

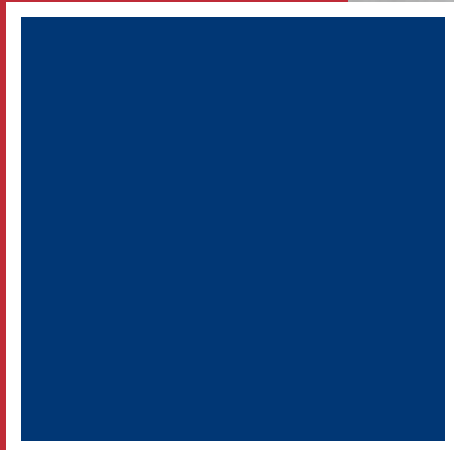
The CIPSA Strategic Procurement Forum

18th May 2010
The Royal on the Park, Brisbane

CIPS Australia



Addressing Today's
Professional Agenda
for Procurement



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Official
Publication

PROCUREMENT
PROFESSIONAL

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 focussed on cost during such challenging times.

But the professional agenda in its fullest form is now relevant again. The professional agenda wheel published by CIPSA in Procurement Professional magazine issue 23 in February 2009 highlights the five areas of greatest challenge for the profession in this region. It elaborates into 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 key note 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 Brisbane.

Jonathan Dutton,

FCIPS Managing Director CIPS Australasia



About our Sponsors

Vertical Talent is the most trusted name in Procurement & Supply Chain recruitment throughout Australia and the APAC region. As part of the Drake organisation, we operate globally in nine countries and have 23 branch locations.

With an intimate understanding of Procurement, Vertical Talent reduces both risk and total cost of making an external hire.

We are committed to values of pride, integrity and innovation coupled with our continual support of Procurement and Supply Chain professionals.

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Time	Session	Speaker
7.45am-9.00am	Registration & Coffee	
9.00am-9.10am	Official welcome MC	Jonathan Dutton FCIPS, Managing Director CIPS Australia
9.10am-9.50am	Managing Supply Chain Vulnerability: <ul style="list-style-type: none"> • Developing procurement agility to manage volatile markets • Balancing act - the trade-off between a robust and lean supply chain • Assessing vulnerable suppliers 	David Henchcliffe MCIPS, CPO, Santos
9.50am-10.30am	Managing the organisational interface: Managing the org 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 coordinated 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? <ul style="list-style-type: none"> • Understanding what are we trying to manage and why. • Creating a profile of needs to manage the interface. • Learning from "Sir Humphrey". 	Stephen Rowe FCIPS, CPO, Parmalat
10.30am - 11.00am	Refreshment break	
11.00am- 11.40am	Professionalising the Profession	Derrick Hansen, General Manager Operations Australia East, Rio Tinto
11.40am-12.20pm	Procurement Led Solutions Case Study: The ENERGEX Prequalification Scheme <ul style="list-style-type: none"> • Why Prequalification • What we mean by Prequalification • The foundation Concepts required to develop a successful Prequalification Scheme • Key ways to use technology to advance Prequalification Principles 	Sharyn Scriven, Group Manager Procurement & Nicholas Manolis Procurement Specialist, Procurement Program & Strategy Energen
12.20pm - 1.20pm	Lunch	
1.20pm - 1.55pm	Growing synergy taking cost out of the organisation structurally, through collaboration, aggregation & capturing synergies; especially post-acquisition	Stephen Sherwood MCIPS Executive Manager Governance and Frameworks, Group Procurement, Suncorp
1.55pm - 2.30pm	Case Study: Sustainable Procurement in QLD Government	Vivienne Bus, Manager Sustainable Procurement, QGCPO
2.30pm-3.05pm	Procurement Benchmarking with collaboration - is the extra effort worth it? The Australian public health jurisdictions have trialled category benchmarking through a collaborative approach and are now looking to expand this initiative.† There have been a number of challenges but the resulting learning, examination and analysis of results reveals real benefits. Hear about the experience from Queensland Health's perspective, covering areas such as: <ul style="list-style-type: none"> • framework adopted and processes followed • resourcing and data needs • lessons and gains • future strategies 	Bill Stewart, Senior Director Health Services Purchasing & Logistics, Queensland Health
3.05pm-3.35pm	Refreshment break	
3.35pm - 4.10pm	Modern e-Catalogues, Value for both Buyers and Suppliers' Electronic catalogues have undergone a substantial revolution over the past decade and are no longer relegated to simple approved product lists, sitting in Excel or a dusty corner of the ERP. Quadrem will discuss strategies where e-catalogues are: <ul style="list-style-type: none"> -Making it easy to find and purchase an approved product or service -Dramatically reducing P to P cycle time -Ensuring negotiated T's and C's are used as a matter of priority and -Invoice miss-match is significantly reduced lowering Accounts Payable Error rate and processing costs 	Roger McNeill, Global Director Procurement & Supply Chain Services, Quadrem
4.10pm - 4.50pm	Interactive Q & A Session 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.	Panellists David Henchcliffe, Stephen Rowe, Roger McNeill Facilitated by Jonathan Dutton
4.50pm - 5.00pm	Closing remarks	Jonathan Dutton FCIPS, Managing Director CIPS Australia
5.00pm - 6.00pm	Drinks & networking reception with QLD committee	

Registration Form

The CIPSA Strategic Procurement Forum Brisbane 2010

Name (Mr/Mrs/Ms/Miss) _____

Job Title _____ Organisation _____

Address _____

Suburb/town _____ P/code _____

State _____ Country _____

Phone _____ Mobile _____

E-mail _____

Conferences Options and Fees

- 1 Day Conference: CIPSA Member \$895 + GST = \$984.50
 Non-CIPSA Member \$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: 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

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 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 4th May 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. 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

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