









## SEMINAR PLANNER - DAY 1: Wednesday 24th February 2010

### Key to Seminar Icons

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

### 9.30am-10.05am: OPENING KEYNOTE



#### **Preparing Procurement for Growth (Keynote 1)**

*Presented by George Lawrie, Principal Analyst, Forrester Research*

Procurement earned its stars in the teeth of one of the worse recessions in living memory. Renegotiation, waste reduction and cost cutting were on the top of the corporate agenda and secured visibility for procurement teams in the last 24 months. But now is the time for procurement executives to build on this success and prepare for growth. Forrester believes procurement teams need to reposition their skills and capabilities for the upturn. This presentation will explore:

- How procurement can build on its success in 2010
- What new skills and capabilities should procurement teams cultivate
- What are the new technology tools that can help them succeed

### 10.20am-10.50am: MORNING BREAKOUT SESSIONS



#### **Supply Chain Sanity (Session A)**

*Hosted by Trade Extensions*



Learn how powerful new techniques are enabling organisations to unravel the complexities of their supply chains and truly optimise them for the first time. Complex procurement projects need not generate unmanageable amounts of data and, with the right tools, it is possible to simultaneously source and optimise any multiple leg supply chain.



#### **Learn How Electronic Document Management Can Support the Business Processes (Session B)**

*Hosted by Modcomp Systems & Solutions*



Using case studies, Modcomp will show you the value of electronic document management in the typical organisation. We will identify the business functions that benefit most from paperless workflow processes, and indicate the probable cost savings a company could achieve. We will also demonstrate examples of document management solutions.





## **Maximising Competitive Advantage Through Procurement: The Business Case for An Emotionally Intelligent Workforce (Session C)**

*Hosted by Muika Associates Limited*

An analysis of top-level executives from global companies showed that strong Emotional Intelligence competencies distinguished 'stars' from the average. Muika explain how EI can be linked directly to Performance in the workplace, using six key metrics:

- Influence
- Team Leadership
- Organisational Awareness
- Self Confidence
- Achievement
- Leadership

## **11.05am-11.35am: MORNING BREAKOUT SESSIONS**



### **MarketPower® - A Leap Forward (Session E)**

*Hosted by MarketPower® - a Lateral Group Company*



A thought-provoking look at achieving better value marketing in today's environment, led by Jeremy Walters of Lateral Group, integrated communications innovators. He'll discuss media fragmentation and offer technology solutions for integrating communications more effectively. He'll also introduce a marketing communications model for achieving better results more quickly, using less resource.



### **Procurement Platforms for Progressive Businesses - Webmart's Technology Solutions (Session F)**

*Hosted by Webmart*



An introduction to Webmart – our ethics, background and future visioning. Defining the future of print procurement, demonstrating the sustainability of print and illustrating how we build trust and work at maintaining our customer relationships. A must-see for anyone serious about successful procurement in 2010 and beyond.



### **The Vital Role of Procurement in a Low Carbon World (Session G)**

*Hosted by Philip Emsley, Director, Green 2020 and James Pitcher, Climate Change Manager London Underground*



In this important session you will learn how to manage today's pressures including energy security, carbon emissions measurement and incoming legislation such as the CRCEES. More importantly you will learn about what is expected of the procurement professional of tomorrow with food, energy and water scarcity and new government targets.



## **12.00pm-12.30pm: LATE-MORNING KEYNOTES**



### **Developing an Advanced Competence in Purchasing & Supply (Keynote 2)**

*Presented by Professor Andrew Cox, Centre for Business Strategy & Procurement, Birmingham Business School*



Taking a structured approach to procurement is integral to developing robust supply chains, especially as the world starts to recover from nearly two years of economic volatility. In this visionary keynote, Professor Andrew Cox will offer a unique perspective on successful collaboration and risk management in purchasing and supply processes and the application of innovative techniques such as the IIAPS /Sourcematrix Methodology.



### **Putting Sustainable Procurement into Practice... Gradually (Keynote 3)**

*Hosted by Helmut Lusser / Peter Joyce, Global to Local*



Europe-wide, the public sector spends over 2 trillion Euros annually, presenting a huge opportunity to make society more sustainable by more selective sourcing. Product specifications are a key tool for introducing more sustainable alternatives into the market - ideally alongside more traditional products over several contract periods.

