

# The 4th CIPS NZ Strategic Procurement Forum

15th June 2010  
SkyCity Convention Centre Auckland

Addressing Today's  
Professional Agenda for Procurement

CIPS Australia



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# The 4th CIPS NZ Strategic Procurement Forum

Featuring streamed seminars for the first time, The 4th CIPS NZ Strategic Procurement Forum returns to its regular home at SkyCity Auckland on 15th June. With a programme featuring contributions from senior practitioners, providing both theoretical and case study examples of good procurement in practice, we anticipate that this year's NZ conference will build even further on the success of the previous three years.

## Streamed Seminars

In order to provide the NZ procurement community with a greater choice of sessions, we have introduced two streams of four seminars during the day. Delegates may select their seminars individually: for example, 1a, 2b, 3a, 4b

## About the CIPSA Strategic Procurement Forum Programmes 2010

The gradual reflation of the economy following the global financial crisis has diluted much of the 'cost only' thinking of last year.

Of course, procurement professionals know that 'It's not just about COST', but stakeholders can be forgiven for being myopically focused on cost during such challenging times.

But the professional agenda in its fullest form is now relevant again. CIPSA professional agenda 'wheel' published in the April 2010 *Procurement Professional* magazine. Highlights the five areas of greatest challenge for the

profession in this region. It elaborates on the 25 topics that most challenge our profession currently. These issues are back on the table and represent real challenges facing the profession. Indeed, some have proved resilient foes and represent compelling issues that need to be addressed proactively. These are not idle lines from a job description, but real issues in most procurement managers' in-trays.

Each of the four strategic procurement forums within the 2010 CIPSA conference series will include a keynote speaker who will address one aspect of each of these FIVE challenging areas:

- > Driving procurement led solutions;
- > Ensuring socially responsible procurement;
- > Reducing supply chain vulnerability;
- > Managing the organisational interface;
- > Professionalising procurement.

In addition, a wide range of relevant case studies, local initiatives and practical contributions will complete each programme, together with the return of formal Q&A sessions and other innovative slots designed for delegates to get the best out of each event.

I look forward to seeing you in Auckland.

## Jonathan Dutton, FCIPS

Managing Director  
CIPS Australasia



## The 4th CIPS NZ Strategic Procurement Forum - Programme 15th June 2010

Time	Session	Speaker
7.45-9.00am	<b>Registration &amp; coffee</b>	
9.00-9.20am	<b>The Professional Agenda for Procurement Today</b>	Jonathan Dutton FCIPS, <i>Managing Director, CIPS Australia</i>
9.20-9.55am	<b>The New Zealand Government Procurement Reform Programme</b>	Chris Browne, MCIPS <i>Chief Advisor, Government Procurement Development Group, New Zealand Ministry for Economic Development</i>
9.55-10.30am	<b>Managing Supply Chain Vulnerability</b>	TBC,
10.30-11.00am	<b>Refreshment break</b>	
11.00-11.45am	<b>Seminar Stream 1</b>	
11.45-11.50am	<b>Break to switch sessions around</b>	
11.50-12.30pm	<b>Seminar Stream 2</b>	
12.30-1.30pm	<b>Lunch</b>	
1.30-2.10pm	<b>Seminar Stream 3</b>	
2.10-2.15pm	<b>Break to switch sessions around</b>	
2.15-2.50pm	<b>Seminar Stream 4</b>	
2.50-3.20pm	<b>Refreshment break</b>	
3.20-3.50pm	<p><b>Managing the Organisational Interface</b></p> <p>Managing the organisational interface is essentially the systematic control and manipulation of all communications that support a process. It is critical that interactions between people be managed and carefully co-ordinated to avoid incidents resulting from misunderstandings and lack of information. How many times have you worked tirelessly for months to build a relationship only to see it destroyed by someone who wasn't kept in the loop or conditioned to behave in the manner consistent with the expectation?</p> <ul style="list-style-type: none"> <li>&gt; Understanding what we are trying to manage and why.</li> <li>&gt; Creating a profile of needs to manage the interface.</li> <li>&gt; Learning from "Sir Humphrey".</li> </ul>	Stephen Rowe FCIPS, <i>CPO, Parmalat</i>
3.50-4.20pm	<p><b>Procurement-led Business Solutions:</b></p> <ul style="list-style-type: none"> <li>&gt; Procurement flight of fancy or true value-add?</li> <li>&gt; What are procurement-led business solutions?</li> <li>&gt; How to identify potential opportunities.</li> <li>&gt; Becoming a valued business partner.</li> </ul>	Andrea Gregory MCIPS, <i>Group Procurement Officer, Telecom New Zealand</i>
4.20-5.00pm	<p><b>Interactive Q&amp;A Session</b></p> <p>Opportunity for delegates to question our expert panel on a variety of subjects, either building on issues raised earlier in the day, or exploring new issues not addressed in the main programme.</p>	<p>Panellists: <i>Andrea Gregory, Stephen Rowe, David Callaghan</i> Facilitated by: <i>Jonathan Dutton</i></p>
5.00pm	<b>Closing remarks</b>	Jonathan Dutton
5.00 - 6.00pm	<b>Drinks &amp; networking reception with NZ committee</b>	

