

Low Cost Country Sourcing

27th July 2010

The Dockside Rooms, Cockle Bay Wharf
Darling Harbour SYDNEY

CIPS Australia



SPECIAL
INTEREST
FORUM

Forum Sponsor: **PORTLAND**
GROUP

SPECIAL INTEREST FORUM

Low Cost Country Sourcing

What is low cost country sourcing really all about? What are the issues that you need to consider when calculating the benefits of lower prices from overseas? What are the potential pitfalls? How do you start and where do you go?

Or as one senior procurement manager put it to me recently while researching this event – “Are there truly any Low Cost Countries these days?”

All of these questions and more will be answered at the 1st CIPSA Conferences Special Interest Forum on Low Cost Country Sourcing.

Programme Development

As you will see on the programme page, the key issues in regard to LCCS have been identified and speakers confirmed for a number of the sessions. Other speakers have been identified and invited, but have not yet confirmed. However, CIPSA Conferences are still open to contributions from practitioners who, through their own experiences, can add value to the programme.

If you feel you could contribute to the programme on one of the sessions for which there is no speaker yet confirmed, our please contact Event Director, Nigel Wardropper at nigelw@bttbonline.com

About the CIPSA Special Interest Forums

As most procurement professionals in the region will be aware, CIPSA

Conferences have been producing a highly successful series of Strategic Procurement Forums for the last five years, including the CIPSA Annual Conference, The Category Management Forum, The Public Sector Procurement Forum and various regional Strategic Procurement Forums. These conferences have largely focussed on a broad range of key issues for the profession, as identified by the CIPSA Executive and the Steering Group.

However, given the broad nature of these programmes, there has not, until now, been the opportunity to examine specific issues in any great detail. This is where the Special Interest Forums come in. By concentrating the programme on a specific issue, the Special Interest Forums will provide a depth of content previously unavailable, allowing procurement professionals to get a much more complete understanding of what are often quite complex subjects.

I trust you find the programme of interest and look forward to seeing you at a CIPSA Special Interest Forum or Strategic Procurement Forum in the near future,

Jonathan Dutton FCIPS
Managing Director
CIPS Australia & New Zealand



Programme

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Time	Session	Speaker
7.45-9.00am	Registration & coffee	
9.00-9.05am	Official welcome & Introduction	Jonathan Dutton FCIPS, <i>Managing Director, CIPS Australia</i>
9.05-9.40am	Making the business case for LCCS Shedding light on how to sell the benefits of sourcing from low cost countries within your organization covering: <ul style="list-style-type: none"> > What should you think about low cost country sourcing and where should it come from? > How can the risks be mitigated? > How can a true total cost comparison be calculated? > What strategies can mitigate exchange rate fluctuation? > What should the business case look like? 	David Gardiner, <i>Managing Director Consulting, Portland Group</i>
9.40-10.15am	Emerging LCCS markets Obviously the focus is very much on China, but what other LCCS markets should we be considering?	Ginny Tucker, <i>Vice-President, Xerox Procurement Solutions (International Speaker)</i>
10.15-10.45am	Refreshment break	
10.45-11.20am	Practical advice on how to source suitable suppliers	Owen West MCIPS <i>Regional Director – Asia Pacific, Achilles Information</i>
11.20-11.55am	Thinking outside the box What opportunities are there to outsource to LCCS apart from the obvious?	Dean Thompson, <i>General Manager LCCS, Portland Group</i>
11.55-12.30pm	Cultural Influences on Doing Business with LCC's How cultural awareness can affect the outcome of business dealings with low cost countries: <ul style="list-style-type: none"> > Aspects of a country's culture and customs that influence its business culture > How culture influences affect international business dealings and relationships > Ways to communicate with non-native English speakers from different cultures > Negotiating with cultural understanding – case studies > Cultural understanding – an ingredient to success 	Lindy Chen <i>Managing Director China Direct Sourcing</i>
12.30-1.30pm	Lunch	
1.30-2.05pm	Managing international delivery terms risk in purchasing contracts <ul style="list-style-type: none"> > Critical issues required to successfully manage procurement from international sources > Identification and management of delivery risks, payment risks and contracting issues. > Working through the "risk cycle" 	Roberto Bergami, <i>Senior Lecturer, School of Economics and Finance, Victoria University & Nicholas Tzoraz Procurement Manager MRO & Engineering, Foster's Group</i>

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2.05-2.40pm	TCO in an LCCS context Case study on Bluescope's TCO gains through sourcing PVC coating for steel products from LCCS	Kris Dempsey MCIPS , <i>Procurement Specialist</i> <i>BlueScope Steel</i>
2.40-3.10pm	Refreshment break	
3.10-3.40pm	Protecting your IP in International Markets <ul style="list-style-type: none">> What is Intellectual Property (IP)> Introduction to Patents, the Patent Process & Patent Costs> In what countries should you seek IP protection?> How can you file effective patents in those countries?> Protecting the end product and the manufacturing process> Segmenting the manufacturing process> Sourcing Products From Overseas – Freedom-to-operate	Chris Baxter, <i>Principal,</i> <i>Baxter IP</i>
3.40-4.25pm	Interactive Q & A Session Managing Supplier Relationships and Quality Control Opportunity for delegates to question our expert panel on their thoughts on the above issues or building on issues raised earlier in the day.	Facilitated by: Jonathan Dutton FCIPS, <i>Managing Director</i> <i>CIPS Australia</i>
4.25-4.30pm	Closing Remarks	Jonathan Dutton FCIPS <i>Managing Director,</i> <i>CIPS Australia</i>
4.30-5.15pm	Drinks & networking reception A great chance to ask those final questions and build your networks	

CIPSA Sponsors Opportunities

CIPSA Conferences Special Interest Forums provide suppliers with a uniquely targetted opportunity to brand their organisation, goods and/or services with procurement professionals from most of Australia's leading private and public sector organisations. Whether you are interested in branding, or generating direct sales leads via

exhibition opportunities we are likely to have a package to suit you.

For full details on available options please contact:

Andrew Wynn,
Business Development Manager,
CIPSA Conferences on Tel. 07 5502 7326
or email: andrew@bttbonline.com

Registration Form

Low Cost Country Sourcing

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

Options and Fees

One day conference

CIPSA Member rate \$895 + GST = \$984.50
Non- member rate \$995 + GST = \$1,094.50

Group Bookings and Discounts

If you are registering more than two delegates from your organisation the following discounts will apply:

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

If you are booking a number of delegates, please call CIPSA Conferences on Tel. 07 5519 3103 or email: cipsaregos@bttbonline.com Rather than filling in multiple forms, we will send you a simple spreadsheet to complete.

Other Discount categories

Unemployed CIPSA Members, Retired Senior CIPSA Members and Full-time Students may claim a 50% discount.

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 5519 3103 or email: 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
3) By email to cipsa@bttbonline.com
4) By telephone on 07 5519 3103
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 14th July 2010 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. Delegates who have registered but not yet paid after the cancellation cut-off date will still be liable for the full conference fee. Substitutions will be permitted at any time without penalty.

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

PUT THE DATE IN YOUR DIARY
FOR UPDATES VISIT: www.cipsaconferences.com.au