



The CIPS NZ Strategic Procurement Forum

The four principal challenges facing the profession in 2008

12th June 2008
SkyCity Auckland Convention Centre

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CIPS NZ Strategic Procurement Forum

Thursday 12th June 2008

Following on from the successful inaugural CIPS NZ Strategic Procurement Forum in 2007, the growing stature of the procurement profession in New Zealand continues to be recognised by the ongoing support of the New Zealand Ministry of Economic Development. We are delighted to once again welcome the Hon Lianne Dalziel, Minister for Commerce, as our first keynote speaker, to formally open the conference.

The 2nd CIPS New Zealand Strategic Procurement Forum will examine the FOUR principal challenges facing the profession in 2008:

1. The effects of globalisation on procurement;
2. Socially responsible procurement;
3. The skills shortage and the evolution of the profession;
4. Supply chain vulnerability.

Featuring a broad range of speakers from government, CEOs, consultants, academia and, most importantly, case studies from practising procurement professionals, the programme will explore the drivers influencing the procurement profession and provide delegates with ideas and inspiration to assist them in the execution of their day-to-day roles.

I commend the programme to you and look forward to meeting you in Auckland.



Jonathan Dutton MCIPS
Managing Director
CIPS Australia and
New Zealand

About CIPS

The Chartered Institute of Purchasing and Supply [CIPS] is the peak body for procurement professionals globally with over 42,000 members in 120 countries. CIPS is dedicated to promoting best practice and provides a programme of continuous improvement in professional standards, raising awareness of the effective contribution management of supply markets makes to corporate, national and international prosperity. Since the launch of the CIPS New Zealand branch, in response to a surge in interest and applications for membership from the NZ procurement profession, CIPS has gone from strength to strength, providing procurement professionals with educational and networking opportunities second to none.

The CIPS Strategic Procurement Forum will provide both existing and prospective members with an ideal opportunity to hear the latest thinking on some of the key issues facing New Zealand's procurement profession today and for networking with their peers during the breaks. Employing a healthy mixture of Case Study and expert presentations, the programme will provide food for thought for even the most experienced procurement practitioner.

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Time	Subject	Speaker
8.15 – 9.00am	Registration	
9.00 – 9.10am	The FOUR principal challenges facing the profession in 2008: <ol style="list-style-type: none"> 1. The effects of globalisation on procurement 2. SRP 3. The skills shortage and the evolution of the profession 4. Supply chain vulnerability 	Jonathan Dutton Managing Director CIPS Australia and New Zealand
9.10 – 9.35am	Official welcome	The Hon. Lianne Dalziel, Minister of Commerce, Minister for Food Safety, and Associate Minister of Justice
Keynote 1		
9.35 – 10.10am	The CEO's view of procurement <ul style="list-style-type: none"> ■ What will the CEO need from their procurement team in the future? ■ How globalisation affects NZ procurement capability ■ The challenge of managing supply chain vulnerability in NZ ■ The role of socially responsible procurement policies in a major NZ business 	John Allen CEO New Zealand Post
Keynote 2		
10.10 – 10.40am	Refreshments	
10.40 – 11.15am	Sustainable procurement – what's in it for business?	Peter Neilson CEO NZ Business Council for Sustainable Development
Guest Speaker		
11.15 – 12.00 noon	SRP – walking the walk: how to make SRP a practical reality <ul style="list-style-type: none"> ■ Sustainability – delivering value as well as values ■ Putting sustainable procurement ideas into practice ■ Commodity challenges and priorities ■ Example – results delivered 	Mark Reynolds Director The Portland Group
Seminar		
12.00 – 12.30pm	Grow your own procurement talent <ul style="list-style-type: none"> ■ Practical strategies for overcoming the procurement talent shortage – how to identify individuals with the right personal qualities and business experience and teach them procurement ■ What are the specific attributes that make successful procurement practitioners? ■ How can procurement knowledge and skills be learned? ■ How to retain good performers – development, challenges, recognition and rewards 	Ross Darah Managing Director Management Toolbox
Seminar		
12.30 – 1.45pm	Lunch	
1.45 – 2.15pm	The impact of globalisation on procurement at Air NZ <ul style="list-style-type: none"> ■ The rising price of oil ■ Consumer focus on sustainable solutions ■ Managing global supply chains 	Andrea Gregory General Manager Group Procurement Air New Zealand
Case Study		

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Time	Subject	Speaker
2.15 – 2.45pm Case Study	CASE STUDY: Local procurement in a global organisation – Fact or Fiction? <ul style="list-style-type: none"> ■ Balancing local and global needs: ■ Value vs Price ■ Which supplier? ■ Offshoring vs onshoring ■ Local pricebooks vs regional pricebooks vs global pricebooks 	Greg Penfold General Manager Supply Chain Vodafone NZ
2.45 – 3.00pm Professional Development	How to achieve MCIPS in New Zealand	Angelina Pillai Education Manager CIPS Australia and New Zealand
3.00 – 3.30pm	Refreshments	
3.30 – 4.00pm Case Study	CASE STUDY: Supply chain vulnerability – a critical strategic issue <ul style="list-style-type: none"> ■ Understanding the vulnerability and likely major impacts ■ Available risk mitigation strategies – what can we apply? ■ Making the most of trans-Tasman aggregation and co-operation 	Paul Xifaras Strategic Sourcing Director Lion Nathan
4.00 – 4.30pm Thought Leadership	Supply chain vulnerability in the southern hemisphere <ul style="list-style-type: none"> ■ The supply risk challenge and current trends ■ The consequences of a disruption ■ A model of supply chain risk management 	Dr Benn Lawson Queen’s University Belfast
4.30 – 5.00pm Seminar	Dealing with monopolies and distorted markets <ul style="list-style-type: none"> ■ Short-term strategies to challenge a monopoly or manage distorted markets ■ Medium- and longer-term strategies to reduce monopoly power ■ Aligning your organisation to the market strategy 	Richard May Managing Director PMMS Asia Pacific
5.00 – 5.15pm	Closing Summary	Jonathan Dutton Managing Director CIPS Australia and New Zealand
5.15 – 6.15pm	Networking reception	

Registration and Pricing Options

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Please register me for

The One-day conference: CIPS Member NZ\$895
 Non-CIPS Member NZ\$995

(Please note: payments are not subject to GST as BTTB Marketing is an Australian-based company)

Group Bookings and Discounts

If registering more than two delegates from your organisation, the following discounts apply:

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If claiming, please tick and circle which you are:

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How to Register

There are 5 ways you may register

- 1) Fax to: 61 7 5573 5352
- 2) Online:
www.cipsaconferences.com.au
- 3) Email to cipsa@bttbonline.com
- 4) Telephone on: 61 7 5573 7493
- 5) Complete this form and mail to:
BTTB Marketing Pty Ltd
PO Box 825
Paradise Point
QLD 4216 Australia

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 1st June 2008 and will incur an administration charge of \$150. No refunds will be given to delegates who fail to attend or cancel after this date. 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

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