









SEMINAR PLANNER – DAY 1: Tuesday 28th September 2010

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



Agile Procurement: A New Value Proposition for a Volatile World (Keynote 1)

Presented by Chris Sawchuk, Global Procurement Practice Leader, The Hackett Group



The procurement function has certainly proved its worth over the past few years, as many organisations cut costs rapidly to survive the economic downturn. But opinion is still firmly divided on the economic outlook for the next few years, with the only consensus being unpredictability. So would the same purchasing efficiencies be available second time around, if a 'double-dip' recession takes shape? Or will procurement's contribution quickly be forgotten if a global recovery emerges instead? Chris Sawchuk from the Hackett Group puts forward the case for a new value proposition that can cope with unprecedented levels of uncertainty – challenging existing models in favour of increased flexibility and agility throughout the procurement and supply chain functions.

10.20am-10.50am: Innovation Briefings



Reduce The Paper, Cut the Costs (Session A)

Hosted by Kevin Magee, Managing Director, Modcomp Systems & Solutions



If you are looking for ideas to improve your Procure to Pay processes, then join us for this seminar. Modcomp will demonstrate a range of solutions which utilise scanning, character recognition, storage and workflow which can significantly improve and reduce the costs of your procurement processes.



Reduce Operational Costs and CO2 Emissions through Energy Efficient IT (Session B)

Hosted by 1E

Many organisations are still relying on inconsistent employee behavior and ineffective built-in PC power schemes to switch off idle PCs, causing higher energy waste, CO2 emissions & IT operational costs. NightWatchman® from 1E is an innovative PC power management solution that empowers organisations to realise significant energy savings while ensuring that user productivity remains unaffected. When they are not in use, computers can be automatically shut down, suspended or put into a hibernated state in order to deliver rapid cost savings and energy and carbon emissions reductions – enabling UK companies to collectively save £345 million in wasted

energy costs, by cutting 4 million tonnes of CO2 emissions. Find out how you can cut your overheads and improve your environmental credentials in one easy move. This session will also cover 1E's latest innovation Shopping 3.2, 1E's self service software provisioning tool which can dramatically reduce IT costs through efficient software license rental.



Outsourcing and Procurement: The Hot Points and Pitfalls (Session C)

Presented by Debbie Venn, Associate at asb law LLP

On paper, outsourcing holds significant potential for delivering much-needed efficiency gains and cost savings. But it can also present a legal minefield for procurement departments and getting the contract right from the outset is one of the most significant factors for realising these benefits. This information-packed briefing explains the key considerations for a successful outsourcing contract, including: defining project scope, employment issues & TUPE, intellectual property rights, agreeing service levels, benchmarking, reporting & audit rights, liability, data protection, confidentiality & Freedom of Information, dispute resolution, duration, termination and exit management.

11.05am-11.35am: Innovation Briefings



Purchasing in the Cloud – And in the Real World (Session E)

Hosted by Tony Ryan, CEO, Asite



We will show real-world examples of purchasing and supply based on a cloud-computing platform, deliver an overview of the challenges and potential pitfalls you and your supply chains can face along the way, and discuss the concept of the Extended Enterprise and what it means for you.



Developing an Advanced Competence in Purchasing & Supply (Session F)

Presented by Jeremy Smith, Director of Corporate Services, International Institute for Advanced Purchasing & Supply.



Developing an advanced competence in purchasing and supply chain management is a prerequisite for corporate success in the more competitive environment that is developing out of the recent recession.

In this keynote Jeremy Smith will explain how the International Institute for Advanced Purchasing & Supply is working with leading companies to benchmark organisational and individual competencies against world-class and best-in-class standards, in order to develop leading-edge competence within organisations.

In particular Jeremy will explain the IIAPS PSCM Index & ICA Index benchmarking tools, as well as the on-line activity and task based learning programmes, leading to the IIAPS Green, Red & Black Belt qualifications in advanced purchasing and supply.



Delivering Savings – What Can You Do if There's too Much Month Left at the End of the Money? (Session G)

Hosted by Luke Spikes, CEO, Spikes Cavell

The pressure is on. Delivering savings is no longer one of a number of initiatives fighting for time and attention. It has risen to the top of all public sector bodies' priorities. But what do you do when you've picked all of the low-hanging fruit and there's still 'too much month left at the end of the money'? This presentation will show you how you can more effectively leverage what you spend on goods & services to deliver cash savings, measure progress and manage compliance.

12.00pm-12.30pm: MIDDAY KEYNOTES



Building the Smarter Supply Chain of the Future (Keynote 2)

Presented by Simon Terry, Executive Partner, IBM Global Business Services



IBM's first Global Chief Supply Chain Officer Study asked 400 Senior Supply Chain executives about the challenges they are currently facing and ways in which they are hoping to make their supply chains smarter. The survey identified the top five challenges topping the agenda as being: Visibility, Managing Risk, Customer Intimacy, Cost Containment and Globalisation.



Supply chains of the future will work differently and smarter, with new approaches that employ sensor technologies, new analytic capabilities and simulation techniques to not just sense and respond, but to predict and act. They will use smart objects – not people – to do more information gathering and sharing, thereby automating and standardising baseline activities. And they will recognise risk in all its dimensions, simulation, visualisation and emerging analytic capabilities to better synchronise supply and demand planning and execution.

This illuminating session will explore the findings of the study and provide real-life examples of what other companies are doing to build "smart" supply chains, as well as facilitating the exchange of ideas and experiences amongst attendees.



“Intelligent Spend” Information Driven Sourcing Decisions (Keynote 3)

Presented by Vince Smallhorne, Senior Director of ERP and BPO, Oracle



Is “Miscellaneous” a major category? Do suppliers appear as multiple vendors? In this session we will look at the latest technologies available to provide the analysis, sourcing and monitoring solutions necessary to support spending decisions.



