

# PROCURECON INDIRECT 2011

Europe's Leading Indirect Procurement Event

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AND SAVE  
UP TO  
£500**



## Driving the Value Strategy Moving indirect procurement to the forefront of your business agenda

Our high calibre speaker panel includes:

**David Natoff**  
Head of Global  
Supplier Sourcing



**Alan McQuade**  
SVP, Supply Chain  
Exec for EMEA



**Rob Morris**  
Global Head of Sourcing  
and Procurement



**Huw Edwards**  
Procurement Director



**Stephen Wills**  
CPO



**Herve Menassol**  
Global Capital Purchases  
Associate Director



**Moray Reid**  
MBPS Supply Chain and  
Procurement Offerings Leader – Europe



**Stefan Gartenmaier**  
Head of Corporate Procurement  
for Indirect Materials & Services



### NETWORK

Network with Europe's leading heads of indirect procurement, through prearranged 1-2-1 meetings and structured speed networking sessions. This is your chance to compare notes with the most senior decision makers from a wide range of industries.

### BENCHMARK

Benchmark your own successes and failures through case studies of leading indirect procurement projects. Get a unique cross-sectoral perspective on the issues facing indirect procurement practitioners in 2011/12.

### LEARN

Boost your knowledge and discover practical solutions to the key indirect procurement challenges facing your organisation. Tailor your learning experience by choosing from a range of streamed sessions, as well as our analytics focus day and BPO masterclass.

Sponsors:



**BOOK YOUR  
PLACE TODAY**



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Tuesday 29 March: INDIRECT PROCUREMENT ANALYTICS FOCUS DAY

09:00-16:10

- **Understanding What the Future Holds for Advanced Analytics and What It Means for Your Spend Management Practices**  
Rob Morris, Global Head of Sourcing and Procurement, **Clifford Chance**
- **Using Automated Tools in line with Best Practices and Ambitious Tool Deployment Plans**  
Andre Carbones, Global Head of Indirect Procurement, **NSG Group**
- **Increasing the Automation of Spend Management for Cost Effectiveness**  
Jim Carter, Head of Policy & Enablement, Strategic Sourcing, **Network Rail**
- **How to Marry Fast and Nimble Solutions for a Sourcing Strategy with the Business World in a Holistic System?**  
Douglas Else-Jack, Vice President of Procurement, **Schindler**



Roundtables



- Making procurement analytics an engine for growth and innovation
- Procurement Analytics: How far can you go?
- Identifying the best analytics tools for your business
- Tracking progress and desired outcome through procurement analytics

Wednesday 30 March: MAIN CONFERENCE DAY ONE

- 10:00 Chairman's Opening Remarks
- 10:15 **Engagement Between Procurement and the Business Agenda: Indirect Procurement Driving The Value Strategy**  
David Natoff, Head of Global Supplier Sourcing, **GOOGLE**
- 10:50 **Indirect Procurement Contributing to Financial Results such as Revenue Growth**  
Moray Reid, MBPS Supply Chain and Procurement Offerings Leader – Europe, **IBM**
- 11:50 **Panel: Controlling Where the Savings Go & Ensuring Procurement is Credited with Savings Achievements**  
**Stephen Wills**, CPO, **AXA**  
**Erik Dam**, Global Purchasing Director, **The Scotts Miracle-Gro Company**  
**Stefan Gartenmaier**, Head of Corporate Procurement for Indirect Materials & Services, Group Finance, **Adidas Group**  
**Chris Thomson**, Procurement Controller, Indirects, **Dairy Crest**
- 12:25 **Public Spending Review: Professional Procurement - Rising to the Challenge Ahead**

13:05 **Structured Speed Networking Session**



14:40 - 15:50 **Breakout Session**



- Stream A - Marketing/Print Management/ Advertising**  
**Hewlett-Packard, Charterhouse**
- Stream B - Public Sector Procurement**  
**CIPS**
- Stream C - C-level Think Tank**
- Stream D - 1-2-1 Meetings**

16:20 - 17:40

**Stream E - Information Systems Spend**



**Category Roundtables:**

- Facilities Management
- Professional Services
- MRO
- Telecom
- Travel



Plus **C-Level Think Tank** and **1-2-1 Meetings** Continued



## Thursday 31 March: MAIN CONFERENCE DAY TWO

09:00 Chairman's Opening Remarks

09:15 **Mastering Internal and External Stakeholder Management to Reinforce Procurement's Influence**

**Rob Morris**, Global Head of Sourcing and Procurement, **Clifford Chance**

09:50 **Strengthening Procurement's Voice through Critical Talent Management Practices**

**Huw Edwards**, Procurement Director, **ASDA**

10:55 **Reviewing Advanced Savings Levers for Successful Management of Indirect Spend**

**Herve Menassol**, Global Capital Purchases Associate Director, **Procter & Gamble**

11:30 **Panel: Assessing Procurement's Challenges and Achievements in Strategic Activities vs. Tactical Activities**

