

IQPC proudly presents the third annual

Strategic Purchasing & Procurement Forum 2008

Effective Change Management • Competitive Strategic Sourcing • Winning SRM

August 26th -28th 2008, Exclusive Berns Hotel & Conference, Stockholm, Sweden

“ Good opportunity to check trends and future technologies! Good networking! ”
Ford Motor Company

Dear Colleague,

Purchasing and Procurement professionals are under increasing pressure from volatile markets, a globalized supply chain and shrinking margins. As a senior Procurement official, you are in charge of devising a high impact strategy to ensure long term profitability and stability of supply, strengthening your bargaining power with key suppliers and ensuring that your organization offers an attractive career path for the most talented people.

In discussions with purchasing executives earlier this year, I was told that they wanted to:

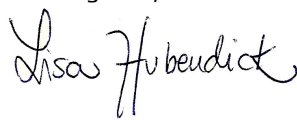
- **Discover how to raise margins through innovative sourcing strategies**
- **Develop sustainable ways to collaborate with suppliers and make them meet the company needs on an early stage**
- **Put an end to the never ending change management challenge faced within the organisation**

So in response to this request we have put together **Strategic Purchasing and Procurement Forum 2008** – and packed the program with ready to use strategies from thought leaders within strategic procurement. Listen to and learn from our international speaker panel on how to manage your challenges within **change management, supplier relations** and **sourcing**!

So, don't miss this event that definitely will jumpstart your winning procurement strategies for the rest of 2008!

We look forward to seeing you in Stockholm in August!

Kind regards,



Lisa Hubendick
Project Manager IQPC

**Advance Invitation!
Book before May 16th
for exclusive discounts!**

Confirmed and invited speakers include:

- **Uwe Schulte**, Vice President Global Supplier Relations, **Unilever** (Netherlands)
- **Bill Knittle**, Global Procurement Director, Refining and Marketing, **BP** (UK)
- **Lauri Leskinen**, Director Sourcing and Logistics, **GS-Hydro Group** (Finland)
- **Bo Andersson**, CPO, **GM** (USA)
- **Lars Loftäng**, Head of Procurement, **Saab Space** (Sweden)
- **Krister Jacobsson**, Senior VP Purchasing, **Husqvarna** (Sweden)
- **Erik Hansen**, CPO, **Disa Group** (Denmark)
- **Nils Clement**, Director of Procurement, **EMEA, Starbucks** (Germany)
- **Johan Walker**, Senior Vice President Global Supply Chain Management, **ABB** (Switzerland)

PRELIMINARY AGENDA

Day 1. August 26th 2008

08:30 **Registration and Coffee**

09:00 **Chairman's welcome and opening address**

09:15 **Design a high impact consolidated global procurement strategy across your organization to unite strengths and build competitive advantage**

- Benefit from economies of scale and pool organizational resources to create synergies
- Identify best practice and implement common processes across business units
- Benchmark organizational and financial efforts with strategic procurement KPI:s: Number of suppliers; SRM; technical innovation etc

10:00 **Establishing centralized purchasing units with category expertise to secure the most valuable preferred supplier deals**

- Identify business critical supplier categories essential to your corporate plans
- Develop specific category units to build on sector expertise
- Build mutually beneficial relationships with preferred suppliers to create long term profitability by controlling price

10:45 **Coffee and Networking Break**

11:30 **Developing your procurement function from a cost-center to a profit center – boosting margins in a saturated market**

- Establish a co-coordinated board room approach to create a competitive edge Strategic Purchasing as an essential Value Creation Tool
- Eliminate un-necessary purchasing activities to increase cost-efficiency
- Decrease total spend of purchasing by streamlining processes and increase profits

12:15 **Infusing clear commercial goals in the Procurement organization to align strategies with the corporate business model**

- Incorporate commercial thinking and action into your procurement organization to avoid being seen as a support function
- Ensure that your Purchasing function is adding value to the organization by measuring your input to the bottom line

13:00 **Lunch**

14:00 **Securing key innovation from your preferred suppliers to boost competitive advantage**

- Improve your offer management by accessing the newest ideas and product developments with suppliers
- Build strategic alliances with high performance innovation creators

SPONSORSHIP & EXHIBITION OPPORTUNITIES STILL AVAILABLE!

Do you have cutting-edge solutions and would like to meet the region's major procurement professionals at the 2nd annual Strategic Purchasing and Procurement Forum 2008? If so, then this is your best opportunity to profile yourself in front of these leading decision makers.

