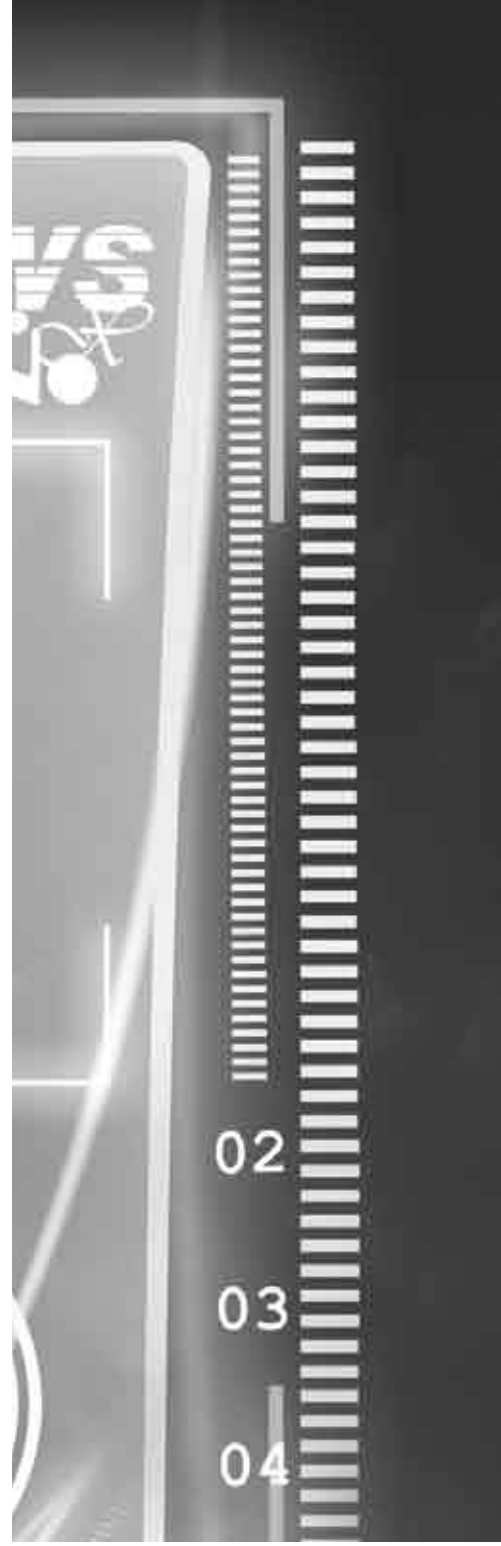


Use of Technology in Procurement

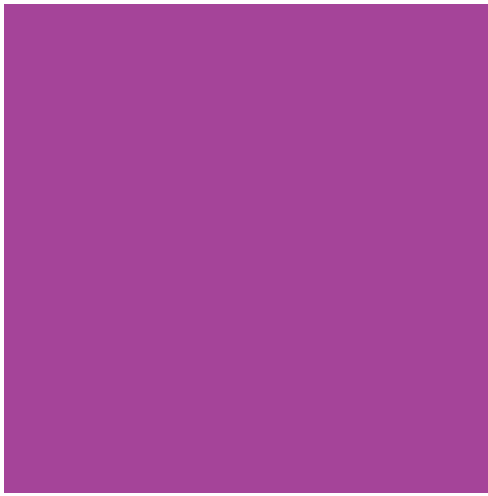
25th November 2010

The Dockside Rooms, Cockle Bay Wharf,
Darling Harbour. Sydney

CIPS Australia



FUTURE TECHNOLOGY



**SPECIAL
INTEREST**
FORUM

Forum Sponsors:



SPECIAL INTEREST FORUM

About Use of Technology in Procurement

CIPSA have long identified that there are three important levers to increase procurement capability – people, process and technology. While much activity has been focussed on the first two components, this is the first time – using our new Special Interest Forum format - that CIPSA have sought to provide advice, analysis and education on technology and how it can be deployed to improve procurement performance.

There are numerous technologies out there designed to support the procurement profession, but which is right for you and your organisation? What are the opportunities for you to improve processes, decision-making, measurement, management and - most importantly – outcomes? How do you ensure that you will get the best results from a technology deployment and how do you avoid creating a “white elephant”? How do you make the business case for deployment and measure the benefits?

After extensive research, CIPSA Conferences have developed a programme that examines the key technology-related issues in the main conference programme, while allowing delegates dedicated time to view presentations of a range of technology solutions.

The Conference Programme

Where practicable, we have sought to illustrate the key technology-related issues through case studies from practitioners who have real experience of implementing and working with procurement support technology solutions. The case studies will be complemented by “expert” presentations from consultants with specific knowledge of relevant subjects. Among the key technology-related issues we will examine are:

- > Evaluating, selecting and implementing solutions;
- > Project management – from design to implementation;
- > Managing the change process;
- > Improving visibility of spend and supplier management;
- > Re-engineering the process to “close the loop”;

- > Realising, measuring and demonstrating benefits.