**Seminar Stream 1 - 11.00-11.45am****Seminar 1a After the Analysis...**

You have completed a spend analysis, what's next? Does it give you the right information to get started or have you fallen into the trap of Analysis Paralysis? Quadrem will discuss the right way to design a spend analysis for maximum results and then share some examples of successful programmes that really made a difference.

Roger McNeill,  
*Global Director -  
Procurement & Supply  
Chain Services, Quadrem*

**Seminar 1b Sustainable Procurement in Action**

An overview of the sustainable procurement tender process (a four-stage model). A review of 'in use' sustainable procurement assessment resources (what they are, what they cover and how they work). Who they are designed for (the tendering organisation, the tender respondent and the tender assessor) A run through the sustainable procurement evaluation process. Copies of all resources developed for instant use. Some real-life case studies of these sustainable procurement resources in use.

Michael Field,  
*Sustainability Manager,  
Manager of Corporate  
Sustainability,  
Procurement, Energy  
Management and Fleet  
Management Groups,  
North Shore City Council*

**Seminar Stream 2 - 11.50-12.30pm****Seminar 2a `Contract Law Update`**

The latest views from the Courts on the status of heads of agreements and other types of agreements to agree, Recent developments in the laws relating to tendering The latest views from the Supreme Court on the interpretation of contracts (the 'BOPE and Vector' decision). Attending this session will provide an update and refresher on key principles of contracting which all those involved in procurement should be aware of.

Mark Williamson,  
*Partner,  
DLA Phillips Fox*

**Seminar 2b What Category Management Means to PricewaterhouseCoopers (Australia)**

David Callaghan,  
*Executive Director  
Business Solutions,  
PricewaterhouseCoopers*

**Seminar Stream 3 - 1.30-2.10pm****Seminar 3a Building and Maintaining Trust through Understanding Stakeholder Relationships**

This presentation contrasts two projects and the effect of different contractual arrangements on their respective supply chains, to show how an attitude of sharing risk and a focus on building and maintaining robust relationships can lead to more efficient project delivery.

- > Description of Wembley Stadium construction and supply chain;
- > Description of Heathrow Terminal 5 construction and the integrated delivery teams;
- > Comparisons and lessons from these projects;
- > A focus on understanding who matters;
- > Building relationships through targeted, appropriate and purposeful communication.

Dr. Lynda Bourne CEO,  
*Stakeholder Management  
Pty Ltd*

**Seminar 3b Evaluating Tenders**

A practical how to session on various approaches to tender evaluations leveraging lessons from the speaker's involvement in a diverse range of past complex and successful evaluations. Topics to be covered include:

compliance (commercial, technical and financial); how to assess overall value-for-money alternative approaches and recent innovations; managing the process; and team input to get it done quickly and effectively the importance of due diligence to avoid being over-sold by sales-orientated responses.

