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supply management**

# Minority and Women's Business Development Group

Official Newsletter of ISM's Minority and Women's Business Development Group

## Message from the Chair



The MWBDG activities at The ISM Annual Conference in Las Vegas were extremely productive. I'd like to highlight some of those events. We started out with two well attended, highly informative pre-conference seminars, which received great reviews, and sponsored two excellent educational workshops during the conference. The Board held their quarterly meeting and reviewed progress made toward achievement of the strategic plan objectives. We had a wonderful turnout for our own annual membership meeting and enjoyed meeting with many members and lots of ISM friends during the networking reception. At the Monday luncheon, we presented the McDonald award to an exceptionally deserving member, Marian Nimon, from the M. D. Anderson Cancer Center in Houston, Texas. Another highlight of the conference for

MWBDG was when we were named the ISM Group/Forum of the Year. It was a wonderful recognition of the hard work done by our Board and volunteers. I congratulate all of you.

We've accomplished a lot in the last year; however, we have many exciting new things to work on. The Board is still hoping to include more volunteers on our projects. There are plenty of opportunities for members to get involved. We have seminars and workshops to develop that will require subject matter experts to assist in the development as well as instruction. There are also the Membership, Affiliate Relations, and Leadership committees that are always working on special projects. If you are interested, more information is provided within this newsletter or on our website [www.mwbdg.com](http://www.mwbdg.com). We look forward to hearing from you.

—Corina Gallegos, Chair

## MWBDG Wins 2006 Groups & Forums Excellence Award



The group was recognized for excellence in its professional operations, educational offerings, recruitment, training and retention efforts, while at the same time communicating the value and prestige of the Institute for Supply Management™ and the supply management profession. ISM presented the award to our group at the Annual Conference in Las Vegas.

### Vision Statement

Our vision is that all ISM members embrace the principles of minority and women's business development and incorporate them into their supply chain management strategies, practices, and processes.

### Mission Statement

The mission of the ISM Minority and Women's Business Development Group is to educate, motivate, and provide leadership to ISM members in order to drive minority/women's business initiatives.

## ISM Chair is Supplier Diversity Leader

Lisa Martin, Senior Vice President, Worldwide Procurement, Pfizer Inc, has long been an advocate of diversity in the workplace and in procurement. Her influence extends beyond the global reach of her corporation due to her current position as ISM Chair and her role with the National Minority Supplier Development Council.

When asked about the ISM Corporate Social Responsibility initiative, Ms. Martin noted that “there is a growing feeling of responsibility and focus regarding this issue. Many of us (ISM members and their organizations) already had such policies in place when we agreed to participate in the program. Since its inception, 30 corporations have endorsed the initiative. The ISM website contains the information and is a good reference for companies that are looking to create a more structured approach to this complex area.”



Lisa Martin

### Q: What advice would you give to buyers about supplier diversity?

A: There are two key points—you can build momentum at a grass roots level but you need to get a senior level champion. The way to do that is to tie it to the business case. It no longer carries just a socially-good justification, although that is important. This is about practical business processes which go well beyond compliance.

### Q: Beyond fulfilling regulatory requirements, is there a significant benefit on the bottom line?

A: To go beyond compliance—which historically was the driving force for such programs—you need to somehow indicate the linkage between the supplier diversity program and the bottom line; items such as multicultural marketing and the benefit of diverse thinking. There is an intrinsic benefit often derived from small minority- and women-owned businesses—innovation and enthusiasm. Smaller companies have more flexible models, whereas large companies often have a very specific way of doing things. Flexibility is often the key to differentiating small companies from their larger competitors.

### Q: How do buyers keep diverse suppliers in the supply chain?

A: Multi-national corporations are grappling with what “global” really means. We need a clearer

segmentation of what can be accomplished locally, regionally, and globally. If you have a diverse geographic footprint, it forces you to look farther for supply sources. But this is part of the rigor of the process.

### Q: Have there been any revelations in the globalization process?

A: Yes, it has actually opened the door to the realization that some things are best delivered locally. It is not unlike the nationalization or breaking up of contracts. For example, maintenance, where the prime contractor still uses local or regional subcontractors.

