



CIPSA SPECIAL INTEREST FORUM

The Procurement Analysts' Forum

The Bayview Eden, Albert Park. Melbourne

7TH MARCH 2012

CIPS Australasia



CIPSA SPECIAL INTEREST FORUM

The Procurement Analysts' Forum

Procurement Officers and Procurement Analysts can too often become the “forgotten people” of the procurement community. Usually, an entry-level procurement role, the analyst’s role is often seen as a stepping stone to bigger and better things. So what must the analyst do to advance and how can they best deliver value to their organisation in the meantime?

This forum has been developed at the suggestion of the CIPSA Steering Group to explore the role of the analyst and the skills, knowledge and experience they should be looking to acquire or develop to fast-track their career development.

Procurement practitioners require an array of skills - hard skills, soft skills, domain expertise, strategy development, business case development, relationship management, negotiating and influencing skills, to name but a few. But which of these are most important for the young procurement professional in an analyst’s role?

Of course, the analyst’s role is not just about career development! While this may traditionally be a junior role, there is still significant scope for the analyst to deliver value to the organisation.

Through a series of presentations and case studies, this programme will equip analysts with a better understanding of what they require to progress their careers. The programme will:

- > Identify what the CPO wants from the analyst;
- > Detail tools and techniques required to progress quickly;

- > Provide an insight to the type of work experience required to enhance capability;
- > Show you how to prepare yourself for the next step;
- > Explain how to develop your own personal brand;
- > Highlight the value and need to invest in your own professional development;
- > Provide the opportunity to hear other procurement professionals share their experiences and development journey.

Throughout the day, delegates will be able to book professional development consultations with CIPSA staff to examine the most appropriate pathways for their own professional development.

Do you lead a programme team?

If you are a CPO or leader of a procurement team, you will also benefit greatly by attending this conference, through obtaining a better understanding of what is required to develop and retain your more junior team members, and what you need to equip them with immediately to ensure that they are rapidly helping you develop your procurement capability.

Nigel Wardropper

Event Director

Sam Neve MCIPS

Conference Producer

CIPSA Conferences

CIPSA SPECIAL INTEREST FORUM

The Procurement Analysts' Forum

Sponsorship Opportunities:

CIPSA Conferences provide suppliers with a unique 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. Special Interest Forums, by their very nature, deliver an extremely targeted audience.

For full details on available options please contact:
Andrew Wynn,
Sales Manager CIPSA Conferences
Ph. 07 5644 0510 or email: andrew@bttbonline.com

Are you a CIPSA Member?

Join CIPSA or renew your membership with CIPSA Conferences

New Members

In order to make it easier for non-member delegates to become CIPS Australasia members, the joining fee can now be included in the conference fee.

Non-member delegates attending a one-day CIPSA Conference and paying the non-member rate will only need to pay an additional \$110.00 to become a CIPSA member.

Non-member delegates attending a two-day CIPSA Conference and paying the non-member rate will automatically qualify for a CIPSA membership.

Renewals

To make life easier for existing members, CIPSA Conferences are also able to process membership renewal fees with conference bookings - all on the same invoice.

If you are an existing member who wishes to include the cost of the annual membership with your conference fee, then please:

Add \$285 to the conference member rate in the amount payable box. Tick the relevant box on the registration form saying you wish to renew your membership submit your CIPS membership number in the relevant field

Notes:

Your renewed 12 month subscription will run from your existing expiry date. For example, if you had 3 months to run on your existing subscription, then by renewing with CIPSA Conferences, you will have 15 months to run on your renewed subscription. Please note that your tax invoice will not mention the subscription renewal - only the conference. You will be contacted by CIPSA to confirm that your new membership or renewal has been processed. If you have any queries regarding the joining or renewal process via CIPSA Conferences please contact us on Ph. 07 5644 0505 or email: cipsaregos@bttbonline.com

