





SEMINAR PLANNER

Wednesday 21st September 2011

Key to Seminar Icons

	Keynote Session		Procurement Focus
	Supply Chain Focus		Case Study
	Public Sector Focus		Business Strategy
	Sustainability Focus		Software as a Service

9.30am-10.05am: Opening Keynote & Orientation Session



Procurement at a Crossroads: Back-Office Utility or Strategic Weapon? (Opening Keynote)

*- Bernhard Raschke, Partner - Procurement Transformation, PricewaterhouseCoopers
Mountbatten Room*



PWC's global Procurement Practice Leader, Bernhard Raschke, provides some high-level insights into the global drivers of building more effective procurement capabilities and the key challenges faced by senior decision-makers in this area.

Setting the scene for the rest of the day, this essential opening session will examine some of the big questions that still need to be asked as the global economy starts to recover... or not! The answers to these questions will be critical in deciding whether procurement simply evolves into an ultra-efficient back-office utility or transforms itself into a strategic business weapon.

Within this context, Bernhard will explore themes such as:

- Creating better aligned operating models
- Positioning procurement as a profit-centre
- Adding value through shared services and outsourcing
- Responding to external change and customer expectations
- Risk management
- Deploying new technologies to support these objectives
- The profile of successful CPOs in the future

10.20am-10.50am: Innovation Briefings



P2P: The Complete and Unified Process (Session A)

- *Jeremy Phillips and Angela Cain, Capita IB Solutions*
Wordsworth Room

Capita IB Solutions will discuss how, by viewing Purchase to Pay as a complete process, significant savings can be achieved without the need to invest in a new finance system.

Highlighting 'real world' implementations and methodology, mixed with software presentation, we will provide views on ways to achieve these savings whilst streamlining the approach to catalogue, order and invoice management.



Delivering Savings and Sustainability for Education (Session B)

- *Ronald Duncan, Chairman & Technical Director, @UKPLC*
Chaucer Room



Following the launch of the GeM marketplace for Universities and Colleges in August, the @Schools marketplace follows shortly on 1st of September. Both systems are the first national credit card only marketplaces, fully automating the procure-to-pay process delivering reduced administration costs along with prompt payment for suppliers.



The GeM team will explain how a national contract to transform procurement was successfully delivered on time and on budget. @Schools will show how a private sector initiative has transformed an entire sector purchasing and delivered savings and sustainability.



eCategory Management: Specialised Spend Categories Tackled with Catalogue Management Solutions (Session C)

- *Kelly Babbit, jCatalog UK*
Shelley Room



Catalogue Management and search solutions have become the critical interface for many procurement system users. This session looks across multiple global projects and examines how categories such as temporary labour, leased vehicles, hazardous goods, food, metals, and others are being managed through a single search interface and improving procurement systems.



Award-Winning Cloud Process for e-Procurement (Session D)

- *Lars Ringsby, Senior Vice President, eBuilder*
Abbey Room



Deregulation, pressure to cut costs while increasing services, EU directives (PEPPOL) - how can a public sector entity keep pace? Lars Ringsby, eBuilder's Senior Vice President, explains how Region Västtra Götaland, one of Europe's largest local government regions, rose to these challenges with the aid of eBuilder's Procurement Cloud Process.



"The Last 20 Percent" – Supplier Self-Service (Session E)

- *Vladimir Todorovic, Conexa*
Mountbatten Room



The "Pareto Principle" (aka 80/20 rule). We've all heard about it and work around it. P2P projects focus on the "top 20%" of the suppliers. This covers the majority of the spend, but it does not address areas hiding most of the cost. How best to address the "remaining 20%"? Self service!



11.05am-11.35am: Innovation Briefings



PLATINUM SPONSOR KEYNOTE

Spend Control & Cloud eProcurement: How to Achieve Rapid ROI (Session F)

- Joe Taylor, Director of Solutions, PROACTIS

Mountbatten Room



Do you feel pressurised to find speedy ways to reduce costs in document-driven procurement and purchase-to-pay processes? Are you struggling with continued tightening of budgets?



Join this fascinating session to learn how to build a business case that will contribute to the success of the organisation and deliver rapid ROI:

- Lay the foundation of procurement effectiveness by obtaining visibility and control of spend
- Focus on the purchasing process to eliminate off-contract and “maverick spend”
- Optimise the strategic sourcing process to maximise best value and cost savings
- Invest in SRM to build a supply base that delivers competitive pricing and performance
- Eliminate the daily activity and paperwork in AP that does not add value

Hear first-hand about best practice in Spend Control and eProcurement and how it can rapidly transform your procurement operations, improve efficiencies and deliver cash savings.



How can Technology help you use Information more Efficiently in your Procurement Processes? (Session G)

- Tony Pringle, Managing Director, Bureau van Dijk

Abbey Room



How effectively are you integrating external content with your existing supplier data? Can you take advantage of third-party applications to help you understand your own data better? Tony will illustrate how combining new and cloud technology with internal and external business intelligence improves efficiency, risk management and supplier insight.