**Alan McQuade**, CPO, **Bank of America Merrill Lynch**

**Seán O'Dwyer**, Category Manager – Operations, **Dublin Airport Authority**

**Luca Guzzabocca**, Co-Chairman, **Acquisti & Sostenibilita - CPO of Banca MPS**

**Nil van der Plas**, Director of Global NPR, **Akzo Nobel**

13:10 - 14:20 **Breakout Session**



**Stream A - Innovation in Professional Services, Logistics & Distribution**  
**Groupe La Poste**

**Stream B - Public Sector Procurement**  
**Department of Work and Pensions**

**Stream C - 1-2-1 Meetings** **NEW**

14:50 - 15:30



**Category Roundtables:**

- Facilities Management
- Energy/Utilities
- Real Estate/Property Management
- Fleet management



Plus 1-2-1 Meetings (cont.)

*"The agenda is really very impressive, as usual ProcureCon Indirect is the state-of-the-art event for procurement management of indirect!"*

**Luca Guzzabocca**  
CPO, Banca MPS

**NEW**

### BUSINESS PROCESS OUTSOURCING MASTERCLASS

**Procurement Acting as a Centre of Excellence in Helping Other Functions in BPO & Outsourcing**

**15:30-17:30**

A special two hour crash course that will enable you to:

- Keep Up with new global BPO & outsourcing models - ITO, SaaS & cloud computing
- Understand why there is no growth in outsourcing strategic, tactical and operational activities
- Overcome the misconceptions about BPO and outsourcing and identify the opportunities it entails for your organisation.

**DON'T MISS**

### UNRIVALLED NETWORKING OPPORTUNITIES

ProcureCon Indirect 2011 will gather over 200 of Europe's leading CPOs and indirect procurement professionals under one roof. This is your chance to compare notes with the most senior decision makers from a wide range of industry sectors.

We know you love to network and we've structured this year's event to ensure you meet the right people:

#### Over 4 hours of 1-2-1 meetings



Year after year, procurement professionals tell us that they want more dedicated time for networking.

Our pre-arranged 1-2-1 meetings will provide you with a closed-door networking opportunity to meet potential business partners and benchmark with your peers.

#### Structured speed networking



An exciting, quick and easy way to meet fellow conference delegates and industry peers in a structured 30 minute session.

These brief meetings will help you initiate valuable conversations that you can build on throughout the conference. This is where lasting and profitable business relationships begin!



# REGISTRATION FORM

Please complete and fax back to  
**+44 (0)20 7368 9401**

## 1. Delegate Details

Last name (Mr/Mrs/Ms) \_\_\_\_\_  
 First name \_\_\_\_\_  
 Job Title \_\_\_\_\_  
 Department \_\_\_\_\_  
 Head of Department \_\_\_\_\_  
 Registration Contact \_\_\_\_\_  
 Company \_\_\_\_\_  
 Address \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_  
 City \_\_\_\_\_  
 Post Code \_\_\_\_\_  
 Country \_\_\_\_\_  
 Email (required) \_\_\_\_\_  
 Tel \_\_\_\_\_  
 Fax \_\_\_\_\_  
 Company VAT Number \_\_\_\_\_

## 2. Registration Options (please tick)

Bookings Received by 17 Dec 2010		Full Price
<b>Procurement Practitioners</b>		
3 day conference package	<b>Save £500</b> £1,299	3 day conference package
CD Rom	£299	
<b>Group Bookings</b> 50% discount on 3rd and subsequent bookings		
(please photocopy form for multiple bookings) Only valid for procurement professionals, not for vendors, solution providers and consultants. Please note that no two discounts can be combined, and that multiple bookings must be booked and paid for at the same time.		
<b>Vendor/Solution/Service Providers</b>		
3 day conference package	<b>Save £600</b> £2,399	£2,999
CD Rom	£299	

### Incorrect Mailing

If you are receiving multiple mailings or you would like us to change any details, or remove your name from our database, please fax this form to the attention of our Database Department with your amended details on +44 (0)20 7368 9401. Amendments may take some time so please accept our apologies for any inconvenience.

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### \* Prices are subject to the applicable UK VAT rate:

- In 2010 prices are subject to 17.5% UK VAT
- From January 2011 prices will be subject to 20% UK VAT

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**Alternatively please mail to:**

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## 3. PAYMENT DETAILS - Send us your registration by 17 December 2010 to qualify for these prices listed above

Payment should be received by WBR Ltd within 7 days of the invoice date or by expiry of given discount date which ever is the earliest. If payment is not received by the offered discount date the higher price will apply. Any booking made in the 14 days prior to the conference must be paid by credit card. Payment of invoices other than by means of credit cards or purchase order (UK PLC and Government bodies only) will be subject to a £49 (plus VAT) processing fee.

Please charge my AMEX/VISA/MASTERCARD (please delete as applicable)

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