

Strategic Sourcing & Procurement Excellence

Mastering sustainable procurement strategies to generate significant value for your organisation through effective cost reduction and increased efficiency

Singapore,
24th – 25th January 2011

"If you know how to spend less than you get, you have the philosopher's stone."

- Benjamin Franklin -

Recent economic conditions require immediate, measurable, and sustainable cost reductions. Most companies look at the procurement function to lead the way in delivering savings. With effective spend management and renewed strategies; procurement can greatly contribute to increased profit margin.

- marcusevans -

Attend this informative event and gain practical insights into:

- **Transforming** procurement from a transactional to a strategic function in your company
- **Achieving** significant financial savings by aligning procurement procedures with tax strategies
- **Zooming** into new destinations & challenges in low-cost sourcing countries in Asia
- **Exploring** innovative ways to drive cost efficiency through an effective procurement strategy
- **Analysing** the spend of procurement by focusing on cost drivers to increase company's bottom line
- **Streamlining** the procurement process to improve the business model and the efficiency of operations
- **Studying** global market trends in procurement and how to take advantage of them
- **Assessing** supplier selection and relationship management techniques to achieve higher quality, better service and adding benefits for your business
- **Utilising** e-procurement and existing tools for better low cost sourcing
- **Identifying** and **minimising** risks in procurement

Day One Programme - Monday 24th January 2011

0830 Registration & coffee

0900 Opening and welcome remarks by Chairperson

0910

Session One

Transforming procurement from a transactional to a strategic function and rebranding your procurement image from being a "spender" to a "cost-saver"

- Streamlining procurement processes, increasing control of spending and refocusing employees to higher-value functions
- Capitalising on opportunities within a company's procurement function to not just reduce cost, but to dramatically improve overall business performance
- Identifying key areas in procurement that need to be addressed in a synchronised manner to stay ahead of competition
- Focusing on core competencies while realising bottom-line benefits by giving your strategic sourcing strategies a facelift

0955

Session Two

Making market conditions work for you by understanding critical economic factors affecting procurement

- Recognising the economic indicators which need to be considered when planning your spend
- Understanding global market trends in procurement to better forecast your future needs
- Proactively identifying savings opportunities and adjusting your procurement decisions to strengthen your edge in an increasingly competitive marketplace

1040 Morning refreshments and networking break

1100

Session Three

Looking at spend management as a platform to support an analytical, data-driven approach to manage procurement and operations on a sustainable basis

- Focusing on cost drivers to increase company's bottom line
- Utilising spend visibility programmes and analytics tools to obtain a holistic view of your spending trends and behavior
- Taking a "back-to-basics" approach to uncover huge reserves of potential savings
- Finding "correct lenses" that gives you an unobstructed view on how to achieve a successful spend management practice
- Gaining visibility into your company's wide-spend data by consolidating them into one reporting system for easy access, analysis, and decision making
- Having spend data in a readily available tool so that analysis can easily be done by category, commodity, vendor and so on

1145

Session Four

Engaging with and managing your key suppliers to drive ongoing savings and to boost your market growth

- Creating strategic alliances with few selected suppliers to reach positive Return On Investment (ROI)
- Strengthening your collaborations with suppliers who bring most value to secure sustainability within the value chain
- Enhancing product innovation and competitive advantage by engaging your key partners in proactive strategic corporate planning
- Ensuring increased performance of your suppliers while benchmarking and implementing strategies for supplier improvement & development

- Gaining new process efficiencies and cost saving opportunities with innovative solutions that maximise supplier participation

1230 Networking Luncheon

1330

Session Five

Looking at Global Sourcing as a long-term strategy rather than a tactical solution for short-term gains

- Achieving cost reductions and working capital improvements by defining a winning global sourcing strategy
- Focusing on core, strategic activities to generate spend savings, operational cost reductions and improved efficiencies
- Driving cost-efficiency while building reliable global supply bases
- Realising competitive advantage by tapping into new markets

1415

Session Six

Consolidating data to promote transparency and up-to-date information in procurement

