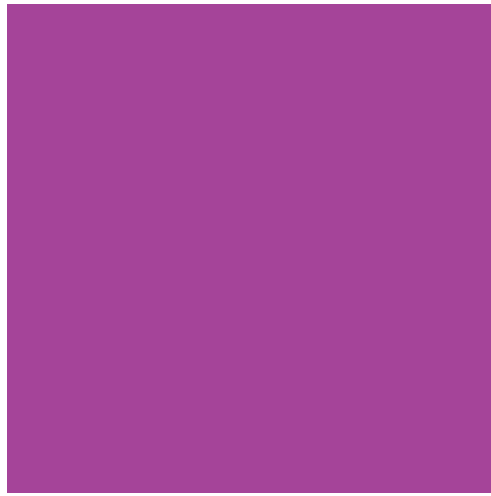


# Sustainable Procurement in Action

3rd August 2010  
The River Rooms, Crown Palladium,  
Crown Towers. Melbourne

CIPS Australia



**SPECIAL**  
**INTEREST**  
FORUM

# SPECIAL INTEREST FORUM

## Sustainable Procurement in Action

Sustainable Procurement is a term that is increasingly used, but is perhaps misunderstood. What do we really mean by Sustainable Procurement? The best definition I have seen is:

*"...a process whereby organisations meet their needs for goods, works and utilities in a way that achieves value for money on a whole life basis in terms of generating benefits not only to the organisation, but also to society and the economy, whilst minimising damage to the environment."*

*(Procuring the Future, Sustainable Procurement Task Force, 2006)*

In recent times, when talking about sustainable procurement, the focus has been very much on measuring and managing CO2 emissions, with numerous programmes developed addressing these issues. Indeed, CIPSA Conferences, late last year, were planning an event on "What the CPRS means for procurement?" However, with the government deciding not to pursue its ETS scheme in the near term after the failure of the Copenhagen Summit, it appears that the focus has switched to a broader definition of sustainable procurement, as quoted above.

In research conducted over the past few months by CIPSA Conferences, it is clear that there is great interest in Sustainable Procurement, with procurement professionals wanting clear, practical advice on questions such:

- > How do you make the business case from both a financial and socially responsible standpoint?

- > Where do you start, where can you find "easy wins"?
- > How do you avoid "greenwash"?
- > What standards, guidelines or frameworks are available and which should we be following?
- > How do you identify and manage CSR risks?

All of these questions and more will be answered at the CIPSA Conferences Special Interest Forum on Sustainable Procurement in Action.

### Programme Development

CIPSA Conferences anticipate releasing the programme in the next few days. While a number of speakers have been invited, CIPSA Conferences are still open to contributions from practitioners who, through their own experiences, can add value to the programme. Please contact Nigel Wardropper, our Event Director, at [nigelw@bttbonline.com](mailto:nigelw@bttbonline.com) if you would like to contribute.

### 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**  
**CIPSA Australia and New Zealand**

# Programme

**Sustainable Procurement in Action** 3rd August 2010

Time	Session	Speaker
7.45-9.00am	<b>Registration &amp; coffee</b>	
9.00-9.05am	<b>Official welcome &amp; MC</b>	Allan Leibowitz, <i>Editor, Procurement Professional</i>
9.05-9.50am	<b>Leadership and the Sustainable Procurement Agenda</b> <ul style="list-style-type: none"> <li>&gt; What do we mean by sustainable procurement?</li> <li>&gt; Driving cultural change within organisations</li> <li>&gt; Working to educate your supply chain</li> <li>&gt; How to gain maximum buy in from management and staff</li> <li>&gt; Current trends and thought leadership</li> <li>&gt; New guidelines and tools</li> </ul>	Anne-Maree Huxley, <i>CEO, Moss</i>
9.50-10.30am	<b>Making the business case for adopting sustainable procurement practises.</b> <ul style="list-style-type: none"> <li>&gt; What are the benefits in adopting Sustainable Procurement Strategies? (Cost savings, enhanced public and business image, sustainable business, regulatory environment)</li> <li>&gt; What are the risks in not adopting? (Public and business image, waste – the enemy of business, unsustainable business, regulatory environment)</li> </ul>	Trevor Barrows, <i>Ecoview</i>
10.30-11.00am	<b>Refreshment break</b>	
11.00-11.40am	<b>ANZ Sustainable Sourcing Programme - A framework is only the first step</b> ANZ has successfully embedded a framework into its sourcing processes to consider the environmental and social impacts of its procurement activities. The difficult next step is helping ANZ Global Category Managers build strategic alignment between business KPI's and sustainability. <ul style="list-style-type: none"> <li>&gt; What are the basics of ANZ's sustainable sourcing framework</li> <li>&gt; How is ANZ planning to build alignment with business stakeholders</li> </ul>	Peter Sharpe, <i>Manager - Sustainable Sourcing, Environmental Sustainability, ANZ</i>
11.40-12.20pm	<b>The Seven Sins of Greenwashing</b> <ul style="list-style-type: none"> <li>&gt; What are they and how do you avoid them?</li> <li>&gt; How do you verify the credentials of your suppliers</li> </ul>	Hugh Wareham, <i>CEO, EcoBuy</i>
12.20-1.20pm	<b>Lunch</b>	
1.20-2.00pm	<b>Driving value through tenders and key performance indicators - a sustainability perspective</b> <ul style="list-style-type: none"> <li>&gt; Value for money -the sustainability connection</li> <li>&gt; A strategic approach to sustainability specifications and evaluation criteria</li> <li>&gt; KPIs that count; measuring benefits of sustainable procurement</li> </ul>	Vivienne Buss, <i>Manager Sustainable Procurement, Queensland Government Chief Procurement Office</i>
2.00-2.40pm	<b>Managing Your Supply Chain</b> <ul style="list-style-type: none"> <li>&gt; Your role in the corporation's "Buy Cycle"</li> <li>&gt; Turning your supply chain into a supply cycle</li> <li>&gt; Reducing waste through 'take back' and remanufacturing</li> </ul>	Suzanne Little, Board Member of Sydney Metropolitan Catchment Management Authority. Board Director of Good Environmental Choice Australia
2.40-3.10pm	<b>Refreshment break</b>	

# Programme

**Sustainable Procurement in Action** 3rd August 2010

3.10-3.40pm	<b>Supplier diversity – an effective model for building company value and supporting Indigenous-owned business</b>	Natalie Walker, <i>Chief Executive, Australian Indigenous Minority Supplier Council</i>
3.40-4.15pm	<b>Identifying and Managing CSR Risks in your Supply Chain</b> <ul style="list-style-type: none"><li>&gt; Identifying risks</li><li>&gt; Implementing an ethical framework with suppliers</li><li>&gt; What are some of the challenges?</li></ul>	Janet Pursehouse, <i>National Merchandising Manager, Corporate Express Australia Limited</i>
4.15-4.55pm	<b>Interactive Q &amp; A Session</b> <ul style="list-style-type: none"><li>&gt; Measuring and Selling the Benefits of adopting Sustainable procurement practises.</li><li>&gt; Balancing sustainability with other business requirements/needs.</li></ul>	Panel Session Facilitated by Allan Leibowitz, <i>Editor, Procurement Professional</i>
4.55-5.00pm	<b>Closing Remarks</b>	
5.00-6.00pm	<b>Drinks &amp; networking reception</b>	

## 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](mailto:andrew@bttbonline.com)**

# Registration Form

## Sustainable Procurement in Action

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](mailto: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](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 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 21st 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](mailto:andrew@bttbonline.com)

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