



Keynote Session



Issue-based Session



Case Study



Product Demonstration



**Public Sector Focus**



Interactive Discussion



**Supply Chain Futures (Sustainability Focus)**

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## 9.30am-10.05am

### ***eWorld Purchasing & Supply Opening Keynote: Procurement Comes of Age (Session 1)***

*Hosted by The Hackett Group*

Chris Sawchuk from world-renowned strategic advisory firm, The Hackett Group, will review the value proposition evolution currently underway in procurement that is providing competitive advantage externally and service excellence internally. Chris will unveil Hackett's new Procurement Capability Maturity Model to help attendees understand the capabilities and practices needed to deliver on the promise of broader value.



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## 10.20am-10.50am

### **Requisition and Procurement - The Ecom Way (Session A)**

*Hosted by Ecom Software Ltd*

Brief introduction to Ecom Software Ltd using case study material, covering the benefits realised and including a demonstration of our browser based eProcurement system in action.



### **The Value of eCommerce - A Supplier Perspective (Session B)**

*Hosted by RS Components Limited*

A unique supplier perspective on unlocking the full potential value of eCommerce and how to gain the most benefit from your own suppliers.



### ***Public Sector Focus:***

### **Procurement Projects - Evaluating what is really important (Session C)**

*Hosted by Commerce Decisions*

Richard Canning, Principal Consultant at Commerce Decisions, provides an insight into:

- Tender evaluation methodology and delivery
- Reducing the risk of supplier challenge
- Through-life performance management



**Supply Chain Futures Keynote:  
How Gold Is Green? (Session 2)**

*Presented by Alan Yates, Associate Partner - Supply Chain Practice, IBM Consulting*

Find out how to build your green agenda to become an environmentally responsible corporate citizen AND make money at the same time. Including an analysis of IBM's own experiences in this area, going back to the early 1990s, plus additional industry case studies.



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**11.05am-11.35am**

**Does Procurement eAuction Design Matter? (Session F)**

*Hosted by TradingPartners*

In order to take advantage of the increased sophistication of eAuctions, buyers must pay special attention to auction design. Getting it wrong can mean an ineffective auction and can upset suppliers. Getting it right almost certainly guarantees lower prices, and can be achieved without disruption to supplier relationships. This seminar provides a practical guide to getting it right.



**Quit Paper - Bottom Line Savings plus Reducing Carbon Emissions with Paperless Purchasing (Session G)**

*Hosted by Esker*

Learn how you can save up to 65% on your bottom line purchasing costs as well as reducing your carbon footprint and improving your Corporate Social Responsibility.



**Public Sector Focus:**

**Delivering Procurement Efficiencies - Real life examples of eSourcing, eTendering, eAuctions (Session H)**

*Hosted by BravoSolution*

The presentation aims to highlight the tangible benefits delivered when deploying an eSourcing solution (suitable for both public or private sector).



**Supply Chain Futures:**

**Developing Effective Environmental Policies & Strategies that Improve the Performance of your Supply Chain - Making your Business and Supply Chain Green (Session I)**

*Hosted by Green 2020 Ltd*

Relevant to all procurement and supply chain professionals with sustainability in mind this session will help you to implement a carbon management programme, measure your own and your suppliers carbon footprint, reduce energy usage and implement solutions that will not only reduce your energy bill but also improve the carbon performance of your entire supply chain.



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**11.55am-12.25pm**

**Turbocharging the eSourcing Performance (Session K)**

*Hosted by Zycus*

Multiple meetings, awareness campaigns, stringent vendor evaluation, huge investment, is what it takes you to procure an eSourcing tool. But what if the users still don't use the tool or fail to use it to the fullest extent? - Down goes the performance. Not an unfounded fear but a fact where majority of the Sourcing organisations are plagued with low user adoption. So who is to be blamed? Is it the tools, the users or both? Explore the eSourcing roadblocks with Zycus at eWorld Purchasing & Supply.



## Procurement in a Changing World (Session L)

Hosted by Oracle Corporation

Andrew Douglas, Visiting Fellow in Procurement at Bristol Business School, explores the challenges that procurement organisations are and will face over the coming months/years. With key themes such as Internationalism of Suppliers, Changing Sources of Supply, Technology enhancements, Environmental concerns & Organisation designs this session looks at the way procurement has and will continue to evolve. This session is aimed to be both informative and thought provoking.



### Public Sector Keynote:

#### Improving Government Procurement Processes: The Bigger Picture (Session 3)

Presented by Colin Whitehouse, Senior Advisor, Department of Communities and Local Government, Chair of the National eProcurement and National Process Improvement Projects (NePP and NPIP)

The use of e-technologies within government procurement has taken great strides over the past five years - but even greater benefits can be achieved by redefining the underlying business processes. Colin Whitehouse from the Department of Communities & Local Government, Chair of the NePP and the National Process Improvement Project (NPIP) offers a unique insight into the challenges ahead.



