

NCMA Voice

November 2011

www.ncmaet.com

MEMBERSHIP MEETING

- Where:** DoubleTree Hotel
- When:** Wednesday
November 9, 2011
- Social:** 11:30 am
- Lunch:** 11:45 am
- Cost:** \$15.00 for Members
\$16.00 for Non-Members
- Speaker:** **MS. KATE VITASEK**
University of Tennessee
- Topic:** VESTED OUTSOURCING
- Menu:** Fresh Garden Salad
Ranch or Honey-Dijon Dressings
Turkey and Dressing w/ Gravy
Creamy Mashed Potatoes
Peas
Cranberry Sauce
Assort. Dinner Rolls w/Butter
Pumpkin Pie
Coffee, Decaf, Iced Tea, Water

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

Reservations **MUST** be made by **Tuesday, November 8, 2011** by 11:00am. Please contact Vicki Dyer at 483-9332 or vdyer@scisale.com. Space is limited.

The charges for late reservations or walk-ins are:
\$22.50 for Members \$24.00 for Non-Members

“Individual making reservations, but not attending will be billed for the meeting”

See You There!!

PRESIDENT’S CORNER

Greetings! The program-year is off to a great start, which was very evident during the October membership meeting. We had 95 individuals attend and about five new members were recognized. Many thanks also to October’s speaker, Judy Penry. She did an excellent job “breaking the code” and explaining the federal budget process. We were also honored to have MacArthur Moore, the Chapter’s Past Scholarship Committee Chairperson, in attendance. MacArthur spearheaded the committee and it was very important to us to thank him for his leadership.

I hope to see just a many, if not more, of you at the November meeting. We are especially excited to have Ms. Kate Vitasek speak on Vested Outsourcing. As you read her bio, you will read that Ms. Vitasek is an “internationally recognized innovator in the practice of supply chain management and outsourcing and is the lead researcher in the award-winning concept of Vested Outsourcing.” She has served as a guest lecturer at dozens of universities and we are pleased to have her as a guest speaker for our Chapter.

Lastly, you may have heard about our Chapter’s LinkedIn Group, “East Tennessee Chapter of NCMA” at <http://www.linkedin.com>. We currently have 24 group members, but the Chapter currently has over 240 members! I want to encourage you to stay informed and connected, and build a larger business network. One way to do that is by joining our LinkedIn Group!

I look forward to seeing you at the November meeting and on LinkedIn!

All the best,
Markesha

SPEAKER

MS. KATE VITASEK



Kate Vitasek is an internationally recognized innovator in the practice of supply chain management and outsourcing and is the lead researcher in the award-winning concept of Vested Outsourcing based on research with the University of Tennessee. Vitasek is co-author of two must-read books based on the concept: *Vested Outsourcing: Five Rules That Will Transform Outsourcing* and *Vested Outsourcing Manual: A Guide for Creating Successful Business and Outsourcing Agreements*.

Vitasek's approaches and insights have been widely published with more than 200 articles in respected academic and trade journals, including the *Journal of Business Logistics*, *Supply Chain Management Review*, *Inside Supply Management*, *Forbes*, *Chief Executive Magazine* and *Aviation Week*. She is also a columnist for *Outsourcing Magazine* and *Procurement Leaders Magazine*.

With Vested Outsourcing, Vitasek has ignited a new business model that will improve outsourcing procedures much like the way *Six Sigma* and *Lean* improved production processes in the 1980s and '90s. Based on a research study with the University of Tennessee and the United States Air Force, Vitasek has identified ten structural flaws inherent in conventional outsourced business models and shows organizations how to rethink their outsourcing relationships in a way that will lower costs, improve service and increase innovation.

The University of Tennessee was awarded the Supply Chain Council's Academic Advancement Award for their work, and *World Trade Magazine* named Kate Vitasek and the Vested Outsourcing concept on the

"Top 50+1" list of people and ideas that are changing the way businesses conduct business.

As faculty member at the University of Tennessee's Center for Executive Education, Vitasek teaches executive development courses and serves as a mentor to students. She also teaches seminars for the Warehouse Education Research Council and the Council of Supply Chain Management Professionals and has served as a guest lecturer at dozens of universities.

