



ISM—Twin Cities, Inc.



ISM-Twin Cities Monthly Professional Development Meeting

Seeing Shortages Before They Hit: AI in Materials Management

April 21, 2026



Your Go-To Network for Sourcing & Supply Chain Professionals in the Twin Cities

TONIGHT'S AGENDA

5:00-5:20: Registration & Networking

5:20-6:00: Dinner & ISM Update

6:00-7:00: Key Note Presentation

7:00-7:15: Q&A and Wrap Up



A BIG THANKS TO:

- ✓ **DAIKIN APPLIED FOR HOSTING US!**
- ✓ **LEANDNA FOR PRESENTING!**





Institute for Supply Management® (ISM®) Global

50,000+

Connected
Professionals Globally

50+ ISM chapters

- The world's leading not-for-profit professional association for Supply Management
- Founded in 1915 by practitioners, for practitioners
- Sets the standard for supply management capability requirements through the ISM Mastery Model® framework of 16 Core Competencies
- Certifying professionals for more than 45 years across 80 countries

Institute for Supply Management® (ISM®)

Twin Cities

~600

Connected Sourcing
Professionals

110+

Organizations in Minnesota

- The only Minnesota metro-area organization focused on Sourcing & Supply Management
- One of the largest ISM chapters serving our members since 1919
- Providing networking & best practices for Supply Management professionals
- Helping your career flourish with certification maintenance support

ISM-TC Member Companies Represented & Supported



Who is the ISM-Twin Cities Board?



Alan Harrah
VP, Global Direct Procurement
3M
ISM-TC President



Gary Buescher
VP Procurement & Mfg.
Gopher Sport
ISM-TC Treasurer



Nick Fuhry
Principal Vendor Manager
Boston Scientific
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ISM Twin Cities



VT Rajeshnath
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Molly Kennedy
Global SC Director
SJE Inc.
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Jovelyn Larson
VP Procurement & Sourcing
Wells Fargo
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Todd Bauman
VP Supply Chain
Ascential Technologies
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Amy Barnes
Director IT Sourcing
Empower
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Ryan Anderson
Director of Procurement
API Group
ISM-TC Vice President



Stacey Johnson
VP, Lead Sourcing
Consultant
Wells Fargo
ISM-TC Board Member

Mission and Value Proposition

OUR MISSION

We advance the strategy and practice of integrated, end-to-end supply chain management through leading-edge data-driven resources, community, and education to empower individuals, create organizational value, and drive competitive advantage.

OUR VISION

Foster a prosperous, sustainable world.



Education

Certification

Leadership Development
& Career Growth

Resources & Tools

Events & Networking



ISM—Twin Cities, Inc.

ISM Supply Chain Capability Model

Business Acumen
& Leadership

Category
(Commodity)
Management

Corporate Social
Responsibility
& Ethics

Cost and Price
Management

Financial
Analysis

Legal &
Contracting

Logistics
& Materials
Management

Negotiation

Project
Management

Quality
Management

Risk

Sales and
Operations
Planning

Sourcing

Supplier
Relationship
Management

Supply Chain
Strategy

Systems
Capability and
Technology



Education

Monthly Professional Development Meetings

As our industry evolves, so does professional training. We are the only supply chain management association that provides training in all areas of our supply management profession.

EXAMPLES OF RECENT TOPICS COVERED

- Managing & Mitigating Tariffs in an Uncertain Environment
- Building a Resilient Supply Chain
- Understanding Cost & Supplier Financial Stability
- Utilizing Group Purchasing Organizations to Help Manage Your Indirect Spend
- Basic Should Cost Modeling
- Mitigating Supplier Price Increases
- Collaborative Cost Reduction with Suppliers
- Effective Negotiations – Preparing to Win!
- Using AI in Sourcing
- Effective On-shoring in Mexico
- Attracting & Retaining Supply Chain Talent
- Supply Chain Circularity
- Managing Single & Sole Source Suppliers
- Best Practices in Supplier Diversity Sourcing
- Using 3D Printing to Streamline your Supply Chain
- Effective Supplier Relationship Management
- Mitigating Back Door Selling in Your Organization



ISM-TC Upcoming Free Events for Members

- ✓ **May 12:** Distribution Center Tour at Best Buy – Registration is open (Optional dinner after tour)
- ✓ **June 17:** Summer Social at Pints & Paddles, Maple Grove



2026 Planned First Half Workshops & Seminars

- ✓ **Mitigating Supplier Price Increases & Collaborative Cost Reduction with Suppliers** – Now includes minimizing tariffs content! (4 hours)
- ✓ **How to Effectively Prepare for Any Negotiation**
Led by Benedict Negotiating (8 hours)

Looking for a company with interest in attending and possibly hosting one or both of these outstanding seminars.



Education

Onsite Seminars

Available for dedicated company events or shared events across multiple organizations

EXCITING NEWLY ADDED SEMINARS!



The Power of Influence: Mastering Negotiation for Lasting Impact



From Cost to Confidence: Strengthening Negotiations with Financial Intelligence



The Strategy Blueprint: Building and Executing Winning Strategies



Resilient Leadership: Managing Change with Confidence



Unlocking Emotional Intelligence: Driving Stronger Teams and Results



Lean in Action: Building a Culture of Continuous Improvement



Passion. Aspiration. Transformation.

Training Led by **Danielle Hansen** (CPSM, LSSBB, MBA, St. Thomas Professor)

Please email:

execdirector@ism-twincities.org &
danielle@strategictrainingendeavors.com

and mention ISM Twin Cities seminars

Want to Learn More? Contact Us!



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ismworld.org

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LinkedIn Group!



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 Standard group



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S&P Global
Market Intelligence

*Helping Complex Manufacturers Lead
the Way in Compliance.*

*Enabling effective buying negotiations and
strategic purchases through price,
forecasts and cost analysis*

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*ReSource Partners: Driving value in
third-party spend.*

Turn financial complexity into a clear path.
Our award-winning team combines wisdom
and fresh perspective to deliver elevated
financial guidance.

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Behind every great brand, there's Taylor.
As a global printing company, Taylor provides leading brands with state-of-the-art printing, marketing communications, and branding solutions.

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For more information:
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SEE SPEND DIFFERENTLY.

Simfoni's AI-powered, Snowflake-native platform transforms complex spend data into prioritized action and finance-ready results.

For more information:

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908-943-8463

www.Simfoni.com



Passwall
SOLUTIONS

Bring Negotiation Back to Procurement

From Supply Chain 360 Assessments to Mini-Kaizens fixing broken processes to post-RFP negotiations, Passwall Solutions will elevate your supply chain

For more information:

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THANKS FOR JOINING US!



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Please fill out the seminar evaluation and turn it in before you leave.

Hope to see you soon at another ISM event!

