



# eWorld Purchasing & Supply

29/30 September 2009  
Victoria Park Plaza Hotel, London

## Event Guide

[www.eworld-purchasing.com](http://www.eworld-purchasing.com)

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Organised by



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# Welcome to eWorld Purchasing & Supply

Dear Delegate

I am delighted to welcome you to the eighteenth **eWorld Purchasing & Supply** - the UK's leading forum for procurement, sourcing and supply chain technologies.

In tough times like these, it is easy for organisations to save money by putting pressure on suppliers – but far more difficult to manage operational risk and deliver long-term value through improvements within the purchasing & supply chain functions. Hence, our two-day programme features some valuable insights into the more strategic opportunities created by the economic downturn, together with a wide range of real-life case studies designed to promote best practice in the profession.

Speakers include leading thinkers from the Chartered Institute of Purchasing & Supply (CIPS), The Hackett Group, SpikesCavell, Action Sustainability, Green 2020 and London Remade, plus innovative practitioners from Aliaxis, BP, Bovis Lendlease, Chelsea & Westminster NHS Trust, Interserve FM, Kwik-Fit & Continental Tyres, the London Borough of Tower Hamlets, Macmillan, Monarch Airlines, National Nuclear Laboratory, Newham University NHS Trust, Rotherham Borough Council, Sandwell Homes and UCLH NHS Foundation Trust.

Over the next two days, you will benefit from access to:

- More than 30 free educational seminars
- The latest thinking from acknowledged industry experts
- First-hand case studies from innovative purchasing organisations
- Demonstrations of new technologies from leading suppliers
- Complimentary refreshments in our central networking area

Today's event is brought to you in association with the Chartered Institute of Purchasing & Supply (CIPS) and is organised by Revolution Events, the UK's leading provider of business technology forums ([www.revolution-events.com](http://www.revolution-events.com)).

We hope you enjoy your day with us and look forward to seeing you again soon.

Yours faithfully



**Deborah Putxy**  
Event Manager

# Seminar Planner

## KEY



Keynote Session



Procurement Focus



Supply Chain Focus



Case Study



Public Sector Focus



Business Strategy



Sustainability Focus



Software as a Service

## 9.30am-10.00am



**OPENING KEYNOTE: Procurement at the Edge:  
Opportunities Emerging from the Downturn  
(Session 1)**

**VICTORIA 1**

*Hosted by Chris Sawchuk, Global Procurement Practice Leader,  
The Hackett Group*

