

A blurred, black and white photograph of a person running, positioned in the center of the page. The person is captured in motion, with their legs and arms blurred, suggesting speed. The background consists of concentric, circular ripples, creating a sense of depth and movement. Two red squares with white borders are positioned on the left side of the page, one above the other, partially overlapping the blue vertical bar.

**Featuring  
presentations from:**

- **Jonathan Dutton FCIPS**  
Managing Director  
CIPS Australia
- **Zeljko Nikolic**  
Joint Managing Partner  
Supply Chain Management  
Accenture Australia
- **Dr John Gattorna MCIPS**  
Foundation Professor  
CIPS Australia
- **Trevor Cameron**  
Manager Procurement  
Iluka Resources Limited
- **David Thomas**  
Principal  
Think Global Consulting
- **Paul Rogers FCIPS**  
Practice Manager  
PMMS Consulting Group
- **Kevin Burke**  
Managing Director  
Trade Interchange P/L
- **Stephen Turner**  
Group Procurement  
Manager  
Wesfarmers Limited
- **Professor Guy Callender**  
FCIPS  
Professor & Chair of  
Strategic Procurement  
Curtin Business School

# The CIPSA Strategic Procurement Forum

The Novotel Langley, Perth  
12 May 2009

CIPS Australia



# The CIPSA Strategic Procurement Forum – Perth

12th May 2009, The Novotel Langley Perth

The CIPSA Strategic Procurement Forum at the Novotel Langley on the 12th May will address a number of the key issues facing the profession and provide practical insights to assist procurement professionals in the execution of their day-to-day job.

Featuring presentations from a variety of senior practitioners from some of WA's leading organisations, consultants and academics, the programme will address the threats and opportunities for procurement arising from the global economic downturn, before looking at practical examples of tools and strategies more generic to the profession. The programme has been developed to allow sufficient

time for interactive discussions at the end of relevant sessions.

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.

This is our fourth consecutive year of running a CIPSA conference in Perth, with each year being more successful than the last. For those procurement professionals who have not yet experienced a CIPSA

Conference, it is a great opportunity to see what you have been missing. For those who have attended other CIPSA Conferences, such as the Annual Conference in Melbourne, it is a great opportunity to engage with your colleagues at the regional level.

Whichever category you fall into, I commend the programme to you and look forward to seeing you at the conference.

Jonathan Dutton,  
Managing Director  
CIPS Australia



## About CIPS Australia

CIPS Australia is dedicated to promoting best practice and provides a programme of continuous improvement in professional standards, raising awareness of the effective contribution management of supply markets makes to corporate, national and international prosperity.

CIPS Australia is mandated to act in the public interest and for the benefit of the procurement profession as a whole. It seeks to do this by:

- Acting as a voice for the profession
- Helping individuals to be better professionals
- Helping organisations improve their procurement practices

- Building the global body of knowledge for purchasing and supply.

The profession itself is increasingly recognised for the enormous contribution it can make to public and private sector organisations, in terms of value extracted for money spent, and CIPS Australia is pre-eminently well equipped to represent and serve the interests of all those involved in this rapidly developing field. Besides the recognition of professional status that membership bestows and the range of key member benefits, involvement in the work of CIPS Australia allows its members to keep up to date with latest developments through a comprehensive range of local and national events, publications and access to international leading edge thinking via a number of related websites.

For further information, please visit [www.cipsa.com.au](http://www.cipsa.com.au) or call 1300 765 142 during Victorian business hours.

