



The 3rd CIPS NZ Strategic Procurement Forum

Managing procurement in difficult times

11th June 2009
SkyCity Auckland Convention Centre

CIPS Australasia



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With the impacts of the Global Economic Crisis being felt in all markets, the focus of the 3rd CIPS NZ Strategic Procurement Forum is turned firmly towards providing procurement professionals with the necessary insights to ensure they are able to maximise new opportunities and mitigate growing risks.

Presented by an expert speaker line-up of seasoned procurement professionals and consultants, the first three-quarters of the programme addresses key issues such as understanding value and risk, managing suppliers in volatile markets, buying in volatile markets, measuring what you are doing, and innovative ways to identify and deliver additional cost savings.

The final section of the programme is designed to provide delegates with some real practical advice on category management and help them understand better some of the tools that can assist in driving efficiency and, therefore, cost out of their business.

Recognising the importance of the role of procurement, we are delighted to be able to confirm that the Minister of Commerce, The Hon. Simon Power MP, will open the conference and provide us with insights into the new Government's procurement programme.

Of course, conferences such as this are not just about the educational sessions. Feedback from previous CIPSA Conferences indicates that delegates gain huge benefit from the opportunity to network with their peers. With this in mind, we have structured the programme to provide delegates with plenty of opportunity to meet and discuss the issues of the day.

I commend the programme to you and look forward to seeing you at the conference.



Jonathan Dutton,
Managing Director
CIPS Australia & New Zealand

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Andrew Wynn,
Sales Manager CIPSA Conferences
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3rd CIPS NZ Strategic Procurement Forum

Managing procurement in difficult times

Time	Subject	Speaker
8.15 – 9.00 am	Registration	
9.00 – 9.10 am	Introduction and Procurement's role in difficult times ...	Jonathan Dutton, FCIPS Managing Director, CIPS Australia and New Zealand
9.10 – 9.35 am	Official welcome The NZ Government procurement programme 2009	The Hon. Simon Power MP, Minister of Commerce
9.35 – 10.20 am	Managing risk – procurement's value proposition Procurement practitioners are all too often seen by their clients as risk averse slaves to process and probity. There is an opportunity for procurement to better represent pragmatism in supply sourcing and supplier management by addressing risk as an integral contributor to value management. Using worked examples and case studies this session will address: <ul style="list-style-type: none"> ■ risk and value ■ two sides of the same coin ■ evaluating risk in context ■ measuring the value in effective risk management 	Tim Munro, Managing Consultant, Procurement Practice, GHD
10.20 – 11.00 am	Refreshments	
11.00 – 11.30 am	Is taking liberties with suppliers ever worth it in the long run? The temptation to get tough with suppliers is immense when the CFO is looking for further cost reductions. This session examines the pitfalls of such a strategy and suggests how you can do it smarter. <ul style="list-style-type: none"> ■ Paying less can lead to grief ■ Buying less and how to drive a programme ■ Supplier failure and how to avoid disruption ■ The value of supply continuity ■ A framework for partnership in tough times 	Tony White MCIPS, recently Group General manager Strategic Procurement, Qantas
11.30 – 12.00 noon	Performance measurement to maximise value In the current economic environment, businesses need to review every aspect of their operations, challenge the status quo and ask if there are better ways of working. As part of this process, the procurement function must ensure the business can understand and measure the value provided by the vendor base, and ultimately ensure this value is maximised. When times are tough it is important to focus on the areas of biggest risk and biggest value. This session looks at how performance indicators across the procurement process can be used to ensure both procurement and the business focuses on what is important; including: <ul style="list-style-type: none"> ■ How do we focus on the right things? ■ Do we have the measures in place to create and measure value? ■ How do we challenge the status quo? 	Scott Brownlee, GM Group Procurement, Fonterra
12.00 noon – 12.20 pm	The public sector procurement landscape in 2009 and beyond The new imperatives we face, the capability we require and the action we need to take.	Phil Weir, Manager – Government Procurement Development Group, Ministry of Economic Development
12.20 – 1.45 pm	Seated Lunch	
1.45 – 2.30 pm	Buying in volatile markets Procurement in difficult times/volatile markets is a double-edged sword. On one hand, some markets will go long and provide significant opportunities to reduce the cost and lock this in for the longer term. However, this needs to be balanced against increased risk. This session will help you address: <ul style="list-style-type: none"> ■ Where are the opportunities, within your current spend, to reduce cost in these volatile markets? ■ Which suppliers are at risk and what is the potential impact on your business? 	Enrico Rizzon, Director Consulting, Portland Group

