



# North Texas Chapter Contract Management News

*"Mission Success through Contract and Business Management Excellence"*

Volume 62 Issue 1

March, 2007

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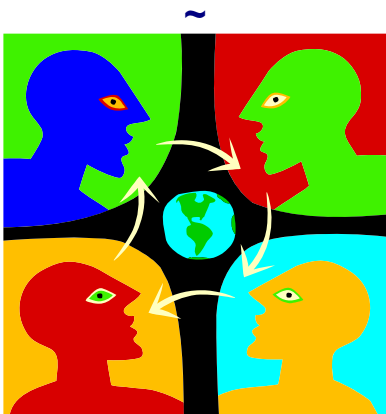
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2007 NCMA North Texas Chapter Officers



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## NORTH TEXAS NCMA EVENTS

All events you can: Register online through Acteva at <http://www.acteva.com/go/ncma-ntxchap> or you can email Jay Holmes at [jay.holmes@lmco.com](mailto:jay.holmes@lmco.com).

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### March 20, Dinner Meeting

Join us at the Crowne Plaza Hotel,

14315 Midway Road

Addison, Texas 75001

Pre-Dinner Workshop/Salary Negotiations starts at 5:30 pm, with dinner and speaker at 7 pm.

Speaker: Mike Campisi, Sr. Program Director Raytheon

Topic: Leadership Energy



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**MIKE CAMPISI**

**MARCH 20 DINNER SPEAKER**

**Michael C. Campisi** is the Senior Program Director for the Surveillance and Targeting Systems (STS) product area within Raytheon. He has total responsibility for six high profile defense programs.

Mr. Campisi joined Raytheon in April of 2000. Prior to his current assignment, Michael was the Site Executive and Director of Operations for the Largo manufacturing facility where he was tasked with the consolidation, stabilization, and turn-around of the then newly created site.

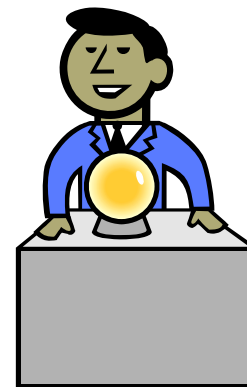
Prior to joining Raytheon, he was employed with Allied Signal/Honeywell for ten years where he held several engineering, business management, supply chain and operations leadership positions as part of an executive leadership development program. His position prior to joining Raytheon was as a Director of Integrated Supply Chain and Site Executive in Tucson, Arizona. He has worked in four different industries: Computer Products, Broadcast Systems, Aerospace Equipment, and Defense Communications Equipment.

Mr. Campisi is a native of Arizona, but was raised predominately in Asia (Thailand, Korea, Japan). He earned a bachelor's degree in Industrial Engineering and Management Science with a minor in Computer Technology from Arizona State University and a master's degree in Business Administration from the

University of Phoenix.

He holds two certifications from the American Production and Inventory Control Society (APICS), an International Business Management certification from Thunderbird International University, two Lean Manufacturing certifications from the University of Tennessee. Additionally, Mr. Campisi is a certified APICS instructor, a certified Six Sigma Specialist, a certified program manager, a certified executive coach and often teaches/lectures on various leadership topics. Michael is an avid martial artist, outdoors sportsman, lecturer, and musician. He is regularly engaged in community events that relate to his children's church, youth groups, and sporting teams.

Mr. Campisi and his wife, Tracey, currently reside in McKinney, Texas with their three children.





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*National Contract Management Association*

*North Texas Chapter Dinner Meeting*

## **Pre-Dinner Workshop Salary Negotiations**

*By*

*Whitney Taylor, Manager, Strategic*

*Sourcing*

*WellPoint, Inc.*

*Seating for this special event will be limited  
so RSVP early.*

**Date: Tuesday March 20, 2007**

**Time: 5:30pm – 6:30pm**

**Place: Crowne Plaza, Midway Rd, Addison, TX**

**Cost: Free, compliments of NCMA**

**RSVP:** <http://www.acteva.com/go/ncma-ntxchap>

**How do I know I am making what I should  
be?**

**What can I do if I am not?**

**The Eighth “Wonder of the World” is  
revealed!**

This question has plagued most people of our day with no apparent answer! However, now the answer is

coming to your **North Texas (Dallas) NCMA Chapter Meeting on Tuesday, March 20, 5:30 PM** at the Crowne Plaza on Midway in Addison, TX!!!

Don't miss this **FREE** pre-dinner meeting workshop where you will discover the untold secrets of today's compensation for our industry and the overall marketplace.

