



**National
Association of
Purchasing
Management**

New York



History of Name- Nationally

- 1915 National Association of Purchasing Agents
- 1969 National Association of Purchasing Management
- 2002 Institute for Supply Management



History of NAPM- New York

- Founded in 1913 as the Purchasing Agents Association of New York
- Purchasing Manager's Association in 1969
- National Association of Purchasing Management – New York - 1993



Background

- NAPM-NY is the local affiliate of the Institute for Supply Management (ISM) in the New York market
- ISM changed to their name after a national vote of membership in 2001
- ISM began transitioning to the new name in 2002
- Transitioning to the new name is a choice for local affiliates, but not required



Changing Roles

- 1996 Nationally it was suggested that the name “NAPM” no longer described who we are and what we do
- 1998 A committee of affiliate leaders and board members began discussions with district councils and began suggesting new names
- 2000 The committee recommends the name “Institute for Supply Management”
- 2001 Total membership votes in March to gradually transition to the new name



Changing Roles


The Purchasing professional today:

- No longer involved narrowly in purchasing
- Now is in the “strategic business of supply management”
- The transactional side of purchasing has been moving out in some cases (to users, outsourced, etc.)
- Purchasing no longer = Transactions
- As transactions move out, purchasing has broader involvement
- Purchasing has a growing global focus



Changing Roles

- The word “Purchasing” is now seen as part of “Supply Management”
- Many of us spend time managing the supply base and individual suppliers
- Areas that are increasingly part of the work:
 - Driving out cost
 - Improving design
 - Early Supplier Involvement
 - Activities that lead supply management to add greater value to the organization



Benefits of changing from NAPM to ISM in our name....

- Shows commitment to our new and growing responsibilities in industry
- Emphasizes that we are a Global and Strategic profession
- Appeals to the broader supply management profession
- Eliminates confusion in the marketplace as to who we are (ISM or NAPM)
- Provides a consistent message outside our industry as to who we are and what we do
- ISM marketing efforts can be utilized through the branding process



Concerns

- Legacy of NAPM name- brand equity
- Cost to change names
 - There is no financial impact in our relationship with ISM
 - Local costs would include printing items with new logo, legal fees, and re-design of website (costs have been budgeted and new domain name reserved)



Why now?

- Members have started expressing interest- emails/evaluation comments
- 2008 ISM International Conference in St. Louis Marketing efforts by ISM



Next steps

- Vote of NAPM-New York membership
 - February general meeting
- Prepare proposal for submission to the ISM Affiliate Support Department by March 30
 - Overall Business plan for the local affiliate
 - Strategic plan
 - Marketing plan
 - Membership plan
 - Financial plan
 - Leadership plan
- ISM Board approval in May 2009
- Transition to use of new name, logo