This session explains how more sustainable procurement should be implemented gradually to minimise risk in the supply chain, using case studies that include whole organisation approaches in the UK, the European Procura+ initiative and lessons from the EU IEE-funded SMART SPP project.

## **12.45pm-1.15pm: MORNING BREAKOUT SESSIONS**



### **What is the “e” in e-Procurement? A Discussion Around “Effective” Procurement in 2010 and Beyond (Session M)**

*Hosted by Procure4 Ltd and Trade Interchange Ltd*



An exploration of how people and technology together make for effective procurement and ensure efficiency of cost and process. Using relevant case studies from the retail and hospitality sectors, we will highlight how “joined up” procurement achieves objectives and will discuss the changes we anticipate during the coming decade.



### **Managing the Long Tail of Low Value Spend (Session O)**

*Hosted by Invapay Payment Solutions Ltd*



Invapay’s guest speakers will present thought leadership and innovation surrounding the procurement challenges that corporates face in day to day operations.

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## **1.15pm-2.00pm: LUNCH BREAK & DEMONSTRATIONS IN EXHIBITION AREA**

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## **2.00pm-2.30pm: LUNCHTIME KEYNOTES**



### **CIPS Certification – Awarding Best Practice Procurement (Keynote 4)**

*Presented by Mike Mari, Head of CIPS Certification, The Chartered Institute of Purchasing & Supply and Andrew Lawton-Smith, Director of Mercato/Probrand*



CIPS Certification is the recognised global accreditation for achieving excellence in an organisation’s procurement and supply chain policies, procedures and strategies.



### **Green Public Procurement: The Wider Impact (Keynote 5)**

*Presented by Ian Heptonstall, Consultant, Action Sustainability*



Green Procurement is rapidly becoming a key driver in the public sector, especially as EU targets require 50% of tenders to be ‘green-compliant’ by the end of 2010. Although this target is aimed specifically at the public sector, it will have a direct knock-on effect on all commercial organisations that want to work with government. Yet many remain blissfully unaware of the dramatic changes that will take place over the next twelve months. Make sure you’re not one of them!

## 2.45pm-3.15pm: CASE STUDIES - Procurement Innovators (Part 1)



### **Purchasing & Supply: Art or Science? Achieving an Intelligent Approach (Session S)**

*Presented by David Myers, Former Director of Shared Services, Prime Ministers Delivery Unit  
Hosted by Mercato Solutions*

The role of the purchasing & supply professional calls for a high level of emotional intelligence to get the supply chain to the right solution - but without robust information, this effort could all be in vain. Find out how taking control of your critical supply data can get the marketplace to work for your organisation and create significant competitive advantage.



### **eSourcing Deployment at BAA Airports Limited (Session T)**

*Presented by David Bricknell, Supply Chain Programme Manager, BAA  
and Larry Beard, Procurement Director, BAA*

David Bricknell explains how BAA and other airport operators grouped together to form an industry wide trading portal based upon on-demand solutions. David will not only refer to how the technology is used to improve the procurement process but, also how an innovative business model has been sustained while complying all the time with the EU Utility Procurement Directive.



### **Macmillan: Transforming the Way We Recruit (Session U)**

*Presented by Stuart Mather, Recruitment Advisor & Dave Sharp, Head of Procurement, Macmillan*

Learn about how Macmillan's new UK wide e-recruitment solution is already delivering significant benefits in terms of time, quality and cost with the recruitment of both employees and temporary agency workers which can be opened up to any organisation.

## 3.30pm-4.00pm: CASE STUDIES - Procurement Innovators (Part 2)



### **Xerox: Reducing Total Acquisition Costs through Product Cost Engineering (Session W)**

*Presented by Geoff Murray-Rochard, Manager Global Purchasing, Xerox*

As the first company to successfully achieve the CIPS Certification standard of excellence at a global level, Xerox has a deeply embedded culture of continuous innovation within its procurement and supply chain functions. A cornerstone of Xerox's sourcing and risk management process is the unique practice of 'product cost engineering' - whereby new products are stripped down to their constituent components to determine the optimum global acquisition cost. In addition this practice can be used for tear down of competitive products to allow comparison with existing and optimisation of future market offerings. In fact, this sophisticated approach has proved so successful for Xerox that it is now being made available as a standalone service to other organisations.



