









## SEMINAR PLANNER – DAY 2: Wednesday 29<sup>th</sup> September 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



#### **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.



#### **Purchasing in the Cloud – And in the Real World (Session B)**

*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.





## **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**



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

*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.



### **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 pre-requisite 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**



## SAP's Approach to Sourcing and Procurement Strategies in Today's Economy (Keynote 2)

*Presented by Cathy Daws, Line of Business Procurement, SAP UK and Ireland*



The session will introduce the main procurement trends and challenges that our customers are facing; look at the adoption pace of procurement solutions and how SAP are approaching Sourcing and Procurement Strategies in today's Economy.



## Caatalyst Profit Recovery The Scaleable and Affordable Recovery Audit to Spend Analysis Programme (Keynote 3)

*Hosted by Caatalyst*



In the tough times, saving every penny whilst maintaining positive supplier relationships is the key to success. The Caatalyst recovery audit and spend analysis programme provides a cost-effective, time conscious approach to reviewing historic supplier spend with a value for money spend visibility solution.



## New Initiatives in Sustainable Procurement (Keynote 4)

*Presented by Graham Randles, Principal Consultant, LRS Consultancy*



What is the role of sustainable procurement in the current economic climate? How will new initiatives, such as the launch of the British Standard for Sustainable Procurement (BS 8903) and retail supplier sustainability reporting, impact procurement and supply chain professionals?

## 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 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.

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

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



#### **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)**



#### **Sainsburys' Vision of the Future: Supplier Self-Service in Action (Session M)**

*Presented by Stuart Reynolds & James Ansell, Sainsburys*



As one of the UK's leading retailers, Sainsburys are redefining the shape of supplier interaction with a number of technology-driven initiatives. One of the key components of this transformation is a change programme designed to deliver full self-service capabilities through an innovative supplier portal and trading finance platform. This session provides a unique insight into procurement at Sainsburys, covering the ongoing automation of key purchasing processes and the most significant impacts and learnings that have emerged so far.



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

*Presented by Derek Lancaster, Procurement Strategic Development, 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 during the first eighteen months of operation.



### **Live Roundtable: “Revisiting Outsourcing: Is it a Viable Strategy?” (Session O)**

*Facilitated by Jon Hansen, Procurement Insights, Roundtable (Pt.1)*



According to recent studies, two-thirds of all outsourcing programs fail to achieve the expected results. Some studies even suggest that the real proportion of failed projects may be as high as 90%. Sadly, this is not a new phenomenon. Industry reports and articles between 1995 and 2007 indicate that little progress has been made with a concept that seems to be long on promise but short on results. As we move towards cloud-based models where risk management and security present even more obstacles, we need to ask: is outsourcing really a viable strategy?

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



### **Product Cost Engineering: Reducing Total Acquisition Costs at Xerox (Session Q)**

*Presented by Geoff Murray-Rochard, Manager Procurement Solutions Europe, 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 production 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, along with access to Xerox's expertise in indirect procurement.



### **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.



### **Live Roundtable Continued: “Revisiting Outsourcing: Is it a Viable Strategy?” (Session S)**

*Facilitated by Jon Hansen, Procurement Insights, Roundtable (Pt.2)*



According to recent studies, two-thirds of all outsourcing programs fail to achieve the expected results. Some studies even suggest that the real proportion of failed projects may be as high as 90%. Sadly, this is not a new phenomenon. Industry reports and articles between 1995 and 2007 indicate that little progress has been made with a concept that seems to be long on promise but short on results. As we move towards cloud-based models where risk management and security present even more obstacles, we need to ask: is outsourcing really a viable strategy?