



**September 2004**

**Editor: Rita Dhingra**

Forum: 5:30 p.m.  
Networking: 6:00 p.m.  
Dinner: 6:40 p.m.  
Dinner speaker: 7:30 p.m.

management overhead, raising performance, and minimize the need for technical assistance. You will learn how these ideas assist management and procurement decision-making.

### **The Forum and Dinner Program**

The Forum and Dinner presentation is entitled: How to increase Value and select the Best Vendor and other services – Best Value Procurement. You will learn how to use best-value concepts to procure contractors/systems that cost less and result in higher performance (finish on time, no change orders, and with very high quality) even in a low bid environment. The objectives are:

1. Reduce management overhead and increases performance to a higher level.
2. Minimize change orders, and measure the performance of suppliers/contractors.
3. Use an information-based system to better assess the bottom line, which impacts process improvements, lowers the owner's risk and cost savings initiatives.

This presentation will identify the use of information to assist a purchasing agent to turn a technical decision into a management decision. This will create a baseline of alternatives in terms of price for materials, services, and systems. Results are impressive: reducing

Practitioners will learn how to use an information system to procure higher qualified vendors/systems that will optimize performance (finish on time, within proposed budget, and with very high quality). They will also find out how to minimize research efforts, marketing efforts of vendors, and change orders, while measuring the performance of vendors.

- Do more with less.
- Minimize change orders and time delays.
- Increase performance of a construction/services.
- Reduce project management overhead and design fees during economic constraints.

Speaker's Background:

**Dean Kashiwagi, Ph.D., PE**, is a leading expert and researcher in performance and information based (known as "best value") procurement systems, the measurement of information, supply chain management and outsourcing theory. His case studies include facility owners in both the government (local, state, and federal) and private sectors. Dean has published 22 journal articles, 58-refereed

national/international conference papers, and 42 articles/other publications.

Dean is the creator of Information Measurement Theory (IMT), the definition of information and how to use it to minimize risk. He created the Performance Information Procurement System (PIPS) to select, deliver, and manage best-value contractors and systems. It has also been used to procure over \$170M of construction, and has a 98% performance rating (on time, on budget, and meets owner's expectations.) The IMT/PIPS objectives are to minimize decision-making, management of work, and reduce risk. Dean is married to Judy Katayama, and is father of eight children. He is currently writing a book called "Decision" which follows the development of IMT in the Kashiwagi family over the last 20 years.

**Cost: \$22.00**

NAPM-C Dinner Meeting

**5:30 p.m. Forum & After Dinner** "How to increase Value and select the Best Vendor and other services – Best Value Procurement " by Dean Kashiwagi, Ph.D., PE

**6:00 p.m.:** Networking

**6.40 p.m.:** Dinner Begins

**7:30 pm:** after dinner forum begins

Please call 513- 752-6440 before Oct. 18th or E-Mail John Wenderfer at [JWENDERF@STELIZABETH.COM](mailto:JWENDERF@STELIZABETH.COM) to make your reservation!

Please join us in welcoming the following New Members since the July/ August 2004 Newsletter publication!

| <u>Enroll Date</u> | <u>Name</u>        | <u>Company</u>       |
|--------------------|--------------------|----------------------|
| 9/1/2004           | Jina D Jackson     | Hill Rom             |
| 9/1/2004           | Neal Hiatt         | Procter & Gamble     |
| 9/1/2004           | John E Inabnitt    | Psion Teklogix       |
| 9/1/2004           | Michiko K Watanabe | Miami University     |
| 9/1/2004           | Julie Maxfield     | Miami University     |
| 9/1/2004           | Michael J Wafzig   | Miami University     |
| 9/1/2004           | Katie M Crowe      | Miami University     |
| 9/1/2004           | Charles R Sunyog   | Miami University     |
| 9/1/2004           | Michael H Waddell  | JP Morgan Chase      |
| 9/1/2004           | Charles Calhoun    | Betts USA Inc        |
| 9/1/2004           | Ellen L Hansmann   | Fidelity Investments |
| 10/1/2004          | Jason A Bujwalo    | Miami University     |
| 10/1/2004          | Tina M Cavicchioli | Miami University     |

## Moving? Changed Jobs? Newly Married?

Don't let NAPM lose you; please contact us with your new contact information. E-mail Barb at [barbara@accuracycounts.com](mailto:barbara@accuracycounts.com) ..Thank You.