Juggling the Balls of ICT Procurement (Session H)

- Dave Hartis, IT Services, Sunderland University on behalf of Mercato Solutions Ltd

Wordsworth Room



Procurement is a technical juggling act and Dave Hartis shares some success stories, methodologies and tools that are shaping the ICT of an institution at the forefront of technology amidst a very challenging fiscal environment. How do you beat the price out of buying ICT in a volatile marketplace?



Managing IT Costs Effectively (Session I)

- Ian McVicar, Managing Director, Lombard

Shelley Room

Over the last two years the UK economy has been on a bumpy ride. We take a look at the significant role that rapidly changing technology, and its financing, will play in turning the UK economy away from the negative growth figures that we have become accustomed to and in establishing UK PLC on the road to recovery.



Realising the Benefits of Integrated Travel and Expense Management (Session J)

- Matt Bray, Concur and Martin Lonsdale, Vertex Data Science Ltd

Chaucer Room



Continuing uncertainty in the economy means organisations continue to re-examine and streamline internal processes and develop innovative approaches to help drive employee behaviour, cut costs and manage suppliers. In this session, Concur together with Vertex Data Science Ltd client case study will discuss the benefits of integrating travel procurement and expense management all the way through to payment and reporting.

12.00pm-12.30pm: Executive Insights



Collaborative Business Commerce – How Suppliers and Buyers can work more Effectively (Session 2)

- *Alex Saric, Ariba UK Ltd*
Abbey Room



Alex Saric will share best practice on how buyers and suppliers can work more effectively, at the same time minimise risk, ensure compliance, and drive more savings.



Keeping the Tiger in the Cage: How can Systems help you Manage Supplier Risk? (Session 3)

- *Philip Gunn, Principal Consultant, Oracle Corporation UK Ltd*
Shelley Room



What does supplier risk mean to you? Today's economy is facing many challenges, with increased regulatory requirements, financial pressures, media scrutiny and unexpected environmental events. The need to manage relationships with your suppliers is now more important than ever. With this backdrop in mind, to what extent can systems help?



What can Procurement Software really do for my Organisation? – A Non Technical Update with SAP (Session 4)

- *Ron Needham – Vice President SAP Procurement Laboratories, SAP*
Wordsworth Room

It's well known that there is a plethora of procurement technology in the market place so naturally there's a lot of confusion as to what some of it can actually achieve for your organisation. Join this session to get an update on what procurement software is really out there, what it really does, as well as to learn about a procurement game changer or two.



Changing Trends in eProcurement (Session 5)

- *Sujeet Bhatt, Group Director, Nextenders (UK) Limited*
Mountbatten Room



There is a clear shift in the value proposition of eProcurement over the last five years - from plain vanilla supplier interface, eBidding and eTendering process to back-end automation processes, MIS and Business Intelligence. The presentation highlights the changing market needs and components of an ideal EU compliant next generation procurement solution.



12.45pm-1.15pm: Innovation Briefings



Mind the Gap: Get on Track for Spend Management Success (Session K)

- *Jonathan Betts, Science Warehouse Ltd*
Chaucer Room

Our work with leading organisations over the last decade has identified the key factors critical to successful procure-to-pay projects. Failure to address them results in a value gap between potential and actual benefits. This seminar will discuss how maximum value can be delivered via the active spend management approach.



Increasing your Supplier Network Value and Leveraging your Negotiation Power (Session L)

- *Jim Conroy, Agentrics*
Mountbatten Room



Agentrics customers have run some 180,000 negotiation events worth over 3 trillion dollars in spend and average savings of 10%. Find out what made these negotiations successful when Jim Conroy shares unique insights on how Agentrics customers have increased their supplier network using sophisticated approaches to leverage their negotiation power. Providing examples of best practice, Jim explains how winning e-Sourcing initiatives improve your sourcing efficiency and increase your purchase team's productivity.



P2P in the Cloud (Session M)

- *Peter Whent, Chief Executive, EGS Group*
Wordsworth Room



Cloud Computing is the buzzword on everyone's lips. It promises a brave new world of open, flexible and cost-effective services delivered online. Peter Whent, Chief Executive of EGS Group, will discuss its impact on e-commerce and purchase-to-pay, while unveiling exciting new initiatives. The presentation will also include a customer perspective from 4C Associates.



Procuring 'Awkward' Items Whilst Retaining Financial Control (Session N)

- *Tony Talliss, Director, Tritorr Limited*
Shelley Room



Any buyer worthy of the name, together with their Accounting Function, can procure and pay for 'straight forward items'.



But what about the other items - the complex 'awkward items'? The waist-high quarterly phone bill, the detailed car hire bills, the hospitality bills, the travel bills... and so on.

Services such as Visa Purchasing help to some extent. But you will need another approach for the 'awkward items' - particularly where data volumes are high.



Stop Leaking Cash – Improve Supplier Relationships and Contract Compliance through Purchase-to-Pay and e-Invoicing (Session O)

- *Basware UK*
Abbey Room



This seminar will demonstrate how purchase to pay collaboration and e-invoicing can vastly improve cash flow and spend under management.