Making Sustainable Procurement Work (Keynote 4)

Presented by Helmut Lusser, Director and Chairman, Global to Local



With ever increasing demands on more resource and energy efficient products and services, this presentation will show how more sustainable procurement can work in practice. It will show what the consequences of the new Government Buying Standards are for both private and public sector procurers, how they are derived and what the market readiness is for products and services that meet those standards. Examples of procurement aimed to mainstream sustainability from one of the largest procurement consortiums in the UK will be used throughout. The presentation will demonstrate the art of the possible in times of extreme financial constraints.



12.45pm-1.15pm: Innovation Briefings



SPONSOR KEYNOTE

Transformation, Spend Control & eProcurement – Putting Strategy into Action (Session I)

Hosted by Joe Taylor, Director of Solutions, PROACTIS



In this session we look at achieving efficiency gains and ROI with industry best practice in spend control and eProcurement.



Hear first-hand about emerging practice in spend control and eProcurement and how it can transform your procurement operations, improve efficiencies and deliver cash release savings.



The session will explore:

- Insights from the UK's leading and most recent spend control projects
- Purchasing policy adherence and contract compliance
- Techniques to enhance procurement capacity and management of key supply markets
- Focus areas for planning future spend control initiatives



Getting Control and Visibility of all your Indirect Spend (Session J)

Hosted by Sid Vasili, Founder and CEO, Invapay Payment Solutions Ltd

The amount of untracked indirect spend in an organisation can be shocking. In times like these poor levels of control are unacceptable. Learn how you can gain control, achieve full compliance and obtain the essential reporting tools to assist running a streamlined, successful and cost effective operation.



Procurement Expert vs. Category Expert: Is technology better bought by non-technical people? (Session K)

Presented by Pat Law, Managing Director, Hays Procurement & Adrian Adair, Operations Director, Hays Procurement

Transferring procurement skills from one category to another can be a risky business if expertise gets lost in the process or the acclimatisation period is too lengthy - but it can bring valuable new perspectives to the function. This thought-provoking session examines the acquisition, development and migration of purchasing talent within and between organisations - as well as the positive impact it can have.

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

2.00pm-2.30pm: LUNCHTIME KEYNOTE



State of the Nation: Drivers & Inhibitors for the Uptake of e-Sourcing Tools – The CIPS I-source Project (Keynote 5)

Presented by Professor Andrew Douglas, University of the West of England on behalf of The Chartered Institute of Purchasing & Supply (CIPS)



Early adopters were starting to use e-sourcing tools about 10 years ago. In 2004, CIPS and the University of the West of England conducted a comprehensive research project called I-Adapt, examining the after-effects of using e-auctions on the Buyer-Supplier relationship. Five years on, another investigation aimed to assess the extent to which e-sourcing tools have been adopted in both the public and private sector. The findings provide a fascinating insight into the key enablers that support adoption and the key inhibitors that prevent it...

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



Window to the Future of eProcurement: Cloud Spend Management at TESCO Bank, Reebok and Salesforce.com (Session M)

Hosted by Procurra



Coupa Software and Procurra Solutions team up in this high-energy presentation to introduce Coupa Cloud Spend Management, and showcase how organisations as varied as TESCO Bank, Salesforce.com and Reebok trust Coupa's software-as-a-service applications to control their indirect spend and realise greater savings. Attend this presentation and come away with a new appreciation for what is possible with today's technology. Session will emphasise innovations unique to Coupa, and compelling customer case studies rich with the business case data executives love.



Transforming Procurement & the Supply Chain to Deliver Value for the National Nuclear Laboratory (Session N)

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



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.



Masterclass: "Supplier Development in a Global Market" (Session O)

Presented by Jon Hansen, Procurement Insights, Masterclass (Pt.1)



One of the greatest challenges faced by both the private and public sectors in terms of driving best value decision-making, is supply base erosion. Almost irreparably damaged through ill-advised initiatives such as supply base rationalisation and low cost country sourcing (to name but two), many supplier development, engagement and utilisation programs are little more than exercises in futility. This session aims to dramatically increase your chances of success, by explaining the new dynamics of the global economy and how you can drive sustainable value through your supplier relationships.

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



The Future of eSourcing & Innovative Auction Designs at Home Retail Group: Argos & Homebase (Session Q)

Presented by Jim Tagg, Group e-Sourcing Manager, Home Retail Group (Argos / Homebase)



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 (better known as Argos and Homebase) provide a unique insight into a new way of working, from how they started to how they intend to use eSourcing and innovative auction designs in the future - using case study illustrations of successful events and identifying what has worked for them.



Why Procurement is Leading the Sustainability Charge at London Underground (Session R)

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



All organisations need to reduce costs and reduce carbon, so find out how procurement leads the most critical aspect of carbon and cost management and hear some real life case studies including London Underground. In this session you will take some templates away with you to implement into your organisation.



Masterclass Continued: "Supplier Development in a Global Market" (Session S)

Presented by Jon Hansen, Procurement Insights, Masterclass (Pt.2)



One of the greatest challenges faced by both the private and public sectors in terms of driving best value decision-making, is supply base erosion. Almost irreparably damaged through ill-advised initiatives such as supply base rationalisation and low cost country sourcing (to name but two), many supplier development, engagement and utilisation programs are little more than exercises in futility. This session aims to dramatically increase your chances of success, by explaining the new dynamics of the global economy and how you can drive sustainable value through your supplier relationships.

4.00pm – 4.30pm: Meet The Speakers (Session T)

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.

PLUS your chance to win an Apple iPad in our special prize draw!

