

Winners of the 2010 ISM Services Group Scholarships

Listed below are the winners of the 2010 University Relations scholarships. An unprecedented sixteen students were honored at the 11th Annual ISM Services Conference in Phoenix, AZ, in December. The following students were named 2010 ISM Services Group Scholarship winners:

Arizona State University

Ana Acosta
 Matthew Leung
 Stephen Sharr
 Debbi Wan

Michigan State University

Jason Tan
 Josh DeBlaay
 Ashley Kincaid

Rutgers University

Jaysai Ghayal
 Mikhail Naumov
 Arnab Sengupta

University of San Diego

Brittany Berg
 Thomas Amarante
 Kaelen McCrane

Western Michigan University

Chelsey Meyer
 Trisha Terns
 Peter Lyngstad



Be sure and check out the following conference presentations:



Session	Title	Time	Presenter
Sunday, May 15, 2011			
AC	Sourcing Complex Spend Categories: How to Extend the Reach of Procurement Into Complex Spend Categories	3:30-4:45 pm	Wayne Evans, C.P.M. Sean Correll
Monday, May 16, 2011			
CC	Removing Barriers: Getting a Seat at the Table for Indirect and Services Spends	10:40-11:40 am	Cynthia Leitson
Tuesday, May 17, 2011			
EB	Strategic Contracting: Best Practices in Leveraging Contract Portfolios	10:20-11:40 am	Robert Dunn, MBA Mark J. Trowbridge, CPSM, C.P.M.
EC	Power Up! Become a Strategic Influence With Your Company's Indirect Procurement Spend	10:20-11:40 am	Mike Inman
FE	Integrating Auctions Into Your Services Sourcing Strategy	3:00-4:00 pm	Whitney A. Taylor
FF	Best Practices in Outsourcing Business Cases, Negotiations and Contracting	3:00-4:00 pm	Marika Lindstrom, Ph. D.
FI	Developing and Effective Scope of Work	3:00-4:00 pm	Jim Haining, MBA, CPSM, C.P.M., A.P.P.
Wednesday, May 18, 2011			
HD	Critical Issues in Services Contracting	7:45-8:45 am	Ernest J. Gabbard, J.D., CPSM, C.P.M.
HF	Hidden Value: Exploring Innovative Sourcing in Indirect Procurement	7:45-8:45 am	Steven L. Budzynski, CPSM, C.P.M.
IG	Service Contracts: Why is Market Rate a Bad Rate?	9:00-10:00 am	Clark Terrill, C.P.M.

Items in blue above are sponsored by ISM Services Group