



CIPS Australia



Platinum Sponsor



# Women in Procurement

19-20th June 2008

Sebel Citigate Hotel, Albert Park, Melbourne

# Women in Procurement

19-20 June 2008

## About the Conference

A new event to the calendar, "Women in Procurement" will provide a unique educational and networking opportunity for those interested in the advancement of women within the procurement profession. While procurement has traditionally been a very male-dominated profession, an increasing number of women have achieved success and recognition in recent years. Featuring a wide variety of speakers, the programme will examine the challenges women face as they try to make their way in the fastest growing profession and what lessons and what lessons can be learned from those who have successfully gone before them. We will also explore what strengths women bring to the profession and identify possible areas of weakness – be they imagined or real.

Our focus in developing this event has always been that it should be about networking as much as learning. With this

in mind, we are running a slightly unusual format, with the event commencing mid-morning on 19th June and concluding after breakfast the following morning. For the first time, we are staging this event as a "residential-style" conference, with accommodation, lunch, dinner and breakfast costs all included in the conference registration fee.\*

Since we first flagged this event, the level of interest from potential delegates has been unprecedented. I look forward to seeing many of you at the conference and thank you for your continued support of CIPS.

Jonathan Dutton  
Managing Director  
CIPS Australia



*\*Local delegates may opt out of the accommodation fee if they do not wish to stay at the venue.*

## About our Platinum Sponsor

Vertical Talent is the most trusted name in Procurement & Supply Recruitment in Australia. Customer-focussed with robust process and home-built candidate selection technology is perhaps why our customers judge us as "best in class".

Vertical Talent reduces the risk and total cost of making an external hire; reduces client time in the recruitment process and provides clarity on where the expertise gaps exist when making a key appointment.



Benefits include:

- access to the largest and most qualified procurement candidate network in our region;
- a proactive and fast service – candidate shortlists are presented quickly without compromising on quality;
- a unique and robust candidate profiling process – both behavioural competencies and technical skills are assessed coupled with consultative recruitment advice; and
- procurement market insight.

In the ever-competitive state of modern business where people are often the primary asset; attracting, retaining and developing your specialist talent is critical to your Procurement group's success.

REGISTER ONLINE OR CHECK FOR PROGRAMME UPDATES AT  
[www.cipsaconferences.com.au](http://www.cipsaconferences.com.au)

# Women in Procurement

19-20 June 2008

DAY 1 Thursday 19th June 2008

Time	Session	Subject	Speaker
9.30-10.30am		Registration and arrival tea and coffee	
10.30-10.40am	Introduction	<b>Introduction</b>	Jonathan Dutton Managing Director, CIPS Australia
10.40-11.10am	Procurement	<b>The professional procurement landscape; 2008 and beyond:</b> <ul style="list-style-type: none"> <li>■ The CIPSA professional agenda 2008-10</li> <li>■ Managing the skills shortage in the fastest growing profession in business</li> <li>■ Stakeholder buy-in: the perennial issue</li> </ul>	Julia Cambage CEO Strategic Purchasing
11.10-11.40am	Procurement	<b>SRM: managing the missing link in the procurement process:</b> <ul style="list-style-type: none"> <li>■ The importance of relationships over contracts</li> <li>■ Are there gender issues in SRM or are suppliers just smart?</li> <li>■ Managing suppliers to optimal performance – strategic segmentation and management</li> </ul>	Jane Harley Director CAP Gemini
11.40-12.15pm	Self Development	<b>The work-life balance; what does success look like for women?</b> <ul style="list-style-type: none"> <li>■ The sin of self-consciousness – walking your truth</li> <li>■ Successful leadership through unheroic actions-Rejuvenation</li> <li>■ Inside/Out-Managing to balance</li> </ul>	Dean Aitken Director Vitality
12.15-1.45pm		Lunch	
1.45-2.15pm	Procurement	<b>Playing to your strengths</b> <ul style="list-style-type: none"> <li>■ Unleash your unique strengths and minimise your weaknesses</li> <li>■ Why women don't always ask for what they really want in business</li> <li>■ Meet the Fairness Fairy – navigating justice, fairness and business outcomes</li> <li>■ How to use the right tactics at the right time with the right people</li> </ul>	Elliot Epstein CEO Salient Communications
2.15-2.45pm	Procurement	<b>Managing the law: current procurement issues in contracting law</b> <ul style="list-style-type: none"> <li>■ Contract law updates and current rulings</li> <li>■ The law of disclosure relevant to procurement</li> <li>■ Tendering and current issues</li> </ul>	Alyson Eather Senior Associate DLA Phillips Fox
2.45-3.05pm	Career Development	<b>Working in a glass house – women in corporate leadership</b> <ul style="list-style-type: none"> <li>■ Glass Ceiling and Glass Walls – perceived or real?</li> <li>■ How to pick the right Procurement role to build your career toward corporate leadership</li> <li>■ Choosing mentors &amp; the competencies you should enhance</li> </ul>	Antonia Macrides Director Vertical Talent
3.00-3.35pm		Refreshments	