## 10.20am-10.50am



**Sourcing PLUS: Unlock Savings Using Non-Traditional  
Sourcing Methods  
(Session A)**

**VICTORIA 1**

*Hosted by BravoSolution*



**Services Spend Management: How to Bring Visibility,  
Control & Compliance into Complex Services Spend  
(Session B)**

**VICTORIA 2**

*Hosted by Emptoris*



**A Procurement Managers' Guide to the UK Carbon  
Reduction Commitment (CRC)  
(Session C)**

**ALBERT 1/2**

*Hosted by Green 2020 Environment and Energy*

## 11.05am-11.35am



**Procurement Made Easy – Future-proof Innovation  
the Webmart Way...  
(Session E)**

**VICTORIA 1**

*Hosted by WEBMART*



**Improving Purchase Forecasts for Manufacturing and  
Wholesale in Unpredictable Times  
(Session F)**

**VICTORIA 2**

*Hosted by INFORM*



**Take a Leap from Tactical Sourcing to Strategic Sourcing  
– Create a Bottom-Line Difference  
(Session G)**

**ALBERT 1/2**

*Hosted by Zycus Inc.*

## 12.00pm-12.30pm



**Best Practice Procurement for Procurement Technology  
(Session I)**

**ALBERT 1/2**

*Hosted by Etesius Ltd*



**Managing the Long Tail of One Time Only Vendors and Ad-Hoc Spend  
(Session J)**

**VICTORIA 2**

*Hosted by Invapay Payment Solutions Ltd*

**DAY ONE ONLY (Tuesday 29th September)**



**Delivering Savings in the Public Sector – Abstract Art or a Bowl of Fruit With Real Bananas in it?  
(Session K)**

**VICTORIA 1**

*Hosted by Luke Spikes, Chief Executive Officer, SpikesCavell&Co*

**12.45pm-1.15pm**



**Wag The Dog  
(Session M)**

**VICTORIA 2**

*Hosted by Wax Digital Limited*

**DAY ONE ONLY (Tuesday 29th September)**



**Using the Internet to Increase Purchasing Contribution at Aliaxis  
(Session O)**

**VICTORIA 1**

*Presented by Paul Baigent, European Purchasing Director, Aliaxis*

**DAY TWO ONLY (Wednesday 30th September)**



**Win-Win Collaboration at Monarch Airlines  
(Session Q)**

**VICTORIA 1**

*Presented by Craig Cherry, Head of Procurement, Monarch Airlines Group and Stuart Bensusan, MD of Essential Travel*



**Sales vs. Purchasing Lead Times - Solutions For Better Demand Planning  
(Session P)**

**ALBERT 1/2**

*Hosted by INFORM*

**1.15pm-2.00pm**

**LUNCH BREAK & DEMONSTRATIONS IN EXHIBITION AREA**

**2.00pm-2.30pm**

**DAY ONE ONLY (Tuesday 29th September)**



**LUNCHTIME KEYNOTE: Seizing the Opportunity - Developing a Winning Business Case for Supply Management  
(Session 2)**

**VICTORIA 1**

*Hosted by David Noble, CEO, CIPS*

# Seminar Planner



**LUNCHTIME KEYNOTE: Swimming Upstream – Sustainable in Difficult Times?**

(Session 3)

**VICTORIA 2**

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

**DAY TWO ONLY (Wednesday 30th September)**



**LUNCHTIME KEYNOTE: I-Relate - Research into the Factors that Buyers Consider and Deploy When Interacting With External Suppliers**

(Session 2)

**VICTORIA 1**

*Hosted by Emma Brooks, Representation Manager, CIPS*



**LUNCHTIME KEYNOTE: Where to Start With Green Procurement**

(Session 3)

**VICTORIA 2**

*Hosted by Majken Moller, Senior Project Manager, Mayor of London's Green Procurement Code*

**2.45pm-3.15pm – PROCUREMENT INNOVATORS, PART 1**

**DAY ONE ONLY (Tuesday 29th September)**



**Role of Integrated Systems in Global Procurement at BP (Session S)**

**VICTORIA 2**

*Presented by Atul Sahay - Manager Strategic Solutions, E&P PSCM, BP*



**Evolution of a Supply Chain Relationship (Session T)**

**ALBERT 1/2**

*Presented by Neil Arnott, Head of Supply Chain, Kwik-Fit GB and Stewart Jackson, Supply Chain Director, Continental Tyres*



**e-Procurement for Non-Geeks, the Nervous & the Over 40's**

(Session U)

**VICTORIA 1**

*Presented by Bob Nally, Purchasing Manager, on behalf of Sandwell Homes*

**DAY TWO ONLY (Wednesday 30th September)**



**Macmillan: Transforming the Way We Recruit (Session S)**

**VICTORIA 2**

*Presented by Stuart Mather, Recruitment Advisor and Dave Sharp, Head of Procurement, Macmillan*



**Transforming Procurement and the Supply Chain to Deliver Value for the National Nuclear Laboratory (Session T)**

**ALBERT 1/2**

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



### Does e-Commerce Really Contribute to Achieving your Procurement Strategy?

(Session U)

VICTORIA 1

*Presented by Vince Pross, Director of Procurement, Chelsea & Westminster NHS Trust and Gordon Parker, Procurement Inline Ltd*

## 3.30pm-4.00pm – PROCUREMENT INNOVATORS, PART 2

### DAY ONE ONLY (Tuesday 29th September)



### Productive Procurement

(Session W)

VICTORIA 1

*Presented by Malcolm Dorman, Head of Procurement & Supply, Newham University NHS Trust*