The Procurement Analysts' Forum PROGRAMME

Time	Session	Speaker
7.30-9.00am	Registration & coffee	
9.00-9.10am	Official welcome and introduction from MC	Jonathan Dutton FCIPS Managing Director CIPS Australia and New Zealand
9.10-9.50am	What does the CPO look for from the Procurement Analyst <ul style="list-style-type: none"> > SQECs (Skills, Qualifications, Experience and Competencies) - knowing the difference between them; > Chemistry and how much it matters; > Initiative, drive, and ambition - the right dose of each; > Defining what you would like to be famous for; > A practical tool for building your career - your first 'Professional Growth Plan' 	Craig Lardner FCIPS Procurement Advisory Services
9.50-10.30am	Brand Me – know your strengths to fast-track your career <ul style="list-style-type: none"> > Why your UVP matters > How to become a powerful influencer > How to make networking easy and fun (yes, really) > The neuroscience of managing self and others to achieve your goals 	Isabelle Phillips Director Mackerel Sky
10.30-11.00am	Refreshment break	
11.00-11.40am	CASE STUDY: Portland Group Hear what analysts coming into Portland will learn, and why this helps them progress quickly – both now and throughout their careers. <ul style="list-style-type: none"> > The tools, techniques & methodologies employed; > Portland training – what they do and how it helps; > Work experience for further capability development; > The Portland approach to career development, support and mentoring. 	Ashish Oberai Portland Group
11.40-12.10pm	Procurement Analysts: a Gen-Y Perspective <ul style="list-style-type: none"> > My first three years in procurement > The procurement learning curve and how to improve/expand skill set along the way CASE STUDY: Skills in action <ul style="list-style-type: none"> > What's next? Potential career opportunities after a procurement analyst role > Gen Y I know what I want - and I want it now 	Alexandra Strehl Procurement Specialist George Weston Foods
12.10-12.40pm	CASE STUDY: Rio Tinto Procurement <ul style="list-style-type: none"> > About Rio Tinto Procurement; > Changing careers into procurement > What I wish I knew when I first started > What to expect in procurement > Tips to succeed. 	Leigh McBean Analyst – Strategic Sourcing, Procurement Rio Tinto
12.40-1.40pm	Lunch	

The Procurement Analysts' Forum PROGRAMME

1.40-1.55pm	Australian qualifications in procurement – International recognition meeting local needs <ul style="list-style-type: none"> > Update on the professional development pathways to MCIPS; > University tertiary programme accreditations; > AQF qualifications in procurement 	Angelina Pillai Head of Education CIPSA
1.55-2.35pm	You're driving me crazy! Delivering value through enhancing the relationship <ul style="list-style-type: none"> > Understanding the diverse needs of various stakeholders; > SRM – the importance of tailoring a strategy; > Review the relationship, not just the performance. 	Marissa Brown Procurement & Logistics Specialist - Industrial & Energy Division Leighton Contractors PTY Limited
2.35-3.15pm	CASE STUDY: Santos Master Services Agreements (MSAs) are very common in the oil and gas industry (and to a lesser extent other industries). They are pre-agreed frameworks of contract terms and conditions that offer flexibility across acquisition of services procurement practitioners to focus on Scopes of Work and Pricing while minimising negotiation of non-commercial terms. <ul style="list-style-type: none"> > The presentation will cover the challenges in negotiating agreements with global players to meet local market conditions, covering future services across multiple locations for a given period whilst protecting the interests of both parties; > Not only applicable to oil & gas industry – the presentation will be of value to anyone considering setting up any form of supplier panel/ framework arrangement. 	Richard Peasgood Team Leader - Drilling, Exploration, Asia, WA & NT Procurement and Logistics Santos
3.15-3.45pm	Refreshment break	
3.45-4.30pm	Where does the analysts role sit and what you need to move on from it? <i>Q&A panel session</i> Facilitated by Jonathan Dutton FCIPS	<i>Panellists</i> Craig Lardner FCIPS Procurement Advisory Services Marissa Brown Leighton Contractors PTY Limited Odelle Brown Executive Director Evolve People
4.30-5.30pm	Drinks & networking reception <i>The CIPSA Steering Group will be invited to attend the conference and networking session to share their experiences with delegates</i>	

The Procurement Analysts' Forum Registration Form

NAME [Mr/Mrs/Ms/Miss/Dr]	
JOB TITLE	ORGANISATION
ADDRESS	
SUBURB	POSTCODE
STATE	COUNTRY
PHONE	MOBILE
EMAIL	

Options and Fees One day conference

- CIPSA Member rate \$984.50 [inc. GST]
 Non-member rate \$1,188.00 [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 Ph 07 5644 0505 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.

With regard to CIPSA Membership I would like to

All the Information/ fees are on page 3 of this Brochure

- Currently a Member Join CIPSA
 Renew Membership Neither

Do you have any special dietary requirements? (only complete if you do)

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 _____ CCV 3 or 4 DIGIT NUMBER ON THE BACK OF THE CARD

SIGNATURE _____ EXPIRY DATE _____

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 5644 0505 or email: cipsa@bttbonline.com

- I require a tax invoice to raise a cheque or eft payment.
(Do not tick this box if you wish to pay by credit card)

ALL PRICES INCLUSIVE OF GST

How to Register

There are 5 ways you may register

- 1) Complete form & fax to: **07 5644 0501**
- 2) Online: **www.cipsaconferences.com.au**
- 3) By email to **cipsaregos@bttbonline.com**
- 4) By telephone on **07 5644 0505**
- 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 23rd February 2012 and will incur an administration charge of \$165. 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 Ph 07 5644 0510 or Email andrew@bttbonline.com

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