Vitasek's storied career includes consulting with Microsoft and other billion-dollar companies. She was recognized as "Woman on the Move in Trade and Transportation" for her leadership in the profession and was honored as "Woman of International Influence" by Global Executive Women. She has served on the board of directors for the Council of Supply Chain Management Professionals and has been called a "rainmaker" for her tireless effort in educating the supply chain profession

RECOMMENDED READING



The Five Dysfunctions of a Team: A Leadership Fable
by Patrick Lencioni
Amazon \$16.47

"A gripping analysis of what makes teams work effectively. This fine work is a must-read for any leader that has come to grips with fact that no one makes progress – much less succeeds – alone! ~John H. Amos, Jr., President and CEO of Mail Boxes, Etc.

EDUCATION SESSION

We are in the process of developing Education Sessions/Workshops for January and March and are looking to best serve our members by soliciting your input for topics!

Please join the NCMA-ET Group ‘discussion’ on LinkedIn! Or submit your thoughts to Lesli Alcorn at lalcorn@sec-tn.com.

Roane State Community College will be continuing Contracts classes for the spring semester. Three 5-week classes are designed to be completed within one semester. Check out www.roanestate.edu for more information. Registration begins November 14!

NCMA-ET to present Lunch and Learn Webinar “Top Ten Service Contract Act Mistakes and How to Avoid Them to Stay in Compliance and Protect Your Bottom Line”

Thursday, November 10 beginning at 12:00 pm at the Y-12 New Hope Visitor Center. The lunch and learn Webinar is FREE.

The SCA regulations are complex and don’t always provide a clear path for compliance efforts, particularly with regard to benefits. In addition, federal agencies don’t always perform their role in the regulatory scheme, which can leave contractors vulnerable not only to being tagged with SCA violations but also to not realizing the profit they were anticipating or even losing money on a contract.

Come join us for a webinar presentation and discussion of the top ten SCA mistakes and best practices to avoid these common pitfall, enhance your compliance efforts, and protect your bottom line. The presenter is Leslie Stout-Tabackman, a partner at the law firm of Jackson Lewis, LLP. Ms. Stout-Tabackman, who practices in the firm’s D.C. Region office, regularly counsels and represents clients with matters before the

DOL’s Wage and Hour Division, including Fair Labor Standards Act issues and prevailing wage and benefits issues arising under the SCA and the Davis-Bacon Act (DBA). Her prevailing wage practice includes counseling federal contractors and providing comprehensive training on SCA and DBA prevailing wages and benefits requirements, coverage, exemption and worker classification issues, and related contracting procedures from the solicitation and bid stage through completion of the contract.

Participants will learn about:

Compliance with the Service Contract Act (SCA) should be a top priority for contractors subject to this law. Department of Labor (DOL) prevailing wage law audits and enforcement proceedings are on the rise and can result in:

- Back pay (going back potentially 6 years);
- Overtime violation penalties;
- Withholding of contract funds; and
- Debarment for 3 years from all government contracts.

This fast paced webinar will address the above issues and more while giving you plenty of opportunity to ask our experts for advice about your unique concerns.

The attendees will need to **RSVP** to lalcorn@sec-tn.com or fayeorick@energxl.com

Happy Learning!

Education Committee:

Lesli Alcorn lalcorn@sec-tn.com

Faye Orick sfayeorick@yahoo.com

SCHOLARSHIP CORNER

BY ROSE WEAVER

John McCallister is one of our 2011 NCMA Scholarship. Recipients that stay in contact with the Scholarship Committee quarterly. Has completed several courses in business management and has a long term professional goal to be a general contractor. NCMA has influenced him in his pursuits to concentrate more on contract writing, contract modifications, and negotiation.

The Scholarship Committee endeavors to be a mentor and resource for our scholarship recipients and any student who aspires a career on contracting or procurements.

Below is a recent e-mail that he forwarded to me.



