



March, 2006

Rita Dhingra

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*NAPM Meeting 04/11/06  
Vernon Manor Hotel*

*Forum: 5:30 p.m.  
Networking: 6:30 p.m.  
Dinner: 6:40 p.m.  
Dinner speaker: 7:15 p.m.*

**The Forum Program**

The topic for the forum is: “Supplier Diversity and Minority Supplier Development”. Ty Gettis will be the presenter.

**The Dinner Program**

The title for the dinner presentation is “What’s the Use of Purchasing”. You will learn that if four key components are in place – procurement automation, spend analysis, sourcing, and contracting – then procurement’s contribution to the organization will be maximized. Jeff Pinkerton will explain how this ties together the tactical aspects of procurement, from requisitioning, approvals, budgets and ordering, to the understanding of spend patterns, via analytics, to the strategic aspects of sourcing and contracting.

**Speaker Backgrounds**

Ty Gettis currently serves as Vice President of the Kentuckian Minority Business Council. He has held this position since November of 2003. Ty is a native of Mississippi but now makes Kentucky his home. He is a graduate of Mississippi Valley State University and worked over 28 years for Bellsouth Advertising and Publish Company before retiring in 2002. His career at BellSouth took him to assignments and increasing responsibilities in Mississippi, Louisiana, Alabama, Tennessee and Kentucky. He is a member of the Canaan Christian Church in Louisville where he serves as a Deacon and Trustee.

As Vice President of KMBC, Ty works with Corporate Members to promote supplier diversity and procurement opportunities for KMBC certified MBEs. He also works closely with MBEs to promote MBE to MBE procurement opportunities.

Jeff Pinkerton is Director of product Strategy for the ePlus, inc. Corporation. He is responsible for product direction, managing “the Spend+ analytics product” and marketing and sales support. Prior to this position, Jeff was Chief Product Strategist for Purchasesoft, Inc. He also was Director of corporate purchasing with a \$6 billion expenditure across 150 manufacturing sites. Jeff has a BS in Mathematics/Statistics from the University of Sheffield.

**Cost : \$25.00**

***NAPM-C DINNER MEETING  
April 11<sup>th</sup>, 2006***

***5.30 pm Forum:*** “Supplier Diversity and Minority Supplier Development” by Ty Gettis

***7.15 pm After Dinner:*** “What’s the Use of Purchasing” by Jeff Pinkerton

Please call John Wenderf at 513-752-6440 by April 7<sup>th</sup>, 2006 OR E-Mail @ [JWENDERF@ELIZABETH.COM](mailto:JWENDERF@ELIZABETH.COM) to make your reservations for the forum and dinner meeting.