 2nd. This year's title is "*Solicitations, Bids, Proposals, and Source Selection - Building a Winning Contract.*"

Looking forward to seeing you at our next meeting on February 6th.

Sonny Rogers

Speaker

Our speaker for the Feb. 6th meeting is Mr. William Thornton, III.

** For more on Mr. Thornton, please see the attached Bio.*

Membership Committee

In our continuing effort to inform you of many of the benefits to membership in NCMA, we want to mention some of the educational opportunities available in addition to the workshops and annual seminar provided by our chapter. NCMA offers audio seminars monthly through the

convenience of your office or home, providing subject matter experts discussing many of the “hottest” topics in procurement and acquisitions as well as E-Courses available for certification preparation and continuing education in support of re-certification. E-Courses are available for study at your own pace, at a time and place that is convenient for you. Additional information concerning these exciting possibilities are available at the NCMA Headquarters web site: www.ncmahq.org. Visit the site today to explore the advantages of being a member.

If you need to update your information or renew your registration on the NCMA National website, follow these directions: Log into <http://www.ncmahq.org/>. The first time you log into the site your username is your six-digit member id and your password is blank. Once you log in you will be asked to choose a new password.

We look forward to seeing you at our meeting.

Beth Holt and Jud Kingman
Membership Co-Chairs

Newsletter

Hello to all!! This month sure has been eventful one! Hopefully everyone is staying warm, safe, and is transitioning into the new year well.

Please remember if there is anything that you would like to have (or not have) displayed in the newsletter you can email us at:

Dawn Schaefer dawn@edwardssupply.com
Tracie Rucker tracie@edwardssupply.com

Treasure's Report

Checking		\$	7,799.88
Cash		\$	150.00
Money Market		\$	11,765.28
CD	@3.67%	\$	0.00
Saving	@.09%	\$	0.00
Total Ending Account Balances:			<u>\$ 19,715.16</u>



William (Bill) Thornton III
Manager, Procurement Operations
Babcock & Wilcox Technical Services Y-12, LLC

William Thornton has 34 years of progressive Procurement and Subcontract Management experience with 8 years on the Oak Ridge Reservation. His career started in 1974 and has consistent growth in responsibility and authority for various commercial and governmental entities as:

- Regional Purchasing Agent – Union Carbide Corporation;
- City Purchasing Agent - City of Orlando Florida ;
- Section Procurement Chief – Martin Marietta Aerospace, Missile Systems Division, Orlando Florida;
- Sr. Subcontract Administrator and Contracts Manager - Rust Engineering Company, Birmingham Al and Chicago, Ill;
- Subcontracts Program Lead – United Space Alliance, Cape Kennedy Florida
- Subcontracts Manager - Jacobs Engineering Corporation, Greenville, So. Carolina and Oak Ridge TN.
- Group Manager Procurement – BWXT Y-12, LLC
- Manager Procurement Operations – B&W Y-12, LLC

Notable Career Accomplishments:

- Establishment of strategic purchasing initiatives for the administration of subcontracts for materials and services for six distribution and manufacturing location in the southern US and Puerto Rico;
- Program and Project Support of the development and deployment of various DOD weapons systems (i.e. Hellfire Missile System, Patriot Missile System, Apache Helicopter Night Vision System (TADS/PNVS); Copperhead missile and Pershing II ICBM)Program and Project Support for the Engineering, Procurement and Construction of NASA’s Advanced Solid Rocket Motor facility.
- Program and Project support for the construction of DOE Argonne National Laboratory’s Advanced Photon Source Accelerator
- Program and Project Support for the Engineering, Procurement and Construction of the City of Chicago’s Navy Pier/ McCormick Place Expansion Project
- Program and Project support for various NASA Shuttle and Solid Rocket Booster Sub-Systems, (Integrated Electronics Array (Black Box); Saltwater Activated Parachute Release, and Rocket Motor Refurbishment)
- Program and Project Support for the Engineering, Procurement and Construction of DOE’s Spallation Neutron Source Facility.

Education

- Undergraduate studies accomplished at University of South Florida and American Intercontinental
- Graduate studies are being pursued at Strayer University, Knoxville TN



**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; Fax ~ (865) 241-2138



East TN NCMA

Meeting Pictures

January 2008





East TN NCMA

Meeting Pictures

January 2008





East TN NCMA

Program Schedule

2007 - 2008

September 06, 2007	Membership Meeting 11:30 am DoubleTree Hotel	Speaker: Judy Wilson Director, Procurement & Contracts DOE - Oak Ridge Office
September 19, 2007	Board Meeting 11:30 am Scientific Sales, Inc.	
October 06, 2007	Workshop 10:30 am DoubleTree Hotel	Speaker: Dr. Ray Husband Consultant, Advanced Management, Inc.
	Membership Meeting 11:30 am DoubleTree Hotel	Director, Amer. Centrifuge Program Technology & Process Engineering USEC, Inc.
November 15, 2007	Membership Meeting 11:30 am DoubleTree Hotel	Speaker: Ed Simpson Director, Procurement & Assistance Management, DOE Headquarters
December 12, 2007	Membership Meeting 11:30 am DoubleTree Hotel	Speaker: Jackie Jackson Executive Director, YWCA of Oak Ridge
January 09, 2008	Membership Meeting 11:30 am DoubleTree Hotel	Speaker: Dr. Thom Mason Director, Oak Ridge National Laboratory
February 06, 2008	Membership Meeting 11:30 am DoubleTree Hotel	Speaker: Mr. William Thornton, III Procurement Director, B&W Y-12
March 05, 2008	Workshop 10:30 am DoubleTree Hotel	Speaker: TBA
	Membership Meeting 11:30 am DoubleTree Hotel	
April 02, 2008	NES DoubleTree Hotel	Topic: Solicitations, Bids, Proposals, and Source Selection - Building a Winning Contract

May 07, 2008

Workshop

10:30 am
DoubleTree Hotel

Speaker: *TBA*

Membership Meeting

11:30 am
DoubleTree Hotel

June 04, 2008

Membership Meeting

11:30 am
DoubleTree Hotel

Speaker: *TBA*