- Bringing higher visibility, reliability and transparency of data through Master Data Management (MDM)
- Enabling ongoing data classification, enrichment, and consolidation with guaranteed levels of accuracy by streamlining your data warehouse capabilities
- Developing centralised tools to support real data analysis
- Making performance information available quickly and easily to both buyers and suppliers so as to base buying decisions on that data

1500 Afternoon refreshments and networking break

1530

Session Seven

Assessing Supplier Selection Techniques to achieve higher quality, better service and adding benefits for your business by drawing on Supplier Relationship Management (SRM)

- Designing a strategic supplier selection process to reduce risks and drive value creation by understanding your own business expectations
- Exploring different benchmarking factors to be considered in the selection process apart from price, quality, delivery times etc.
- Having a clear understanding about the suppliers, their business & expectations to make sure your procurement objectives and goals are met
- Building a strong & proactive relationship with selected suppliers for continuous improvement in supplier quality, pricing and reliability

1615

Session Eight

Looking at positive negotiation techniques for a long term relationship – contract compliance and management

- Categorising suppliers into efficient and inefficient performers and identifying effective negotiation strategies with respect to cost, quality and delivery performance
- Entering all negotiations with clearly defined objectives and powerful negotiation skills
- Securing deal which will benefit both of the parties by building positive buyer-supplier relationship
- Conducting sophisticated negotiations to rationalise supplier contracts for long term and achieve better contract terms
- Increasing purchasing compliance through the use of Preferred Supplier Agreements (PSAs)

1700 Closing remarks from the Chair and end of Day 1

Day Two Programme - Tuesday 12th October 2010

0830 Registration & coffee

0900 Opening and welcome remarks by Chairperson

0910

Session One

Discovering the benefits of Green Procurement to improve your procurement performance

- Integrating environmental considerations into your procurement decisions to contribute to sustainable development
- Addressing the challenges and opportunities that adopting of green initiatives brings in a cost effective way
- Strategically setting environmental factors into a broader procurement context that includes value for money, performance management and corporate priorities
- Including Green Procurement as part of your Corporate Social Responsibility (CSR) framework

0955

Session Two

Integrating Tax Effective Supply Chain Management (TESCM) when designing a supply chain strategy to achieve significant tax savings

- Taking advantage of substantial tax savings as a direct result of changes in sourcing strategy
- Capitalising on tax opportunities that result from global operational changes
- Capturing sourcing savings in tax efficient structures - to effectively balance tax and operations
- Considering the location of the sourcing team when designing sourcing structures to take advantage of low cost tax regimes or tax losses

1040 Morning refreshments and networking

1100

Session Three

Zooming into new destinations & challenges in Low-Cost Sourcing countries in Asia

- Discussing the advantages and disadvantages from "low-cost country sourcing" (LCCS) strategy
- Identifying the challenges in new Asian sourcing destinations
- Is China still considered as "powerhouse"? – current situation
- Understanding the experience that the supply base has with providing similar materials/goods
- Including an evaluation of the potential opportunities of sourcing from low-cost countries to avoid risks such as exchange rate fluctuations and supplier management
- Understanding different cultural and regulatory factors when managing your suppliers in different countries

1145

Session Four

Ensuring continuity of spend by prioritising risk management in your procurement strategy

- Taking proactive steps to prepare for rainy day supply-disrupting events
- Estimating the potential monetary impact of failure of each supplier
- Mitigating sole/single source risk by tracking the financial health of those vendors and by actively working to redesign your products so that you have alternatives
- Developing a quantitative framework to compare in detail the impact of long-term demand, price and availability uncertainty forecast scenarios on revenue, costs and profits
- Managing and sharing risks using structured contracts with suppliers as binding commitments between your company and the suppliers

1230 Network Luncheon

1330

Session Five

Driving greater internal collaboration and synergy between procurement and other business functions to lead to even higher levels of growth

- Exploring procurement potential to generate value as its inherent connectedness to the rest of the business
- Understanding the company's critical business functions to ensure that you are on the same page with your business goals and that "their whole is greater than the sum of its parts"
- Considering multiple factors and interrelationships between them
- Achieving synergies and greater efficiency through collaboration between procurement, finance, marketing and operations in forward-thinking organisation
- Linking business plans, financial budgets and operational plans to increase saving to your company
- Ensuring high levels of communication within and across the company
- Leveraging on Sales & Operations Planning (SOP) as a key to internal collaboration to reach set targets

