

The CIPSA Strategic Procurement Forum Perth

4th August 2010
The Novotel Langley, Perth

CIPS Australia



STRATEGIC
PROCUREMENT
FORUM

Gold Sponsors:



The Perth CIPSA Strategic Procurement Forum

The annual CIPSA Strategic Procurement Forum in Perth returns to its traditional August date in 2010 and with an upturn in the fortunes of the WA resources sector, a return to the excellent attendance numbers of 2007 and 2008 is anticipated. With a programme addressing the key issues of the day, this event is the best opportunity of the year for procurement professionals in WA to hear from a high-calibre speaker line-up on the key issues impacting on the profession and to network with their peers.

Addressing Today's Professional Agenda for Procurement

Featuring contributions from senior practitioners, providing both theoretical and case study examples of good procurement in practise, the 4th CIPSA Strategic Procurement Forum in Perth provides WA procurement professionals with the perfect platform to hear latest thinking on key issues on the procurement agenda.

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 Perth,
Jonathan Dutton FCIPS,
Managing Director,
CIPS Australia



Programme

The Perth CIPSA Strategic Procurement Forum 4th August 2010

Time	Session	Speaker
7.45-9.00am	Registration & coffee	
9.00-9.10am	Official welcome Addressing Today's Professional Agenda for Procurement	Jonathan Dutton FCIPS, <i>Managing Director,</i> <i>CIPS Australia</i>
9.10-9.50am	Supply chain vulnerability at Worley Parsons <ul style="list-style-type: none"> > WP risk assessment approach to SCM > Practical day to day management of the supply chain: Case studies > End to end responsibility – right to the customer's door 	Alan Dunning MCIPS, <i>Manager, Procurement & Contracts. Worley Parsons</i>
9.50-10.30am	Improving the organisational interface "The Procurement Manager has to be a little bit of everything" <ul style="list-style-type: none"> > Continuous improvement. > Relationships and communications. > Leading change and driving performance. > Delivering outcomes that people want and that bring benefit to the business 	Namejs Kins MCIPS, <i>National Procurement Manager</i> <i>Automotive Holding Group</i>
10.30-11.00am	Refreshment break	
11.00-11.40am	Case Study: The Ultimate Deal, a Procurement Led Break Through <ul style="list-style-type: none"> > Challenging the normal accepted practice > Leveraging expertise > Uncovering the true costs of inefficiency > Understanding what drives the actions of various stake holders > Creating a genuine partnership where goals are aligned and benefits are shared 	Tony Davey, <i>Manager – Strategic Projects,</i> <i>Rio Tinto</i>
11.40-12.20pm	Professionalising the profession	Cliff Stagoll <i>Integration Lead</i> <i>Procurement & Inbound Logistics Western Australian Iron Ore</i> <i>BHP Billiton</i>
12.20-1.40pm	Seated Lunch	
1.40-2.20pm	Socially Responsible Procurement	Mark Ingram, <i>Executive Director,</i> <i>Business for Millennium Development</i>
2.20-3.00pm	Post GFC procurement strategies <ul style="list-style-type: none"> > Is the worst over or do our strategies still need to reflect the upheavals of the last 2 years? > How will this impact on supply? > What are the risks and how do we assess their effect? > What strategies can we adopt to manage the risks and improve long term outcomes? > What are the initial steps to develop the required strategies? 	Clive Nielsen MCIPS, <i>Regional Manager WA</i> <i>Portland Group</i>
3.00-3.30pm	Refreshment break	

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The Perth CIPSA Strategic Procurement Forum 4th August 2010

3.30-4.10pm	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	Christoph Guettinger, <i>Operational Account and Consulting Manager, Quadrem</i>
4.10-5.00pm	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.	Facilitated by: <i>Jonathan Dutton</i>
4.50-5.00pm	Closing remarks	Jonathan Dutton
5.00 – 6.00pm	Drinks & networking reception with WA committee	

About our Gold Sponsors



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Registration Form

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

Early Bird Discount

Book and pay before 21st June to receive a discount of \$110 (inc GST)

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 20th 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
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