Concluding with an interactive panel discussion, this programme will allow delegates to draw on the vast experience of a wide range of practitioners and technology experts to ensure that they are better positioned to achieve the best outcomes for their organisation.

Technology Viewing Time

While the technology-related business issues will be addressed during the main conference programme, our research strongly indicated that delegates would value the opportunity to view real-time demonstrations of different technology solutions.

We have therefore built time into the programme to allow delegates the opportunity to join with their peers to view up to eight different, short technology presentations during the day. Utilising the exhibition space at the conference, delegates will be invited to break into small groups to view the presentations, with the bell sounding every 15 minutes to move the groups on to the next presentation they wish to view.

If, after viewing the presentation, delegates have further questions they wish to explore with the technology providers, they will have time to do so during the refreshment breaks throughout the day.

Given their specialist nature, it is not envisaged that Special Interest Forums such as “Use of Technology in Procurement” will be staged more than once every few years. If you are considering implementing technology, have already done so and want to do it better, or are simply wanting to improve the capability of your procurement function, then I would encourage you not to miss this unique opportunity.

I look forward to seeing you in Sydney,

Nigel Wardropper - Event Director
CIPSA Conferences

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Visa Commercial Solutions enable private sector and government entities of all sizes to streamline payment processes, manage information and supply chain and reduce administrative costs. Recent additions to the Visa Commercial product set are Visa IntelliLink Spend Management, for online expense management & reporting and Visa PerformSource, designed to expand an organisation's commercial card program.

For more information, visit www.visa.com.au



Ariba, is the leading provider of collaborative business commerce solutions. Ariba enables more efficient and effective buying, selling, and cash management by combining industry-leading software as a service (SaaS) The Ariba Commerce Cloud delivers everything needed to control costs, increase sales, minimize risk, and enhance cash flow and operations. More than 300,000 companies, including more than 80 percent of the Fortune 100, use Ariba's solutions.



Basware is the global leader in purchase-to-pay solutions with more than 1,500 customers and 1,000,000 users in over 50 countries around the world. Basware solutions enable organisations to reduce the cost of buying goods and services and gain visibility and control of their entire spending process. From contract management, purchasing and supplier collaboration to invoice automation, organisations can use Basware solutions to automate manual processes that are often time consuming and prone to errors.

Basware's Enterprise Purchase to Pay suite includes:

- > e-Procurement (catalogue and non-catalogue spend management),
- > Accounts Payable Invoice Automation (scanning, e-Invoicing, automatic order matching, contract matching, exception workflow, posting and archiving),
- > Connectivity Services (electronic exchange of purchasing messages, e-Invoicing and outsourced scan and capture service).

The solutions complement and integrate seamlessly with existing ERP systems, providing organisations with a mix of best-of-breed technologies to meet their constantly changing business needs.

For more information, visit www.basware.com

SPECIAL INTEREST FORUM

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Emptoris is recognised by both professional procurement practitioners and industry analysts as the premier global provider of strategic supply and enterprise contract management software applications and services.

Our suite of strategic procurement solutions is valued by our customers for its best-in-class functional capabilities across the entire range of applications which include:

- > Spend Analysis
- > Sourcing
- > Contract Lifecycle Management
- > Services Procurement
- > Supplier Risk Analysis

Many of the world's largest companies and brand names rely on Emptoris both to mitigate supplier and contract risk and to achieve sustained savings. As part of its global growth initiative, Emptoris has now established direct operational presence for Australia and New Zealand, with subsidiary office locations in Melbourne and Sydney.



Innovation in print is not new. However E-Bisprint has been able to take this innovation to a new level. Since 1998 when E-Bisprint introduced its trainee program to develop in-house I.T. solutions for printing applications. These applications have formed the basis of the Streamline Online™ range of products and services built by E-Bisprint. These unique products include build-a-brochure (web-2-print) application, press ads, transparent pricing systems, customised management reports, sophisticated fulfilment systems and automated inventory management. E-Bisprint also provides innovate marketing service which includes intelligence mailing applications, QR Codes and e-Books.

Confirmed Solutions Providers

The following solutions providers are currently confirmed as participating in the technology demonstrations. We are confirming additional exhibitors and sponsors in the next few weeks.