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3.35-4.10pm	Procurement	<b>Preparing women procurement professionals for the future:</b> <ul style="list-style-type: none"> <li>■ Tackling the skills shortage and talent scarcity of today</li> <li>■ Understanding the demands on our profession tomorrow</li> <li>■ Developing a people development plan to meet the challenge</li> </ul>	Thomai Veginis Senior Procurement Manager – People & Communications National Australia Bank
4.10-4.50pm	Self Development	<b>CASE STUDY: The three A's to succeeding in a male-dominated environment</b> <ul style="list-style-type: none"> <li>■ Aptitude</li> <li>■ Attitude</li> <li>■ Appearance</li> </ul>	Commander Christine Clarke Fleet Human Resources Manager Royal Australian Navy
4.50-5.30pm	Panel Discussion	<b>Do women make better procurement professionals?</b>	<b>Chair:</b> Jonathan Dutton Managing Director CIPS Australia  <b>Panel:</b> Tracy Declerck, Suzlon Energy Julia Cambage, Strategic Purchasing Nola Bransgrove, Brans Trans Pty Ltd
5.35-5.45pm	Self Development	<b>Breast cancer awareness</b>	Representative of the National Breast Cancer Foundation
5.30-6.30pm		Break	
6.30-7.30pm	Networking	<b>Cocktails</b>	<b>Host:</b> CIPSA Vic Committee Vice Chair Jane Holcombe Strategic Procurement Manager – Indirects, South Pacific Tyres
7.30-10.00pm		<b>Conference Dinner</b>	<b>Guest speaker:</b> Sue Barrett Managing Director Barrett P/L

## DAY 2 Friday 20th June 2008

7.30-9.00am		<b>Business Breakfast</b>	<b>Guest Speaker:</b> Carmen Parnos CEO and Founder of Australian Coaching Academy and Super Leaders of Australia
9.00am	Depart		

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19-20 June 2008

## Guest Breakfast Speaker: Carmen Parnos

CEO and founder of Australian Coaching Academy and Super leaders of Australia

Carmen has over 20 years of corporate experience. She is an entrepreneur by nature and is the CEO of two companies; The Australian Coaching Academy that focuses on leadership development and workplace coaching and the Super Leaders of Australia initiative that showcases, through its yearly books and regular events, Australia's most powerful leaders at an international level.

She is a trainer and facilitator, accredited coach, public speaker and author. She is also a member of the International Coaching Federation, American Chamber of Commerce in Australia and Women on Boards.

Her client list boasts of multi-billion dollar global organisations that have a strong presence in the Australasian market.

Additionally, she coaches some of Australia's high profile corporate and business professionals and celebrities.

Carmen believes passionately that through uniting the world's most powerful business leaders (Super Leaders initiative), she is ultimately aiding in the relief of poverty in developing countries and assisting in revolutionising the economic climate of the entrepreneurial poor.

Carmen has featured in such publications as BRW Magazine, Australian Anthill, Herald Sun, The Age and Voyeur Magazine and has been interviewed on television on numerous occasions with regard to her views and understanding of leadership and performance.