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Time	Subject	Speaker
2.30 – 3.00 pm	<p>Eight ways to get a better outcome and cost out quickly...</p> <p>Negotiation skills have squeezed the last drop of blood from the stone and the business still wants more cost out. So what now?</p> <p>Here are some suggestions using real case studies at Air NZ:</p> <ul style="list-style-type: none"> ■ Lateral thinking for a better outcome ■ Using less – demand management ■ Finding a third way ■ Opportunities everywhere! 	Andrea Gregory MCIPS, General Manager Group Procurement, AIR New Zealand
3.00 – 3.30 pm	Refreshments	
3.30 – 4.15 pm	<p>Category Management: what it is, and how to do it</p> <p>Most organisations want better outcomes at lower cost, and increasingly, more quickly than before. That implies that we are able to squeeze ‘more from less’. This session looks at “what is category management?”, and explores the “how”; what are the tools and techniques that might be applied through the process?</p> <ul style="list-style-type: none"> ■ The end-to-end category management process; what are phases and activities in each phase? ■ The tools and techniques appropriate at each phase, and what value do they add? ■ Fast tracking projects; what is the minimum toolset that a category manager might deploy without compromising outcomes? 	Paul Rogers FCIPS, Practice Manager, PMMS Consulting Group
4.15 – 4.45 pm	<p>What e-procurement can do for Category Management</p> <p>If the claimed benefits of e-procurement are real, then surely there would be more widespread adoption, right? Once we get past the hype, understand the available systems and solutions, and how to apply them to Category Management, then the benefits can be effectively identified and measured. This session provides:</p> <ul style="list-style-type: none"> ■ Overview of the benefits of e-procurement and how they are measured ■ A summary of available solutions and their relevance to Category Management ■ Real outcomes – the good and the bad – using case studies 	Terry Charrman, CEO, Evalua
4.45 – 5.15 pm	<p>The role of reverse auctions in the current climate?</p> <p>As a price negotiation tool, reverse auctions have earned themselves a justifiably mixed reputation. Whilst it is possible to cause serious damage, the past decade has seen wholesale public and private sector adoption of the technique in North America and Europe. This the result of using methods borne of collective wisdom and lessons learned the hard way.</p> <p>With our new economic environment and a new government, the calls to cut costs are loud and clear. Electronic negotiations, used safely, can make a significant contribution.</p> <p>A practical introduction to reverse auctions with real examples:</p> <ul style="list-style-type: none"> ■ How they really work, when to use them, when not to use them ■ The key to sustainable use – no live awards ■ Probity characteristics – safe, documented negotiations ■ Maintaining the qualitative requirements ■ Suppliers – it’s love/hate ■ The stakeholder riot shield. 	Kevin Burke, Managing Director, Trade Interchange
5.15 – 5.30pm	Closing Summary	Jonathan Dutton FCIPS, Managing Director, CIPS Australia and New Zealand
5.30 – 6.30 pm	<p>Networking Reception</p> <p>Please join your the Local Regional Committee, your peers and fellow delegates for cocktails and canapés.</p>	

Registration and Pricing Options

3rd CIPS NZ Strategic Procurement Forum

Name (Mr/Mrs/Ms/Miss)	
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Address	
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Please register me for

The one-day conference: CIPS Member AUD\$787.50
 Non-CIPS Member AUD\$871.00

(Please note that as BTTB Marketing, CIPS' Conference organisers, are an Australian based company and our payment systems are geared only for Australian Dollars we require payment in AUD\$. To avoid confusion therefore, all prices are quoted in AUD. As an Australian based company, we also do not charge GST on the conference fees).

Group Bookings and Discounts

If registering more than two delegates from your organisation, the following discounts apply:

3-4 delegates = 10% discount 4+ delegates = 20% discount

Other Discount Categories: 50% discount available

If claiming, please tick one:

- Unemployed CIPS member
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How to Register

There are 5 ways you may register

- 1) Fax to: +61 7 5573 5352
- 2) Online at www.cipsaconferences.com.au
- 3) Email to cipsaregos@bttbonline.com
- 4) Telephone on: +61 7 5573 7493
- 5) Complete this form and mail to:

BTTB Marketing Pty Ltd
PO Box 825
Paradise Point
Qld 4216
Australia

About the Conference Organisers

CIPSA have appointed BTTB Marketing Pty Ltd as their official conference organisers. BTTB can be contacted at the address above.

Cancellation Policy

Cancellations must be notified in writing before 1st June 2009 and will incur an administration charge of AUD\$150. No refunds will be given to delegates who fail to attend or cancel after this date. Substitutions will be permitted at any time without penalty.

Privacy Policy

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Conference Notes

Immediately after the event, delegates will be sent a hyperlink to a website where they will be able to download the presentation slides as PDF documents.

Conference Agenda

The organisers reserve the right to alter or amend the conference programme without notice to delegates.

Sponsorship Opportunities

If you are interested in profiling your company with key procurement professionals on future CIPS Australia Conferences please contact: Andrew Wynn on Tel. +61 7 5502 7326 or email: andrew@bttbonline.com