- > **Ariba International Inc**
- > **Visa Commercial**
- > **E - Bisprint**
- > **Basware**
- > **Emptoris Inc**
- > **Conexa**
- > **Open Windows Contracts**
- > **SERKO Online**
- > **Tradeinterchange**
- > **DecisionMAX**
- > **Oracle**
- > **Decideware**
- > **Purchasing Index Pty Ltd**
- > **Provade Asia Pacific**
- > **Quadrem**
- > **360Pro Procurement Portal**

If you are a provider of procurement or supply chain technology solutions and have not yet secured your position at Use of Technology in Procurement, please contact: **Andrew Wynn - CIPSA Conferences**
Tel. 07 5502 7326 or email: andrew@bttbonline.com

Programme

Use of Technology 25th November 2010

Time	Session	Speaker
7.45-9.00am	Registration & coffee	
9.00-9.05am	Official welcome from MC	Allan Leibowitz Editor, Procurement Professional
9.05-9.40am	Evaluating, selecting and implementing solutions for procurement & supply Where to start your selection process and some tips for success. Drawing on some real case examples of these important decisions in some of the world's largest resources companies, Steve will discuss the following, focusing particularly on contract management and spend analytics solutions.... <ul style="list-style-type: none">> Selecting the appropriate solution<ol style="list-style-type: none">1. How to commence a broad search and then zoom in on the critical options and decisions2. What are some of the key considerations for process, users and technology3. Considering integration and interoperability of solutions> Ensuring a smooth implementation (on time and on budget!)<ol style="list-style-type: none">1. Ensuring you know what you are doing (have you done this before ?)2. Should you get help or do it yourself ?3. Project management, project team development etc.	Steve Mardon Procurement Systems and Process expert
9.40-10.15am	Case Study – Achieving full spend visibility at Fonterra Joanne will take you on the journey that Fonterra has taken to achieving full visibility of spend across the organisation using a SaaS Spend Analysis Solution. The session will take you from the initial concept to the final implementation and share the key learnings, both good and bad.	Joanne Davenport Procurement Manager Shared Services and Indirects, Fonterra
10.15-10.30am	Refreshment break	
10.30-11.30am	Technology Viewing Time	
11.30-12.05pm	Procurement Technology - managing the change process The importance of change management can easily be overlooked when implementing a new technology. However, it is often the single biggest reason for the success or failure of a project, regardless of how well the "technical" implementation is carried out. This session will present the lessons learned from the global rollout of a contract management system, including: <ul style="list-style-type: none">> Understanding the current procurement environment and identifying the processes and stakeholders that would be affected by the change;> Working side-by-side with stakeholders to map existing processes to the new environment and minimise uncertainty;> Engaging with key stakeholders to drive systems uptake and generate buy-in across the organisation;> Looking beyond the user interface to understand how the technology will really work in their procurement context.	Michael Kirk Managing Director, The Faculty

12.05-12.40pm	<p>Use of technology to simplify Preferred Supplier Panel management - A Case Study from NSW Local Government Procurement (NSW LGP)</p> <p>NSW LGP recently launched a new SaaS Solution (VendorPanel) to provide 160+ councils with easier access to Preferred Supplier Panels, increase utilisation of these Panels, reduce administration and get better visibility of supplier engagements (before they happen). This presentation will cover:</p> <ul style="list-style-type: none"> > The drivers for change – how the opportunity was identified and a solution selected; > Strategies used and lessons learnt in the implementation of new technology across 160+ organisations; > Exploring the question – does real-time visibility of sourcing activity help procurement teams reduce risk and add strategic value? 	<p>Brian O'Mara CEO NSW Local Government Procurement</p> <p>James Leathem Managing Director, Magnetized Markets</p>
12.40-1.20pm	Lunch	
1.20-1.55pm	<p>Use of Analytics in Procurement Decision Making</p> <p>How procurement will benefit by the use of analytics for decision making: The state of the art.</p> <ul style="list-style-type: none"> > The analytics maturity continuum in procurement; > Challenges and best practices in implementing analytics; > Future of procurement analytics. 	<p>Dr. Raj Dhawan Supply Chain Management, Accenture</p>
1.55-2.30pm	<p>Realising, measuring and demonstrating benefits from implementation of technology in procurement</p> <p>The implementation of technology in procurement begins like any good procurement project with identification of the value outcome required.</p> <ul style="list-style-type: none"> > The drivers for technology in procurement – simple cost reduction or smarter long-term procurement – what to measure; > The accounting factor – problems associated with legacy systems and measuring outcomes in the short, medium and long term – how to measure; > Barriers to productivity improvements > A comparison of the benefits of two systems – 20 years apart many similarities. 	<p>Gerry Allen MCIPS Manager Tendering and Contracts, Aurora Energy</p>
2.30-3.30pm	Technology Viewing Time	
3.30-3.45pm	Refreshment break	
3.45-4.15pm	<p>Closing the Loop</p> <p>How Boral use technology in procurement to effectively close the loop from requisition to payment.</p>	<p>Chao Cheng-Shorland Oracle Solutions Architect, Boral</p>
4.15-4.55pm	<p>Interactive Q & A Session</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>Facilitated by: Allan Leibowitz Editor, Procurement Professional</p>
4.55-5.00pm	Closing Remarks	<p>Allan Leibowitz Editor, Procurement Professional</p>
5.00-6.00pm	<p>Drinks & networking reception</p> <p>A great chance to ask those final questions and build your networks</p>	