### **Surrey County Council: Building Purchasing Power through SRM (Session X)**

*Presented by Helen Gibson, e-Procurement Specialist, Surrey County Council*

Find out how Surrey County Council have equipped their Procurement function with significant purchasing power by maximising the use of the SAP SRM module. This session will cover Surrey's innovative applications of new technology and the direct benefits that have been achieved.



### **Using the Internet to Increase Purchasing Contribution at Aliaxis (Session Y)**

*Presented by Paul Baigent, European Purchasing Director, Aliaxis*









Hear how the plastic company, Aliaxis UK, have increased purchasing contribution across the Group through a new bespoke website; developing awareness, streamlining processes and improving internal customer service. Find out why this highly innovative and successful project was nominated in the Best Use of Technology category in the 2008 CIPS Awards and how it has continued to evolve since its initial implementation.

**Closing Session: Interactive Procurement Challenge & Drinks Reception (Session 6)**

Your chance to win an iPod and network with your peers at the popular eWorld Procurement Challenge, an informal drinks reception and light-hearted quiz at the end of Day One.

## SEMINAR PLANNER – DAY 2: Thursday 25th February 2010

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	<b>Supply Chain Focus</b>		<b>Case Study</b>
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**Private Education from Public Sector (Session A)**

*Hosted by Trade Extensions*

The private sector can learn from the public sector's experience of e-sourcing and, with reference to recent Swedish public procurement projects, this seminar will show how sophisticated and powerful bidding processes are being used to provide excellent value for money for government agencies and, at the same time, attractive business for winning suppliers.



**Learn How Electronic Document Management Can Support the Business Processes (Session B)**

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### **Banking on Sustainability: Green Supply Chains in Action (Keynote 5)**

*Presented by Ben Murray, Managing Director, Carbon Smart*



Using recent case studies from leading UK companies, Ben Murray from Carbon Smart explains how sustainable supply chain concepts can be applied in the real world, resulting in a win-win-win scenario for the company, its suppliers and the environment.

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### **Sustained Success: The Future of eSourcing at Home Retail Group (Session U)**

*Presented by Jim Tagg, Group e-Sourcing Manager, Home Retail Group*

Do you ever wonder how other companies are reducing their overheads and what tools they are using? Using an interactive presentation to stimulate debate, Home Retail Group will provide you with a unique insight into a new way of working, from how they started to how they intend to use eSourcing tools and processes in the future - using case study illustrations of successful events and identifying what has worked for them.

## **3.30pm-4.00pm: CASE STUDIES - Procurement Innovators (Part 2)**



### **The 4D Approach: Delivering Supply Chain Value in the Water Industry (Session W)**

*Presented by Bill Marshall, Supply Chain Manager, 4Delivery Ltd*



Find out how an innovative joint venture between Southern Water, Costain and MWH is proposing to aggregate demand, negotiate improved contracts, streamline process costs and improve performance across its supply chain. This unique initiative aims to optimise the 'triple bottom line' by incorporating Economic, Social and Environmental factors into all aspects of the procurement and supply chain process.



### **The Evolution of eSourcing at United Biscuits (Session X)**

*Presented by Meeta Adeshara, eSourcing Project Manager, United Biscuits*

An insight into how United Biscuits developed their eSourcing programme from a niche, specialist activity to well-defined, embedded and everyday practice. Meeta will discuss the key challenges that United Biscuits had to overcome to get to this stage and how their perception of what eSourcing is has changed as a result of this process.



### **Transforming Procurement & the Supply Chain to Deliver Value for NNL (Session Y)**

*Presented by Wayne Muckley, Head of Procurement, National Nuclear Laboratory Limited*



Learn about the development of the Procurement capability at the National Nuclear Laboratory since the formation of the company in 2005. The strategy has been based on internalisation of the function, least total cost of acquisition and improving levels of customer service. During this time procurement has been embedded across the business and supply chain performance has been transformed. The team has also been strengthened with over half now holding full membership of CIPS. In addition this will provide a unique insight to the future strategy of moving the role of procurement and the supply chain to a more strategic level.