# Conference Programme

12th May 2009, The Novotel Langley Perth

Time	Session	Speaker
7.45 – 9.00am	<b>Registration &amp; coffee</b>	
9.00 – 9.10am	<b>Official welcome</b>	Jonathan Dutton FCIPS Managing Director CIPS Australia
9.10 – 9.50am	<p><b>Strategic Sourcing in uncertain times</b></p> <p>Economic volatility is presenting both challenges and opportunities for sourcing executives. Sourcing in turbulent times is forcing Chief Procurement Officers to change priorities as new risks arise.</p> <p>As part of Accenture’s ongoing High Performance Business research initiative, they have explicitly analysed the performance of companies during and following key economic inflection points. They have found that many companies wait too long to attempt transformation.</p> <ul style="list-style-type: none"> <li>■ What action can sourcing executives take to make the right choices across economic cycles?</li> <li>■ What can sourcing executives do to help their organisation ‘change ahead of the curve’ and differentiate themselves significantly from their competitors?</li> <li>■ Apart from cost containment, how can sourcing executives strategically exploit the opportunities created from a downturn.</li> </ul>	Zeljko Nikolic Joint Managing Partner Supply Chain Management Accenture Australia
9.50 – 10.30am	<p><b>“Living Supply Chains ... and what they mean for Procurement”</b></p> <ul style="list-style-type: none"> <li>■ Supply chains, both demand-side and supply-side, are driven by human behaviour and decision-making</li> <li>■ It is essential that the supply-side is using Procurement strategies with suppliers which are aligned with what the enterprise is trying to achieve with its demand-side customers</li> <li>■ This session will introduce a new framework, dynamic alignment, that will help integrate the two sides of enterprise supply chains.</li> </ul>	Dr John Gattorna, MCIPS, and Foundation Professor CIPS Australia. Adjunct Professor at MGSM (Sydney) and Chair Industry Advisory Board, ILSCM, Victoria University (Melbourne)
10.30 – 11.00am	<b>Coffee break</b>	
11.00 – 11.45am	<p><b>Opportunities and threats for Procurement in uncertain times</b></p> <p>In times of unpredictability, we, as Procurement Professionals, must ensure that we are agile enough to respond to rapid change brought about by the Global Financial Crisis (GFC). It is not in our ability to cut deals quickly with suppliers, but in our ability to recognise opportunities and threats, and in our capability to implement change effectively, that we will see the real value of Procurement in these uncertain times.</p> <ul style="list-style-type: none"> <li>■ Overview of the current situation facing our Procurement teams</li> <li>■ Strategies to mitigate the threats</li> <li>■ Taking real advantage of the opportunities.</li> </ul> <p>– <i>This is Procurement’s time!</i></p>	Trevor Cameron Manager Procurement Iluka Resources
11.45 – 12.30pm	<p><b>“Give us the tools and we’ll do the job!”</b></p> <p>Most procurement teams seek to develop and apply a repeatable and systematic methodology to the procurement process. But what options are there and what factors influence the design of the process and the selection of tools deployed? This session explores:</p> <ul style="list-style-type: none"> <li>■ What is good practice in designing procurement processes?</li> <li>■ What alternative models are there, and what factors affect ‘fitness for purpose’?</li> <li>■ Which processes or tools should be mandatory and which optional?</li> </ul>	Paul Rogers FCIPS Practice Manager PMMS Consulting Group
12.30 – 1.45pm	<b>Seated lunch</b>	

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1.45 – 2.30pm	<p><b>Mending fences before it's too late: monitoring supply chain risk through a "Due Diligence" approach</b></p> <p>Economic downturns have a habit of making managers re-evaluate their systems. The past two years have seen the breakdown of several key supply chains in global economy. Continuing risks are apparent in many others. For procurement managers in both public and private sectors, the development of a successful supply chain starts at the bid evaluations stage and continues throughout the life of the contract. At the heart of this risk management process lies the task of conducting a "due diligence".</p> <ul style="list-style-type: none"> <li>■ What is a "due diligence" and when should it be undertaken?</li> <li>■ What are the steps in an effective "due diligence"?</li> <li>■ How does a "due diligence" influence your risk management efforts?</li> </ul>	<p>Professor Guy Callender FCIPS Professor &amp; Chair of Strategic Procurement Curtin Business School</p>
2.30 – 3.10pm	<p><b>Procurement thuggery, anyone?</b></p> <p>At least that's what many procurement professionals think of reverse auctions. Whilst it is possible to do serious damage with them, the past decade has seen wholesale public and private sector adoption of the technique in North America and Europe.</p> <p>A practical introduction to reverse auctions with real examples:</p> <ul style="list-style-type: none"> <li>■ How they really work</li> <li>■ When to use them, when not to use them</li> <li>■ The key to sustainable use – no live awards</li> <li>■ Probity characteristics – safe, documented negotiations</li> <li>■ Maintaining the qualitative requirements</li> <li>■ Suppliers – it's love/hate</li> <li>■ The stakeholder riot shield.</li> </ul>	<p>Kevin Burke Managing Director Trade Interchange</p>
<b>3.10 – 3.40pm</b>	<b>Tea &amp; refreshments</b>	
3.40 – 4.20pm	<p><b>Follow the money – go to China!</b></p> <p>With China as Australia's largest trading partner, Australia's economy and market prospects have become inextricably linked to China's, meaning that we all need to become "China experts".</p> <p>We now have to consider China's response to the GFC – the impact of their A\$900bn stimulus package, the slowing of GDP growth, the collapse of their export sector, the likely social consequences and the implications for business, investment and trade.</p> <ul style="list-style-type: none"> <li>■ Why China and Brazil are the two BRIC economies to watch?</li> <li>■ How China is responding to the global economic slowdown, and what you should look out for?</li> <li>■ What are the threats, opportunities and risks for Australian companies?</li> <li>■ How to get started with your China growth, sourcing or procurement strategy?</li> </ul>	<p>David Thomas Principal Think Global Consulting</p>
4.20 – 5.00pm	<p><b>Capturing procurement synergies post-acquisition</b></p> <p>This case study will provide valuable insights for organisations considering change from centralised to de-centralised operations, or vice-versa.</p> <ul style="list-style-type: none"> <li>■ The organisational structure pre- and post-acquisition</li> <li>■ Category review and responsibilities</li> <li>■ Identifying and capturing synergies.</li> </ul>	<p>Stephen Turner Group Procurement Manager Wesfarmers</p>
5.00 – 5.15pm	<b>Closing remarks &amp; question time</b>	<p>Jonathan Dutton FCIPS Managing Director CIPS Australia</p>
<b>5.15 – 6.30pm</b>	<b>Drinks &amp; networking reception with PERTH committee</b>	