### OO + NT = EOO

(Session X)

ALBERT 1/2

*Presented by Brian Leigh, Head of Procurement, Rotherham Metropolitan Borough Council*

### DAY TWO ONLY (Wednesday 30th September)



### Facing Change at Tower Hamlets

(Session W)

VICTORIA 1

*Presented by Richard Parsons, Service Head – Procurement, London Borough of Tower Hamlets*



### Transforming Supply Chain Performance at Bovis Lendlease (Session X)

ALBERT 1/2

*Presented by Nigel McKay, Head of Supply Chain Management, Bovis Lendlease*



### Sustainable Facilities Management Procurement (Session Y)

VICTORIA 2

*Presented by Jon Crump, Procurement Director, Interserve Facilities Management*

## 4.15pm-4.45pm

### DAY ONE ONLY (Tuesday 29th September)



### Closing Session: Interactive Procurement Challenge & Drinks Reception (Session 4)

VICTORIA 2

*Sponsored by Noventia Ltd*

The return of the popular eWorld Procurement Challenge, an informal drinks reception and light-hearted networking quiz at the end of Day One.



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Action Sustainability is a not for profit social enterprise registered as a Community Interest Company. Our aim is to continuously extend, lead and inspire sustainable procurement, by extending the boundaries of best practice. We provide consultancy, training, benchmarking, research, case studies and support. In addition, we support and facilitate the Strategic Supply Chain Group, a leading authority on sustainable procurement. We have also recently launched the Iceberg Group, a new membership organisation designed to enable you to benefit from year round access to the UK's leading practitioners of sustainable procurement.

[www.actionsustainability.com](http://www.actionsustainability.com)

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e: [kavita@actionsustainability.com](mailto:kavita@actionsustainability.com)

Action Sustainability, 377 Camden Road,  
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e: [info@advantageglobal.co.uk](mailto:info@advantageglobal.co.uk)

Advantage Global, Matrix House (6th Floor),  
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**8:05am (GMT), Monday 5th January 2009**

Nationwide Building Society, the largest building society in the world, prioritised their need to bring efficiencies to their non permanent recruitment function with a laser-like focus on reducing costs, mitigating risk and streamlining processes with a view to improving the candidate attraction model and providing an innovative and responsive service to a multi-site business community.

When? Yesterday.

How? Seamlessly.



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**2.25pm (GMT), Friday 10th April 2009**

“Having worked with Advantage Global from ‘Implementation’ stage through to ‘Business as Usual’, they have impressed me with their commitment and expertise resulting in the seamless introduction of the programme. The Advantage Resource Team based onsite is providing a service which has exceeded our initial expectations and we are on target to over achieve on the generated savings. I would have no hesitation in recommending Advantage Global in the future.”

--Caroline Maddocks  
Head of Procurement  
Nationwide Building Society



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Agentrics LLC, Verulam Point , Station Way,  
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## The Chartered Institute of Purchasing & Supply (CIPS)

CIPS is an international organisation, based in the UK, serving the purchasing and supply profession.

Dedicated to promoting good practice, CIPS provides a wide range of services for the benefit of members and the wider business community.

[www.cips.org](http://www.cips.org)

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Visit us at Stand 16 on 29 & 30 September 2009.

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Claritum, 251-253 London Road East,  
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Comensura, an expert in supply chain management, have established a procurement platform that enables clients to quickly turn indirect services spend into a new source of value and competitive advantage. Our solutions are focused round the challenges with recruitment and have been developed to streamline and simplify the process of providing quality staff through different channels.

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## Mayor of London's Green Procurement Code

The Mayor of London's Green Procurement Code is a free support service for London based organisations committed to reducing their environmental impact through responsible purchasing. We provide practical advice and online resources to help embed green purchasing into all aspects of an organisation, including sourcing green products. Organisations signed up to the Green Procurement Code commit to achieving progressive environmental targets and can be awarded bronze, silver or gold status as a mark of their success.

[www.greenprocurementcode.co.uk](http://www.greenprocurementcode.co.uk)

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