

## 2011 ISM Annual Conference – Orlando, FL

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Session Code: EC  
Day, Date & Time: Tuesday, May 17, 2011, 10:20 - 11:40 am  
Workshop Title: Power Up! Become a Strategic Influence with Your Company's Indirect Procurement Spend  
Presenter(s): Mike Inman & Richard B. Vales

### Attendee Comments:

- I manage suppliers indirect spend on behalf of my customers. Would like this incorporated into presentation in future. Best presentation of all breakout sessions!
- Great presentation!
- Best session I've attended. Excellent content and lively presentation.
- Excellent speakers and content. The best of the conference!
- Terrific presentation! Please add to Baltimore agenda! Loved the comment about Red lining TTC's and using that to determine our "future relationship" – beneficial.
- Excellent blend of practical and strategic. Terrific job of engaging the audience and lead through audience participation. I enjoyed the experience.
- Excellent!
- Best presentation by far. Excellent topic and relevant to my work. Would like more sessions with these two speakers! Wow!
- Great value in presentation. Really enjoyed the format.
- Very good! I liked it very much!
- This was the best, most useful presentation I have seen in the past 2 ISM meetings. I want to hire these guys to train my entire team! Great format!
- Excellent. Favorite presentation of the conference so far.
- Would be better if the spiral notebook with class schedule were in 8 ½ x11 format w/ a couple of blank pages at the end of each day's schedule for notes. Eliminates having to carry 2 items and helps keep all info together for future reference.
- One of best I attended. Speakers were excellent and very informative and bright (especially Mike). This seminar made me feel "good" about being involved in the "indirect" world!
- Fantastic!
- Great presentation format. Best I have attended at the conference so far this year.
- Best presentation so far. Entertaining and spot on.
- They did a great job keeping the presentation interesting and engaging. Enjoyed the presentation style and information presented and examples excellent.
- Loved having 2 different presenters and the back and forth exchange between presenters and class. Liked the 1 page handout, helped to follow along. One of the best sessions.
- Very good!
- Excellent!
- This was well done and helpful. Especially interesting was the dual speaker method.
- Great speakers – excellent topic, could really relate to the topic.
- More on indirect spend please.
- Speakers worked together great they kept the attendees very interested in the topic. Mike Inman is very good.
- Very engaging speaker. Time well spent.
- Q&A was monopolized by 1 guy whose challenges were way too complex to discuss in this forum. Would have preferred to have heard more examples from speakers.
- Very interactive.
- Good use of real life examples from previous work experience.
- Very practical approach to gaining support from internal customers. Mike knew what he talking and is an expert.

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- I spent 5 years with indirect material with little training. I was excited at the opportunity to attend this seminar. The course did meet my expectations. Nice interaction. I have good ideas to teach to my team and I have tools to use with my internal customers.
- Great session. Great interaction.
- Interesting. Some relevant information, although I am not convinced that the speaker really fully covered “(how) Become a Strategic Influence with...”.
- Great presentation, on target. Good to hear others have similar issues.
- Free coffee in rooms.
- I would like to receive a copy of the handout if possible ([kjones@wbenc.org](mailto:kjones@wbenc.org)). Thank you. (Post-conference note: ISM Staff sent presentation to kjones)
- Mike has a great (funny) personality! ☺ (sic)
- Great presentation. Speaker was very knowledgeable of content and delivered message well.
- Excellent!
- This presentation was excellent! I'm excited about taking the knowledge I learned and implementing it. Thank you!
- Good presentation.