I am the grateful recipient of the NCMA scholarship for the 2010-2011 and 2011-2012 academic years. Presently, I am in my third semester at Lipscomb University in Nashville where I am pursuing a Bachelor of Science in Civil Engineering with minors in both Applied Mathematics and General Business. To date, I have completed business courses in Accounting, Economics, and Business Administration in pursuit of the general business minor by taking courses both at Lipscomb University and a summer course at Pellissippi State. My current courses include Calculus III, Statics, General Business, Engineering Computer Applications, and a Bible class entitled "The Story of Israel". I am also taking physical education courses - weightlifting and tennis. My second semester courses will include a management course along with additional science and fundamental engineering courses.

I currently plan to participate in an engineering mission to Honduras at the end of the second semester. Engineering students from Lipscomb make this trip twice a year to assist the Honduran peoples with infrastructure projects related to water supply and storage, bridges, etc. I will then return to Knoxville to hopefully work in some role related to my career interests in business and technology.

My career goals have pretty much remained the same since I first applied for the NCMA scholarship. I hope to complete my BSCE with a General Business minor in May 2014 and then attend the University of Tennessee in Knoxville to pursue an MBA and Law degree in a dual degree program. Upon completion of my education I intend to live and work in the Knoxville-Oak Ridge area as a general contractor or practice law on behalf of contractors, engineers, and property owners. Some have said these are lofty goals because of the length of time required to achieve them; however, I believe if I stay the course and with encouragement such as provided by NCMA these goals are indeed achievable for me. I am sincerely grateful to NCMA for its interest in me personally.

*Thank you again,
John McCallister*

REMINDER

Effective January 2012, the price for non-members attending NCMA Monthly Luncheon Meetings will increase to \$20.00. If you would like to become a member and attend for the Member Price of \$15.00, please pick up an application at the Registration Desk or contact our Membership Chair, Granda Humphrey at 574-2893 or granda.humphrey@truproject.com.

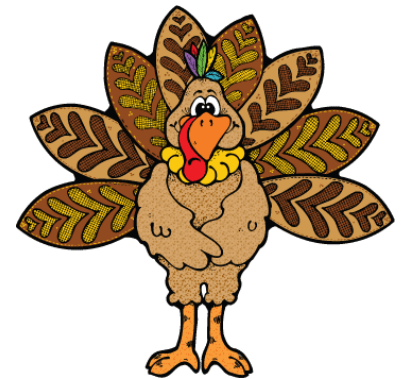
Individuals making reservations, but not attending will be billed for the meeting

NEWSLETTER

As always, if you have any thoughts or suggestions on how to make our newsletter more informative or useful, please let us know!

Courtney Dyer courtney@edwardssupply.com

Tracie Rucker tracie@edwardssupply.com



SPEAKER NOTES

Vested Outsourcing: Five Rules that Will Transform Outsourcing



Many outsourcing deals are often structured with fundamental flaws in the business model that prevents transformational results through outsourcing. The University of Tennessee has been researching leading companies that are challenging conventional outsourcing. Author, educator, and business consultant Kate Vitasek has codified the game changing rules for outsourcing in her book ***Vested Outsourcing: Five Rules that Will Transform Outsourcing***. Kate will share her research and insights which includes:

- What is ***Vested Outsourcing***
- The Five Rules of Vested Outsourcing that will transform how companies outsource

September 9, 2011

Ms. Rose Weaver
NCMA Scholarship Committee
Wackenhut Services, Inc.
161 Mitchell Street
Oak Ridge, Tennessee 37831

Dear Ms. Weaver and Scholarship Committee Members,

I wanted thank you for the opportunity to compete for the 2011 – 2012 NCMA Scholarship. I consider myself very fortunate to have been selected for such a generous scholarship. My parents and I really enjoyed attending the award presentation and meeting you and other NCMA members and scholarship winners.

Over the summer I took six hours of classes at Pellissippi State and worked full-time. I have now returned to Lipscomb University and am taking eighteen hours in pursuit of a civil engineering major and general business minor.

Again, I am grateful to you and NCMA for the scholarship award. I will look forward to communicating with you more as the year progresses.