## Guest Dinner Speaker: Sue Barrett

Founder & Managing Director Barrett P/L

BSc, Cert (Strategic Management), Cert IV (Accredited Workplace Assessor & Trainer), 1997 winner of Telstra & Victorian Government Small Business Award, inducted into the Business Women's Hall of Fame 2000, Finalist 1998 & 2001 Telstra Business Woman of the Year Awards. Sue is a dynamic speaker, an energetic presence and has established a credible public speaking and business profile. Known for her no nonsense, tell-it-like-it-is, often humorous approach, she stands out from the usual crowd of existing business commentators. Sue's achievements stem from her ability to demystify the practices around achieving increased sales results and better workplace relationships with many individuals and organisations across the business spectrum including SME's & corporates. Within two years, Sue's business won the Telstra & Victorian

Government Small Business Award. Sue was also a finalist in the 1998 and 2001 Telstra Business Woman of the Year Awards and was inducted into the Business Women's Hall of Fame in 2000. Sue is a much sought-after speaker, interviewee, business consultant and facilitator. Sue is currently writing her first book called 'Sell Like a Woman' and is the 'sales' writer for [www.smartcompany.com.au](http://www.smartcompany.com.au).

Sue has two young sons, is a competitive swimmer, enjoys painting and performing in musical theatre, and is a keen practitioner of yoga and meditation.

# Registration Form

## Women in Procurement

Name (Mr/Mrs/Ms/Miss) \_\_\_\_\_

Job Title \_\_\_\_\_ Organisation \_\_\_\_\_

Address \_\_\_\_\_

Suburb/town \_\_\_\_\_ P/code \_\_\_\_\_

State \_\_\_\_\_ Country \_\_\_\_\_

Phone \_\_\_\_\_ Mobile \_\_\_\_\_

E-mail \_\_\_\_\_

### Conference Options and Fees

Full Conference Member Rate \$1,174.50 (inc GST)

Full Conference Non-Member Rate \$1,284.50 (inc GST)

Conference Fee includes:

All sessions, Lunch, Dinner and Accommodation on 19th June, Breakfast on 20th June.

### Accommodation

If delegates live locally and do not wish to stay at the venue, please deduct \$190.00 (inc GST) from the registration fee.

I do NOT require accommodation

### Functions

We are anticipating that all delegates will be attending the Dinner and Breakfast. However, some delegates may be unable to attend these functions. If you can not attend either the Dinner or Breakfast please indicate below.

I will NOT be attending:

Dinner  Breakfast

### Special Dietary Requirements

Please indicate below if you have any special dietary requirements:

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

### Group Bookings and Discounts\*

3-5 delegates = 10% discount >5 delegates = 15% discount

If booking a large group, please contact CIPSA Conferences as per options 3 & 4 above right.

### Other Discount Categories: 50 % discount available

If claiming, please tick and circle which you are:

Unemployed CIPSA member  Senior retired member  Full time student

\*Discounts do not apply to accommodation component for fee.

### 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:  Visa  Amex  Diners  Mastercard

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: [cipsa@bttbonline.com](mailto:cipsa@bttbonline.com)

### How to Register

There are 5 ways you may register

- 1) Complete form & fax to: 07 5573 5352
- 2) Online: [www.cipsaconferences.com.au](http://www.cipsaconferences.com.au)
- 3) By email to [cipsa@bttbonline.com](mailto:cipsa@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.

### Cancellations Policy, Substitutions and Shared Tickets

Cancellations must be notified in writing before 10th June and will incur an administration charge of \$200 + 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. Shared tickets will not be permitted.

### Privacy Policy

The information received on this form may be shared with external companies (sponsors and exhibitors) for their ongoing marketing purposes.

### 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 Australia's largest audience of key procurement professionals, there are a number of sponsorship options available. For further details please contact Andrew Wynn at CIPSA Conferences on Tel. 07 5502 7326 or E: [andrew@bttbonline.com](mailto:andrew@bttbonline.com)

PUT THE DATES IN YOUR DIARY  
FOR UPDATES VISIT: [www.cipsaconferences.com.au](http://www.cipsaconferences.com.au)