### Supply Chain Futures:

#### Sustainable Supply Chains & the Green Economy (Session M)

Hosted by ADR International

ADR International provide an insight into the key issues surrounding sustainability within procurement and the supply chain, including their impact on global emission targets, their important role within the new 'green economy' and the main benefits for early-adopters of sustainable strategies in this area.



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## 12.40pm-1.10pm

### eProcurement – Does Easy Mean Out of Control? (Session O)

Hosted by PROACTIS Group Ltd

The popularity of web based shopping proves that buying can be made easy. The challenge is to also give organisations the control and spend visibility they need. Rod Jones, PROACTIS Group CEO explores the experiences of PROACTIS users and provides a glimpse of what the future holds.



### Successful Tender Management - How to Save 70% of Your Time (Session P)

Hosted by LanyonBid

Tender processes are an expensive and time consuming process for purchasing departments. This seminar will focus on best practices in a tender process and how automation can make it faster, easier and more efficient. Key areas addressed are:

- Effective exchange of data
- Key steps in the process
- Presentation
- Evaluation
- Tracking
- Transparency
- Auditability



**Public Sector Focus:**

**OPEN and the Work of the Educational Procurement Centre (DCSF) (Session Q)**

*Hosted by ProcServe*

This session presented by Darron Cox, Deputy Commercial Director of DCSF will highlight OPEN - Online Procurement for Educational Needs marketplace for school and the initiative's success to date and how it has helped schools increase their buying power whilst delivering real savings.



**Supply Chain Futures:**

**View from the Top: Supplier Performance & Real-Time Visibility (Session R)**

*Hosted by Oracle Corporation*

Globalisation has significantly increased the challenges of creating and maintaining sustainable supply chains whilst collaborating and competing in a complex international marketplace. Dave Food from Oracle will explain the key role of supply chain visibility and collaboration within the sustainable agenda and the emergence of software tools enabled to address these issues.



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**1.10pm-2.10pm**

**LUNCH BREAK & DEMONSTRATIONS IN EXHIBITION AREA**

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**2.10pm-2.45pm**

**Lunchtime Keynote / eWorld Purchasing & Supply:**

**Strategic Thinking: Developing a New Generation of Purchasing Professionals (Session 4)**

*Presented by Ian Schollar, Head of Practice Development & Gerard Chick, Head of Knowledge Management, The Chartered Institute of Purchasing & Supply (CIPS)*

The increasingly high profile of the procurement function presents a golden opportunity for purchasing professionals to move into a more central business role - but only if they can acquire the broader range of strategy and business skills required to survive at a senior level. This session will explore the current 'talent-crunch' in procurement and offer valuable insights into the skills that will be needed for the 'new wave' of purchasing professionals.



**Lunchtime Keynote / Supply Chain Futures:**

**Sustainable Procurement & the Corporate Social Responsibility Imperative (Session 5)**

*Presented by Shaun McCarthy, Director of Action Sustainability and Chair of the Commission for a Sustainable London 2012*

A unique insight into the social and environmental impact of major sourcing and purchasing decisions and the key role that sustainable procurement will play in the move towards more responsible business.



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**3.00pm-3.30pm**

**15 Things to Consider When Approaching a Software Implementation (Session T)**

*Hosted by PDG Consulting Ltd*

Mark Smith shares with you over 20 years experience of software implementation. His 15 point checklist will act as a guide for numerous software projects that you may undertake in this 'warts and all' guide to software implementation. Topics covered include scoping the project, selecting a consultancy, managing the risk and the key cost elements.



## **Controlling & Streamlining Costs – Customer Case Study (Session U)**

*Hosted by Touchstone Group*

Discover how Touchstone's customer streamlined and improved procurement, controlled maverick spending, achieved greater visibility of spending commitments and maximised economies of scale through accurate performance measurement of suppliers.



## **Enterprise Contract Management: Moving From the File Cabinet to the Board Room (Session V)**

*Hosted by Emptoris*

Successful organisations know that effective contract management has gone beyond just locating contracts to become a corporate-level initiative that can boost the bottom-line. Hear customer case studies detailing how **enterprise-wide contract management** has become a strategic imperative in today's globally-networked economy, ensuring procurement can deliver the compliance, controls, risk mitigation and efficiencies required to provide their stakeholders with the best-value contracts required to sustain competitive advantage.



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**3.45pm-4.30pm**

### **DAY ONE ONLY**

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

*Sponsored by Oracle Corporation*

All delegates on Day One are invited to join the day's speakers, sponsors and their peers for complimentary drinks and an informative and entertaining finale to the day. The Interactive Procurement Challenge will test your knowledge on a variety of important subjects, providing an informal opportunity to network with other participants and possibly win one of several highly desirable prizes.