### Q: Can you define globalization?

A: Globalization does not necessarily mean international. It means broadening the scope of where, how and with whom we do business. It can be as simple as expanding from the neighborhood to the city, to the county, and then beyond state borders. However, there is an even more exciting piece to this—and that’s what is happening outside the U. S. to create alliances.

### Q: Are there any particular challenges in globalization?

A: Of course, there are many, but it is a very exciting time for minority- and women-owned business enterprises. Corporations are eager to understand their capabilities and identify those they can utilize and to work with them on a global scale. We want to work together to make a difference, not only in other countries, but in our own as well. □

## McDonald Award

The annual Charles J. McDonald Award was presented to Marian T. Nimon, C.P.M., (at left) Program Manager, HUB & Federal Small Business Program, M. D. Anderson Cancer Center at the University of Texas, Houston, Texas. This award, presented by MWBDG chair Corina Gallegos, is given in honor of the first chairman of the MWBDG, Charles J. McDonald, Jr., and is given annually to an ISM member in recognition of exemplary contributions in minority and women’s business development.

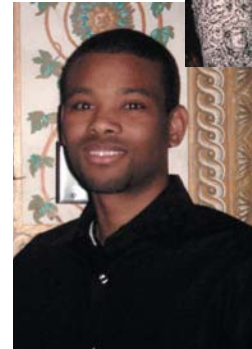


# Annual Meeting and Networking Reception

MWBDG Board Members welcomed current and prospective members of the Minority & Women's Business Development Group. Chair Corina Gallegos reviewed the year's achievements and in turn introduced each of the committee chairs who summarized their committee's goals and objectives. A networking reception, sponsored by MWBDG and Hilton Hotels, Chevron and Tyco, followed the meeting, with refreshments, introduction of special guests and the awarding of door prizes donated by board member organizations.



MWBDG Chair, Corina Gallegos, introduced board members and welcomed guests at the networking reception, some of whom are pictured here.



## Annual Conference Highlights

**Pre-Conference Seminars:** The Education Committee produced two pre-conference seminars prior to the ISM Annual Conference in Las Vegas. The Friday session covered "How to Develop and Manage a Supplier Diversity Program." The Saturday session was titled "Advanced Strategies in Supplier Diversity." They were developed especially for sourcing professionals who are interested in a strategic approach to integrating supplier diversity into their company's supply chain process.

**Conference Workshops:** The MWBDG group also sponsored two supplier diversity workshops during the conference.



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## MWBDG Board Member Recognized by Ft. Worth YWCA



Marilyn King, C.P.M., Alcon Laboratories, Inc., and a member of the MWBDG Board of Directors, was recently honored at the Fort Worth, Texas, YWCA Tribute to Women in Business earlier this year. The award recognizes the significant contributions of women in various fields and the organizations that encourage women to excel. King was nominated by Alcon.

## Supply Management Scholars

Six recipients of R. Gene Richter Scholarships, the nation's most recognized supply management scholarship, were honored at an awards dinner held during ISM's 92nd Annual International Supply Management Conference and Educational Exhibit in Las Vegas. Each year, Richter Scholars are guests of ISM at its Annual Conference.

Now in its fourth year, the R. Gene Richter Scholarship Program has grown to be the largest nationally recognized scholarship program in the field of supply chain management. The program identifies the future leaders of supply management and fast-tracks them into the profession. Winners receive tuition assistance of up to \$5,000 and are also offered the benefits of two mentoring programs: the Executive Mentoring Program, which pairs the student with an established executive; and the Junior Mentoring Program, which pairs the student with a young professional from the Richter Scholar Class of 2005.



The scholarship program was established in memory of supply management innovator and leader R. Gene Richter. Supply management scholars honored were:

Julianna L. Beall, The Eli Broad College of Business at Michigan State University in East Lansing, Michigan.

Paul Boyer, Miami University's Richard T. Farmer School of Business in Oxford, Ohio.

Michael J. Ferrara, Duquesne University's A.J. Palumbo School of Business Administration in Pittsburgh, Pennsylvania.

Narissa Lee, Clark Atlanta University School of Business in Atlanta, Georgia.

Leslie Hubbard, Pennsylvania State University's Smeal College of Business in University Park, Pennsylvania.

Lindsay Sue Olthafer, University of Wisconsin at Madison's School of Business in Madison, Wisconsin.