You'll walk away understanding where you fit into the salary mystery and whether your overall compensation package is really worth the effort you put into it (and the fact that sometimes you feel ancient when you go home at the end of the day).

Don't waste a second searching for maps and clues to the hidden treasure, but instead, come for a nice dinner, do some networking and hear **Whitney Taylor** share the research she's done over the years, the road map she's uncovered and the keys you need to help you unlock the treasures you so richly deserve!

Come discover how to catapult your compensation into the New World!

To sign up for this free pre-dinner meeting workshop: <http://www.acteva.com/go/ncma-ntxchap>

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A TRIBUTE TO BOB OPDYKE

By

Shelia Miller

We lost an outstanding contracting professional and a great National Contract Management Association supporter with the recent passing of **Robert D. (Bob) Opdyke**. Bob was the first President of the Washington, D.C. chapter. His many activities in support of the North Texas Chapter were recognized when he was chosen to receive **NCMA’s prestigious Cecil Covington Founder’s Award in 1993**.

Bob was a strong believer in excellence through education. He saw NCMA as an essential vehicle for continued education. Bob encouraged all his employees to participate actively in NCMA. He has been known to offer to drive new employees to NCMA meetings, sit with them at the meeting, and personally explain the value added by NCMA. Bob consistently provided budget to allow his employees to participate in NCMA workshops and seminars. He was consistently one of the strongest supporters of the North Texas Chapter over his entire career.

Bob Opdyke was manager of the Government Contracts department at Texas Instruments for twenty-two years. This is where I first knew Bob. In that

position, he hired many of our current North Texas Chapter members. Bob was an excellent teacher. He did not restrict himself to the classroom, instead using every opportunity to impart his knowledge.

When I was a young employee, I remember going over to sit with Bob and several other Contracts employees in the TI cafeteria. Since I had imagined a leisurely lunch conversation about sports or the weather, I was surprised when Bob took that opportunity to ask me to explain the differences in the DX and DO DPAS priority ratings. This was Bob in his serious trainer role. A question he asked me on another occasion kept me stumped for quite some time. The question was: “What is the most important trait to become an outstanding Contracts professional?” After considerable research at the library, I probably made at least five guesses on that question and still did not get it right (right according to Bob that is).

Although one of his trademark funny sayings was “I’m not going to spoon feed you”, Bob encouraged us all to learn and to push ourselves to become continually better. In addition, Bob’s ability to see people as individuals made him a trendsetter in his support of diverse employees at a time when this was an unusual concept.



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Bob loved the English language more than anyone I know. Many a young employee would get shaky knees and clammy palms before taking their written work products for Bob to review. Bob would get his red pen out as we were entering the door. It felt like a successful day when you finally see those initials “RDO” indicating Bob approved our work. He was truly a master at phrasing thoughts in meaningful ways that others could easily understand.

His eagle eye was absolutely the best at catching spelling mistakes in the days before Spell-Check. This is another example of Bob’s never ending quest for excellence.

Many of us owe Bob so much for our foundational contracting knowledge, for being a professional role model, our career advancements, and his NCMA support. Bob has left a legacy that will cause him to be truly missed by so many contracting professionals.



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## President's Corner

By Nydia Rosado

### Urgent message for Members Only!

For the first time in 10 years, the NCMA World Congress is coming to Dallas! What an amazing opportunity for our North Texas Chapter members. The who's who of our profession will be represented there and the agenda is impressive. From Alternate Dispute Resolution, Defense and Commercial contracting to Human Capital and Career Management the agenda covers every interest to all contract management professionals. If you want to attend but you find it too expensive, here are a couple of ideas:

- Have your employer sponsor you. And, in return, you offer to hold “short seminars” on what you have learned applicable to your business.

- NCMA is offering group discounts for groups of seven or more! Get your colleagues excited about the Congress and sign them up!
- Sign up early! March 16 was the deadline for early sign ups.

Our chapter will have a welcome booth. So, please make sure you stop by, meet personally some of the members of your board of directors, and get up to date with your local chapter coming events.

See you there!

***Nydia Rosado***

**NCMA North Texas Chapter President**

**[nrosado@charter.net](mailto:nrosado@charter.net)**

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## **NORTH TEXAS NCMA EDUCATION**

### **CONSORTIUM OPPORTUNITIES**

The NCMA North Texas Chapter has joined Raytheon Company, Rockwell Collins Inc. and L-3 Communications Integrated Systems, the sponsor companies, to bring outstanding training programs to our members. In 2007, we have scheduled programs, which are “must do” programs for persons that are new to the Contracts and Subcontracts profession and excellent refresher courses for the seasoned professional. The programs are presented by one of the leading educational firms in the procurement business, Federal Publications Seminars. This year we are presenting the following programs:

- January 24-25 - Rights in Technical Data and Computer Software, Course Director – Louis D. Victorino ( This was a great seminar on a subject that is becoming more important in today’s contracting function.)
- May 16-17 – Cost and Price Analysis, Course Director – Joseph Higgins
- September 11-12 – Government Contract Law, Course Director – William Shook
- November 13-14 – Changes and Equitable Adjustments in Government Contracts, Course Director – Ralph C. Nash Jr.