1415

Session Six

Assessing demand and inventory targets to avoid supply insufficiency and enhance Supply Chain Integration (SCI)

- Synchronising purchases and inventories with sales and customer demand to eliminate obsolete inventory
- Planning and improving supply and stock keeping processes by static and dynamic stock-keeping and replenishment policies
- Optimising inventory levels to provide appropriate service and maximise ROI by designing multi-stage inventory control systems
- Gauging the impact of information technology and electronic commerce on current purchasing and inventory management practices
- Striking the most profitable balance among service levels, lead times, risks and inventory costs through Vendor Managed Inventory (VMI)

1500 Afternoon refreshments and networking break

1530

Session Seven

Re-defining the application of electronic, web-enabled technologies to streamline procurement processes

- Implementing end-to-end solutions to ultimately result in a powerful set of tools that will drive down costs and minimise maverick spending
- Unlocking the value of existing e-Procurement systems through improved catalog management
- Determining methodology and an appropriate e-Sourcing tools for managing the project at the early stage
- Getting the most out of sourcing efforts through the use of e-Sourcing tools and processes focusing on Total Value Management (TVM) strategic sourcing
- Considering a best-of-breed procure-to-pay (P2P) solutions that can be implemented quickly and deliver positive ROI by using multiple Enterprise Resource Planning (ERP) systems
- Reaping the benefits from achieving business success through reverse auctions

1615

Session Eight

Streamlining the procurement processes through strategic outsourcing to realise reduced costs and enhanced performance

- Understanding the pros and cons of strategic outsourcing engagements and in particular, the suitability of outsourcing engagements for your company
- Recognising that outsourcing the procurement function does not necessarily mean a complete transfer of control but more likely the utilisation of third-party services
- Shifting from business process outsourcing to closer collaboration with managed service providers for specific spend categories
- Ensuring successful outsourcing activities by developing effective outsourcing strategies
- Leveraging economies of scale, improving the execution and control of underperforming or non-core tasks to deliver expected results

1700 Closing remarks from the Chair and end of Day 2

Why you must attend

As the global economy continues towards economic recovery and the demand for improved quality goods and services continues to grow, procurement leaders and their teams must raise their game and contribute to wider business success.

Over the years, global sourcing, business growth through acquisition, supplier variability, manual data entry and consolidation, are some of the challenges that have multiplied quickly. Increasing alignment with the finance department and creating value by building strong long-term relationships with the suppliers/vendors are also major discussions. With today's technology, using internet based procurement and e-tools has become a trend and the key issue here is to take e-Procurement to the next level and to capitalise on the existing solutions.

Looking to the future, procurement must become a high-level strategic function that generates significant value for the entire organisation; it must deliver sustainable benefits, innovation and competitive advantage as much as it does cost savings. Companies see that success in today's changing economy requires applying renewed approach to spend management and reducing spend, as well as working more closely with other functions across the business, understanding global market trends affecting procurement & purchasing and improving business practices, efficiency, quality and innovation.

Strategic Sourcing & Procurement Excellence is 2-days conference designed for all professionals in procurement and sourcing field to meet and discuss new ideas, solutions, best practices and future directions. It will outline the critical issues and the challenges in procurement today and will focus on creating a successful and resilient procurement functions which will lead to sustainable business.

Target Market:

- Top decision makers such as CPOs, Managing Directors, VPs, Directors, Division Heads, Specialists, GMs and Senior Managers of the following departments:
 - Procurement / Purchasing / Sourcing
 - Supply Chain
 - Materials
 - Logistics
 - Supplier Management
 - Merchandising
 - Contracting
- From the following industries:
 - Oil & Gas
 - Energy & Utilities
 - FMCG
 - Petrochemicals / Chemicals
 - Construction
 - Healthcare & Pharmaceutical
 - Transportation & Logistics
 - Retail
 - Automotive
 - Information Technology
 - Telecommunications
- Solution Providers
- Consultants
- Associations