Sincerely,



John D. McCallister

NCMA Voice

Meeting Pictures
November 2011





East TN NCMA

Program Schedule

2011-2012

September 7, 2011	Membership Meeting 11:30 am <i>DoubleTree Hotel</i>	Speaker: Barbara Jackson Director Procurement & Contracts Department of Energy, Oak Ridge <i>A Look at Opportunities and Challenges</i>
September 21, 2011	Board Meeting 11:30 am <i>Scientific Sales</i>	
October 5, 2011	Membership Meeting 11:30 am <i>DoubleTree Hotel</i>	Speaker: Judith Penry Chief Financial Officer Department of Energy, Oak Ridge <i>Breaking the Code: How the Federal Budget Process Works</i>
October 19, 2011	Board Meeting 11:30 am <i>Scientific Sales</i>	
November 9, 2011	Membership Meeting 11:30 am <i>DoubleTree Hotel</i>	Speaker: Kate Vitasek Lead Researcher/Author/Faculty Member University of Tennessee <i>Vested Outsourcing</i>
November 16, 2011	Board Meeting 11:30 am <i>Scientific Sales</i>	
December 7, 2011	Membership Meeting 11:30 am <i>DoubleTree Hotel</i>	Speaker: Virginia "Ginny" Hile Certified Pediatric Nurse Practitioner Pediatric Consultants West <i>Health & Wellness: Managing Stress in the Workplace</i>

December 21, 2011	Board Meeting 11:30 am <i>Scientific Sales</i>	
January 4, 2012	Membership Meeting 11:30 am <i>DoubleTree Hotel</i>	Speaker: Brent Armstrong Leader/Consultant Brent Armstrong Consulting <i>The 13Commandments: What it takes to be a successful federal government contractor</i>
January 18, 2012	Board Meeting 11:30 am <i>Scientific Sales</i>	
February 1, 2012	Membership Meeting 11:30 am <i>DoubleTree Hotel</i>	Speaker: Sandy Smith Corporate Trainer & Executive Coach <i>Five Things Your Customers Expect From You...But May Not Have Told You</i>
February 15, 2012	Board Meeting 11:30 am <i>Scientific Sales</i>	
March 7, 2012	Membership Meeting 11:30 am <i>DoubleTree Hotel</i>	Speaker: John Eschenberg, Acting Manager U.S. Department of Energy, Oak Ridge <i>Mission and Vision for the Oak Ridge Office</i>
March 21, 2012	Board Meeting 11:30 am <i>Scientific Sales</i>	
April 4, 2012	Membership Meeting 11:30 am <i>DoubleTree Hotel</i>	Speaker: <i>National Education Seminar:</i> <i>100 Worst Mistakes in Government Contracting</i>
April 18, 2012	Board Meeting 11:30 am <i>Scientific Sales</i>	
May 2, 2012	Membership Meeting 11:30 am <i>DoubleTree Hotel</i>	Speaker: Tony Fountain Business Manager UCOR, East Tennessee Technology Park

May 16, 2012

Board Meeting

11:30 am

Scientific Sales

June 6, 2012

Membership Meeting

11:30 am

DoubleTree Hotel

**NCMA Scholarship Reception and
Members Appreciation Event**

June 20, 2012

Board Meeting

11:30 am

Scientific Sales



**CHAPTER BOARD
PROGRAM YEAR 2011 – 2012**

Officers

President	Markesha McCants	576-0999	mccantsm@oro.doe.gov
President-elect	Jerome Hicks	576-0274	hicksjk@ornl.gov
Secretary	Kathy McMillan	574-2518	mcmillanke@y12.doe.gov
Treasurer	Laura Davis	220-0051	ldavis@scsconsults.com
Chapter Advisor	Bill Thornton	241-3581	1tw@y12.doe.gov
<u>Committee Chairs</u>			
Education Chair	Lesli Alcorn	690-0501	lacorn@sec-tn.com
Co-Chair	Faye Orick	773-3455	sfayeorick@yahoo.com
NES Chair	Nick Crowe	574-5303	crowend@ornl.gov
Co-Chair	Jessica Reed	576-0648	reedjd@oro.doe.gov
Co-Chair	Landon Hill	574-7038	hilldl@ornl.doe.gov
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Volunteer Recruiter	Katherine Bumgardner	389-5006	kathrine@Ibsenvironmental.com
Honors & Awards Chair	Donna Thompson	576-3050	donna.thompson@orise.orau.gov

The area code is (865) for all telephone numbers.