These courses will broaden your knowledge on vital subjects that the professional contracts and subcontracts manager must understand. CEU credit will be provided for each seminar. **MARK YOUR CALENDAR AND DON’T MISS ANY OF THESE EVENTS.**

**April 22-25**  
**World Congress 2007**  
Hyatt Regency, Dallas.

Contracts professionals from all over the globe converge on Dallas/Fort Worth for training, networking, and professional growth at the premier Contracts Management event of the year.

### **About the Conference**

**Achieving Outstanding Results  
Through Effective  
Life-Cycle Contract Management**

Come celebrate the best of the profession and forge new frontiers in the buying and selling communities. From scanning exhibitors’ new products, services, solutions, attending pre-conference seminars and plenary sessions/panel discussions by leaders in the field, and seizing opportunities for personal career growth, this three-day conference provides you with a wealth of opportunity and knowledge for career success.



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## **Officers And Chairpersons**

**President - Nydia Rosado,**  
Rockwell Collins, Inc.  
972-705 1856 [narosado@rockwellcollins.com](mailto:narosado@rockwellcollins.com)

**President Elect - Michele Stoudt-Wright**  
Raytheon  
[mstoudtwright@raytheon.com](mailto:mstoudtwright@raytheon.com)

**VP Finance - John Leatherwood**  
Dallas Morning News  
214-977-3157  
[jleatherwood@dallasnews.com](mailto:jleatherwood@dallasnews.com)

**VP Operations- Frank Moore**  
Verizon  
972-718-8438  
[Frank.Moore@verizon.com](mailto:Frank.Moore@verizon.com)

**Glen Shaffer, V.P. Education**  
Rockwell Collins, Inc.  
972-705-1050 [cgshaffe@rockwellcollins.com](mailto:cgshaffe@rockwellcollins.com)

**VP Membership - Whitney Taylor**  
WellPoint  
972-672-5199  
[Whitney.Taylor2@wellpoint.com](mailto:Whitney.Taylor2@wellpoint.com)

**VP Communications - Keith Hartnell**  
Rockwell Collins  
972-705-3852  
[kwhartne@rockwellcollins.com](mailto:kwhartne@rockwellcollins.com)

**Brenda Patton – Past President**  
Boeing Corporation  
214-495-7511  
[pattonbg@sbcglobal.net](mailto:pattonbg@sbcglobal.net)

**Sujata Wadhvani, Past President**  
DCMA Dallas  
214-573-2193  
[sujata.wadhvani@dcma.mil](mailto:sujata.wadhvani@dcma.mil)

**Robert Shultz, Past Presidents’  
Advisory Chair**  
Bell Aerospace Services, Inc.  
817-278-0755  
[bobshultz@nww.net](mailto:bobshultz@nww.net)

**Joseph B. Piccola**  
**Government Employee Relations Chair**  
DCMA Dallas  
[joseph.piccola@dcma.mil](mailto:joseph.piccola@dcma.mil)

**Jay Holmes, Hospitality/Publicity/ Chair**  
Lockheed Martin Missiles and Fire Control-Dallas  
972 603-1804 [Jay.Holmes@lmco.com](mailto:Jay.Holmes@lmco.com)

**Shelia Miller, Historian**  
Raytheon  
972-344-3007 [smiller1@raytheon.com](mailto:smiller1@raytheon.com)

**Paul W. Searles - Past President/Awards**  
Haynes and Boone, LLP  
[paul.searles@haynesboone.com](mailto:paul.searles@haynesboone.com)

**Rick Reynolds, Facilities Chair**  
Dallas Area Rapid Transit  
[rreynold@dart.org](mailto:rreynold@dart.org)

**Kathy Pottkotter, Newsletter Chair**  
Army Air Force Exchange Service  
214-312-4783 [kjprjp@earthlink.net](mailto:kjprjp@earthlink.net)

**David Buchanan, Employment Chair**  
Raytheon  
972.952.5849 [david\\_w\\_buchanan@raytheon.com](mailto:david_w_buchanan@raytheon.com)