SPECIAL INTEREST FORUM

About our Speakers

Allan Leibowitz

Editor - Procurement Professional

Allan is a business journalist, broadcaster and facilitator. He has been editor of Procurement Professional for two years, and also edits Australia's leading category management publication, Business Travel Monthly. Allan's media career in Australia began with Business Queensland, the first regional business newspaper, which he edited for many years. He also spent time as a director and facilitator of Executive Roundtable, a business peer network. Besides degrees in Journalism and Psychology, Allan has an MBA, specialising in Marketing.

Steve Mardon

Procurement systems and process expert

Steve is an expert in systems and processes in procurement and supply chain. Steve has been instrumental in the leadership and development of systems used for procurement in the world's largest resources companies, having led the global procurement systems and process teams in both BHP Billiton and Rio Tinto. Steve has over 16 years' experience in purchasing and supply and has managed the transformation of key procurement processes including sourcing, contract management, transactional procurement, e-Procurement, analytics and master data management.

Joanne Davenport

Procurement manager – Shared services and indirects, Fonterra

Joanne is the procurement manager – shared services and indirects at Fonterra Co-operative Group Ltd in Auckland, New Zealand. Joanne has worked in procurement for 27 years, having worked in Nestle in the UK and Switzerland as global purchasing development manager where her achievements included introducing global buying, developing and implementing procurement technology solutions such as e-auctions, e-catalogues, e-supply chain, spend analysis and P-cards and running international

procurement training workshops before moving to New Zealand five years ago. Joanne is a member of the Auckland Regional CIPSA committee.

Michael Kirk

Managing director,
The Faculty Management Consultants

Michael Kirk is the managing director of The Faculty and has experience in procurement, technology, strategy and logistics across a range of industries. Michael is recognised as a trusted advisor to the commercial leaders of many of Australia's leading companies. He is regularly featured as a conference speaker and frequently conducts public and tailored training courses. Michael joined The Faculty after an extensive career with BHP Billiton, the world's largest resources company, including roles in Corporate, IT, and Transport and Logistics. He has an MBA from Melbourne Business School and an Honours degree in Electrical and Electronic Engineering from the University of Adelaide.

Brian O'Mara CEO

NSW Local Government Procurement

Brian is the general manager of NSW Local Government Procurement. Prior to this, he was with the Western Australian Local Government Association as commercial services manager, having worked in local government for five years and in the private sector for 10 years, consulting to large corporate clients on cost management and business improvement.

James Leathem

Managing director, Magnetized Markets

James is the managing director of Magnetized Markets, an Australian technology business that specialises in sourcing and marketplace applications. Previously, James was the practice leader for managed learning services and outsourced vendor management services within Talent2 Learning.



Dr. Raj Dhawan

Supply Chain Management, Accenture

Rajat Dhawan is a management consultant with Accenture's supply chain practice in Sydney. He specialises in supply chain management, including strategy development, sourcing and procurement, analytics and the implementation of large procurement transformation programmes. Raj holds a PhD in Business from the University of Sydney. Raj has consulted to a number of public and private sector organisations, helping them at a strategic level, project manage modules and redefine operational aspects of their business (process and systems), transforming them into high performing organisations.

Gerry Allen CSM, BCOM MTD MCIPS

Manager tendering and contracts,
Aurora Energy

Gerry Allen has extensive experience in procurement, with many years in the Royal Australian Air Force during which he was awarded a Conspicuous Service Medal in the Queen's Birthday Honours 1992 for the key part he played in the introduction of the first electronic purchasing system in the Australian Defence Force. After a period in local government in NSW, complemented by five years part-time in TAFE NSW developing and delivering procurement training, Gerry moved to a role with a Sydney-based company where he developed and delivered nationally accredited procurement training for private and public sector clients. In his current role, Gerry has implemented electronic tendering and contract management systems, which were extensively tested in the initial tendering activities for the Tasmanian, stage of the National Broadband Network.

Chao Cheng-Shorland

Oracle solutions architect, Boral

Chao is an Oracle solutions architect at Boral Limited, Australia's largest construction materials company. Chao has more than 17 years' IT experience and in-depth knowledge of Oracle e-Business Suite. Chao will be sharing her experience on how Oracle procurement modules can effectively support a large organisation's procurement processes.

Registration Form

Use of Technology in Procurement 25th November 2010 SYDNEY

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 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 13th November 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
FOR UPDATES VISIT: www.cipsaconferences.com.au