# Registration Form

## Strategic Procurement Forum Perth

Name (Mr/Mrs/Ms/Miss)	
Job Title	Organisation Name
Address	
Suburb/town	P/code
State	
Phone	Mobile
E-mail	

### Please register me for

- 1 day conference:
- |                          |                  |             |
|--------------------------|------------------|-------------|
| <input type="checkbox"/> | CIPSA Member     | \$795 + GST |
| <input type="checkbox"/> | Non-CIPSA Member | \$895 + GST |

### Group discounts

If more than two delegates attending, please apply a discount of 10%  
If more than four delegates attending, please apply a discount of 20%

*(The above discounts are available where the delegates are from the same organisation and are registered at the same time.)*

### Other Discount Categories: 50% discount available

If claiming, please tick one:

- Unemployed CIPSA Member  
 Senior retired member  
 Full-time students

### Payment Details

Enclosed is my cheque for \$ \_\_\_\_\_

*(please make cheque payable to BTTB Marketing Pty Ltd)*

I require a tax invoice to raise:  cheque  pay by EFT

I wish to pay by credit card:  Mastercard  Amex

Diners  Visa

Card number: \_\_\_\_\_/\_\_\_\_\_/\_\_\_\_\_/\_\_\_\_\_

Name on card: \_\_\_\_\_ Exp date: \_\_\_\_\_

Signature: \_\_\_\_\_

Registration forms will only be processed on receipt of payment.

Tax receipts will be issued with confirmation. If you have any queries about your registration please call BTTB on 07 5573 7493 or email: [cipsaregos@bttbonline.com](mailto:cipsaregos@bttbonline.com)

### How to Register

- There are 5 ways you may register
- 1) Complete form and fax to: 07 5573 5352
  - 2) Online at [www.cipsaconferences.com.au](http://www.cipsaconferences.com.au)
  - 3) By email to [cipsaregos@bttbonline.com](mailto:cipsaregos@bttbonline.com)
  - 4) By telephone on: 07 5573 7493
  - 5) Complete this form and mail to:  
BTTB Marketing Pty Ltd  
PO Box 825, Paradise Point, Qld 4216

### 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 May and will incur an administration charge of \$150 + GST. 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

Information received on this form may be shared with external companies (sponsors and exhibitors) for their ongoing marketing purposes. Please indicate if you do not wish your details to be used for this purpose.

### 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 and the Purchasing Exchange

If you are interested in profiling your company with key procurement professionals, there are a number of sponsorship options available. Or you may wish to consider participating in the Purchasing Exchange?

#### The Purchasing Exchange



The Purchasing Exchange offers suppliers a unique opportunity to meet and do business with senior procurement executives in a relaxed environment.

Furthermore, the Purchasing Exchange gives delegates the opportunity to network with selected suppliers whose scope

of operations complements the conference programme. All suppliers featured in the Purchasing Exchange are deemed by CIPSA to have relevant products and services, which will enhance the delegates' experience at the event.

Suppliers interested in participating in the Purchasing Exchange should contact the organisers at the earliest opportunity. Space is strictly limited and will be sold on a first-come, first-served basis.

For further information regarding sponsorship opportunities or the Purchasing Exchange, please contact:  
Andrew Wynn, Sales Manager CIPSA Conferences,  
Tel. 07 5502 7326 or email: [andrew@bttbonline.com](mailto:andrew@bttbonline.com)