- Gain full visibility and control over spend ensuring a complete real-time picture of cash flow
- Unlock working capital for greater financial agility
- Channel spend to preferred suppliers on improved terms & conditions
- Create better relationships with suppliers through improved financial performance

1.15pm-2.00pm: Lunch Break & Demonstrations in Exhibition Area

2.00pm-2.30pm: Lunchtime Keynote & Case Study



The Changing Face of Procurement 2011 (Keynote 6)

*- Jon Hansen, Principal, Procurement Insights / PI Window on Business Show
Mountbatten Room*



Broadcaster and industry commentator, Jon Hansen, presents a unique vision of how the purchasing function is being re-shaped by continual shifts of power within the global economy. Based on the critically acclaimed 'Changing Face of Procurement' concept that started to evolve in 2005, this latest update provides a thought-provoking insight into how the industry has changed and will continue to change, including what procurement professionals need to do to stay in step or risk being left behind.



Case Study: eProcurement Deployment in India's Largest State (Madhya Pradesh) (Session 7)

*- Anurag Shrivastava, OSD, Department of IT, Government of Madhya Pradesh on behalf of Nextenders (UK) Limited
Wordsworth Room*



As one of the largest states of India, rolling out eProcurement in Madhya Pradesh was a challenging task. However, the central Indian state has been able to successfully adopt the system across 55 departments with over 12,000 registered vendors and 30 live tenders at any given point of time. The presentation will talk about how the State achieved the task.

2.45pm-3.15pm: Best Practice in Action (Part 1)



Creating Efficiencies through Category Management (Session P)

*- Duncan Brock, Director, Future Purchasing on behalf of The Chartered Institute of Purchasing & Supply (CIPS)
Mountbatten Room*



By taking control of category management, procurement has the potential to unlock the value that is out there. This seminar will demonstrate how to make better decisions through category management and discuss our online category management toolkit.



Centralisation of Procurement within a Government Department (Session Q)

*- Neil Griffiths, Deputy Director of Procurement Services, Department of Health
Shelley Room*



In 2010 the Department of Health made a decision to centralise procurement within a single professional function, in order to improve controls and drive increased value for money from its commercial expenditure. Now 6 months into delivery of the centralised solution, Neil Griffiths will outline the key steps taken to achieve a successful outcome, and how procurement is adding value within the Department both now and into the future.



The Non-Technology Components of Effective SRM Programmes (Session R)

- *Shaun Evans, Procurement Strategy & Relationship Manager, Co-operative Banking Group*
Wordsworth Room



IT systems are only part of the equation when implementing a robust supplier management programme and the effectiveness of your system will be far more dependent on human factors than the technologies you choose to employ. In this illuminating session, Shaun Evans from The Co-Op examines the many benefits that can be achieved simply by changing your way of thinking around behaviours and strategies and the incremental benefits these can bring to areas such as supplier risk management.



Slash Costs with eBuilder's Travel and Expense Management Cloud Process (Session S)

- *Lars Ringsby, Senior Vice President, eBuilder*
Chaucer Room



How can you lower direct travel costs, speed employees' travel administration, ensure that your internal policies are followed, and achieve better travel spend analysis? Lars Ringsby, eBuilder's Senior Vice President, discusses why companies such as Volvo have chosen eBuilder's Travel and Expense Management solution.

3.30pm-4.00pm: Best Practice in Action (Part 2)



Case Study: Integrated Procurement & Supplier Management - Optimising Visibility for Customers (Session U)

- *Martyn Sherrington, Head of Procurement, SGP Property & Facilities Management*
Shelley Room



Facilities Management is a complex and often-critical supply chain, with the added dimension of direct client accountability. Find out how SGP's integrated procurement and supplier management team have been able to optimise visibility for FM customers through two innovative reporting tools: a Scorecard to measure individual supplier performance across eight KPIs and a Dashboard to provide a consolidated view of the performance of all suppliers.



Getting More from Your Suppliers through Effective SRM (Session V)

- *Dr. B. Farrington, Brian Farrington Ltd*
Mountbatten Room



- Q. Why would someone want to supply your organisation – excellently?
- Q. How can your organisation improve supplier performance?
- Q. What are the important things your organisation needs to do to make this work?

Stephen Ashcroft from Brian Farrington Consultants explains how effective Supplier Relationship Management (SRM) can help you to improve supplier performance and avoid adversarial behaviour, using numerous examples from the real world.



The Met Police: A Force in Modern Procurement (Session W)

- *Lee Tribe, Director of Procurement, Metropolitan Police*
Wordsworth Room



As London's largest employer, with over 50,000 employees, the Met Police is famed around the world and faces a unique set of procurement challenges. This fascinating presentation will examine modern procurement, its risks, challenges and opportunities, against the backdrop of UK Policing.

4.00pm-4.30pm: Networking Session



Meet The Speakers - Drinks Reception (Session Z)

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Finish your visit with an informal opportunity to meet speakers from throughout the day and network with other delegates over a complimentary glass of wine.

4.30pm: Event Closes