Peter Macfarlane,  
*Director,  
Grosvenor Management  
Consulting*

**Seminar Stream 4 - 2.15-2.50pm****Seminar 4a Case Study: The University of Auckland's E-procurement Journey**

In 2006, the University of Auckland took its transaction processing to a new level by integrating with the Conexa Trading Network. This case study, with a particular focus on the challenges of purchasing services, will examine the journey, the lessons that have been learned and the benefits that have accrued.

Lee Merwood  
*Manager Business  
Services Financial Services  
Division, University of  
Auckland*

**Seminar 4b Professional Development opportunities in NZ today**

Professional development can serve as a strategic change management tool driving organisational capability. This seminar will discuss contemporary approaches to professional development within the procurement and supply chain discipline. It will also equip delegates with the value proposition to influence internal training budgets.

Topics covered:

- > Business case for professional development;
- > Five questions to determine professional development strategy;
- > Education opportunities in New Zealand (academic, reflective and experiential);
- > Non-assessed training opportunities;
- > Use of internal and external resources.

Angelina Pillai,  
*Education Manager  
& Edward Rayner  
Head of Training  
CIPSA*

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## CIPS Australasia 2010 Conference Programme

The 5<sup>th</sup> CIPSA Public Sector Procurement Forum  
27<sup>th</sup> - 28<sup>th</sup> May 2010  
The Hyatt Hotel - Canberra

The 4<sup>th</sup> CIPS New Zealand  
Strategic Procurement Forum  
15<sup>th</sup> June 2010  
SkyCity Convention Centre - Auckland

The CIPSA Strategic Procurement Forum  
4<sup>th</sup> August 2010  
The Novotel Langley - Perth

The 6<sup>th</sup> CIPSA Annual Conference  
13<sup>th</sup> - 14<sup>th</sup> October 2010  
Crown Convention Centre - Melbourne

The 1st CIPS NZ Public Sector  
Procurement Forum  
18<sup>th</sup> November 2010  
The James Cook Grand Chancellor Hotel,  
Wellington

## Special Interest Forums

Exact dates and venues TBC

Low Cost Country Sourcing (LCCS)  
27<sup>th</sup> July - Sydney

Outsourcing Procurement  
28<sup>th</sup> July - Sydney

Green is the New Black  
3<sup>rd</sup> August - Melbourne

The 1st NZ Public Sector Procurement Forum  
16<sup>th</sup> November - Auckland

Use of Technology in Procurement  
25<sup>th</sup> November - Sydney

Put the dates in your diary and look out for full programme releases at [www.cipsaconferences.com.au](http://www.cipsaconferences.com.au)

# Registration Form

## The 4th CIPS NZ Strategic Procurement Forum

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 - A\$895  
Non-member rate - A\$995

### Early Bird Rate

Book and pay before the 14th May and receive a discount of A\$100

### Seminar Choices

Please select the seminars you would like to attend. This will not restrict you to attending his seminar if you subsequently change your mind, but it will assist us to allocate the right sized rooms to relevant seminars.

- Seminar Stream 1:  a  b      Seminar Stream 2:  a  b  
Seminar Stream 3:  a  b      Seminar Stream 4:  a  b

### Other Discount categories

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

### Group Bookings and Discounts

If you are registering more than two delegates from your organisation the following discounts will apply.  
3-5 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.

### Accommodation

SkyCity have offered the following preferred rates for delegates attending the 4th CIPS NZ Strategic Procurement Forum:

**SkyCity Grand**  
\$185.00 including GST per city view luxury room, per night

**SkyCity Hotel**  
\$145.00 including GST per deluxe twin room, per night  
\$175.00 including GST per premium room, per night

To book phone 09 363 6000

### 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 1st June 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)