If so, email andreas.brandt@iqpc.se or call: + 46 (0) 8 545 29 086

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14:45 Ensuring that your Procurement organization is an attractive and sustainable career path by strategic talent management

- Finding the right channels to attract the best human capital to your Procurement organization
- Develop key people management functions and competency development processes to drive team performance
- Implementing strategic succession planning to ensure a sustainable talent pipeline

15:15 Coffee and Networking Break

15:45 Ensuring Corporate Social Responsibility across your international purchasing supply chain

- Bringing up CSR on the strategic procurement agenda to ensure sustainable growth
- Establishing suitable guidelines for CSR in your supply chain and ensure effective follow up processes
- Work together with suppliers to create an open dialogue and increased transparency

16:30 Driving Green Procurement in emerging markets

- Ensuring environmental sustainability as an integral part of the purchasing process
- Collaborating effectively with suppliers to ensure a reduced negative environmental impact in your procurement supply chain
- Communicating the Green Procurement brand to internal stake-holders as well as end users

17:15 Chairman's closing and end of day 1

17:20 Cocktail Reception. A great opportunity to mingle with fellow senior Procurement professionals - **don't forget your business cards!**

Day 2. August 27th 2008

08:00 Registration

08:25 Chairman's welcome

08:30 Strategic Supplier Relations Management across a global Purchasing supply chain

- KPI:s for choosing and evaluating preferred suppliers to cut costs
- Securing long term relationships with select suppliers
- Decode your suppliers and open up dialogue to increase productivity and create sustainable development

09:30 Control costs and increase competitiveness by Best Cost Country Sourcing

- Shifting your spend volume to the most preferential suppliers to increase margins
- Make sure Best Cost Country suppliers live up to their name by strategic SRM programs
- Managing risk in an expanding supply chain

10:15 **Coffee and Networking Break**

10:30 Achieving higher level development of procurement operations in Low Cost Countries

- Identify prospect future strategic suppliers in new markets and develop successful sustainable long term partnerships
- Monitor supplier performance through strategic SRM systems to determine value added by your suppliers
- Achieve sustainable development by boosting innovation incentives

11:15 Assessing cost effectiveness and measuring savings across your indirect procurement operations

- Strategically managing cost efficient sourcing in your indirect procurement
- Increase the visibility of indirect spend to induce cost savings

12:00 **Lunch**

13:00 Realize the potential cost savings in effective E-procurement

- Identify key savings drivers to design optimal e-procurement system
- Increase account accessibility and visibility for all purchasing managers

13:45 Implement Lean thinking in your procurement organization

- Setting clear development goals for creating process excellence in strategic procurement
- Increase profits by fine tuning procurement processes in accordance with Lean thinking
- Create a deep understanding for the Lean way with all employees to entrench positive change

14:30 Coffee and Networking Break

15:00 Minimizing financial and operational risk with strategic contract management in Low Cost Countries

- Reduce your contract record search time to boost procurement efficiency
- Improved financial control through tracking and managing contracts
- Managing spend in a competitive indirect procurement market by effective contract management

15:45 Round table discussion

16:30 Chairman's closing and end of conference

Day 3. August 28th – Interactive Workshops

IQPC's workshops offer a unique opportunity to spend time with an industry expert. These interactive sessions are extended to ensure that you will really get to heart of the issues pertinent to Strategic Purchasing and Procurement professionals. Through practical solutions and interactive problem solving, they provide a unique learning experience in a relaxed and informal environment.

09:30 – 12:30

Workshop A

Cost Saving Best Practice in Global Sourcing

- Defining your global sourcing strategy and focus on proactive and structured planning
- Implement a strategy that has local and global coverage to leverage on existing supplier relationships and see early benefits
- Extending your supplier base to a flexible level and be able to develop your business
- Reinforce relationship with existing global sourcing solutions and extend it to strategic alliances
- Evaluating your global sourcing strategy consistently to manage constant changes and new sourcing opportunities

13:30 – 16:30

Workshop B

Strategic Supplier Relationship Management for Global Purchasing Operations

- Finding the ultimate supplier base through an expanded sourcing strategy looking into new markets
- Looking into new markets with a substantially lower cost level – not compromising on quality or service level in terms of supply or logistics
- How to slash lead times and leverage on having local units in your sourcing approach

STRATEGIC PURCHASING & PROCUREMENT FORUM 2008 REGISTRATION FORM

**Dates: August 26-27, Workshops August 28,
Venue: Berns, Berzeeli Park Stockholm, Sweden**

	Regular Price	Exclusive offer! Book before May 16th
Conference + 2 workshops	€ 2997	Pay € 2497 and save € 500!
Conference + 1 workshop	€ 2298	Pay € 1898 and save € 400!
Conference	€ 1599	

All prices are exclusive of applicable taxes. This offer may not be combined with other offers.

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