

IFPSM World Summit

21-23 September 2009

Imperial Palace

Las Vegas, Nevada, USA



IFPSM

IFPSM invites you to attend
the IFPSM World Summit in
Las Vegas, Nevada, USA

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“The Future of Supply Management” summit presents sessions on best practices in association management as well as sessions focused on current trends in purchasing and supply management, and how they may best be imparted to your members. Find out how organizations around the world stay relevant in today’s economic climate.

Mark your calendar so you don’t miss this opportunity to learn and network with your colleagues in the supply management arena. It’s never too soon to start making arrangements to attend this program and to register as many of your colleagues as you can. And don’t forget, the first five delegates from your association to attend are FREE of charge. (After that, you only pay \$160 USD per attendee.)

If you have any questions, please contact IFPSM Director General Charles Holden at charlesholden@btinternet.com.

We have more than 20 sessions for you to choose from including the latest information on supply management best practices, the latest topics on association management and keynote speakers who will motivate and inspire you to build a strong educational organization.

We look forward to seeing you in Las Vegas. Las Vegas is one of the most popular destinations in the United States. Located in the desert of Nevada, Las Vegas is known for its energetic nightlife, but just 30 minutes from the city center, you can visit landmarks like Hoover Dam. If you’re interested in a longer journey, the Grand Canyon in Arizona is 300 miles east of Las Vegas, while California offers many attractions to the west. For more information about Las Vegas, visit www.visitlasvegas.com/vegas/index.jsp.

Discover best practices for your supply management association. Find out what organizations around the world are doing to support their memberships. Network and gain feedback on your program mix.

Two years ago we met in the United Kingdom for networking, planning and sharing and you’ll agree that the knowledge gained during that time was invaluable. The world is flat. Programs and promotions taking place in Denmark can be reworked and applied to the Philippines, Thailand, the Netherlands, Argentina and Israel, as well as other parts of the world.

HIGHLIGHTS for this three-day event include both Practitioner Content and Association Content.

Practitioner Content

- PP — Procurement/Supply: The Best of Times
- PP — Supplier Relationship Management
- PP — Talent Management
- PP — Developing a Winning Business Case
- PP — Globalisation: A World Perspective of the Profession
- PP — Commodity Management
- PP — Continuity
- PP — Security
- PP — Business Ethics & Cultural Challenges — Business ethics within different cultures; culture’s role in ethics
- PP — Sustainability — From a global perspective

Association Content

- AM — Association Governance
- AM — Member Management
- AM — Education/Training
- AM — Capacity Building (Revenue Growth)
- AM — Globalisation and the Association
- AM — Data Intelligence — How to use (not compile) internal data
- AM — Product Development



Who Should Attend:

Member associations that are looking to improve their business results. Attendance at the World Summit is available for up to five representatives of member associations, free of charge. This includes the business program, refreshments and lunch on two days and the conference dinner on the evening of Tuesday, 22 September, 2009. Additional attendees will be charged a fee of \$160 USD.

Dates and Location:

The event is Monday, 21 September through Wednesday, 23 September at the Imperial Palace in Las Vegas, Nevada, USA.

Additional meetings on the schedule:

- IFPSM Board Meeting: Sunday, 20 September 1200-1700
- Council Meeting: Monday, 21 September 0830-1130
- IFPSM Europe: Wednesday, 23 September 1400-1700
- IFPSM Asia: Thursday, 24 September 0830-1700

McCarran International Airport in Las Vegas hosts all major airlines.

PROGRAM IFPSM WORLD SUMMIT

The Future of Supply Management

Understanding the Program for the World Summit

There are six general sessions to attend. In addition, please note that four workshops run concurrently covering various aspects of supply management and associations. Delegates can only select ONE workshop from each time frame. For example, during concurrent session A, you will select either A1, A2, A3 or A4.

GS — This denotes a General Session.

PP — This denotes a Professional Practice Session.

AM — This denotes an Association Management Session.

Monday, 21 September 2009

Time	General Session or Concurrent Workshop	Session Code	Session Title	Presenter
1200-1330	General Session #1 Lunch	AA	GS — The Future of Supply Management Discover where the profession is headed over the next decade. Use this information to plan your programs and provide leading-edge courses for your membership.	Tom Slaight Partner A.T. Kearney, Inc.



1330-1500	Concurrent Session A1	AB	<p>PP — Procurement/Supply: The Best of Times</p> <p>Globalization or reverse globalization; strategic shifts or back to basics; senior management expectations or uncertainty. For over a hundred years the purchasing field contained the lowest educated, lowest paid and the least trained, but in recent time it has risen like a Phoenix to deliver amazing corporate and organizational results. This session delivers the results of 5,400+ personal interviews in over 864 companies and organizations worldwide since 1990. The presentation includes research regarding current and near future dynamics for individuals ranging from buyers to heads of supply as well as their corporations and organizations. What's next? Discover what training, development and support is needed for the next decade in supply.</p>	Joseph L. Cavinato, Ph.D. Director, The A.T. Kearney Center for Strategic Supply Leadership at ISM, and ISM Professor of Supply Chain Management at Thunderbird School of Global Management
1330-1500	Concurrent Session A2	AC	<p>PP — Global Supplier Relationship Management in the 21st Century: The Journey from Mere Market Exchange to Collaborative Co-Destiny Alliance</p> <p>One of the critical elements of supply chain management is building relationships with your key suppliers. The health of these relationships can make or break an organization.</p>	Chris Gallagher Director of Global Customer Solutions CIPS
1330-1500	Concurrent Session A3	AD	<p>AM — Association Governance</p> <p>Look for a panel discussion on the issues facing your association. The content of this session is based on feedback from participants. Panelists will discuss your immediate concerns.</p>	Panel TBA



1330-1500	Concurrent Session A4	AE	<p>AM — Member Management: Association Membership Management in Challenging Times</p> <p>The demographics of the purchasing and supply management profession have changed dramatically in past decades. Further, today's economic turmoil has added a new set of challenges to membership associations. Associations find themselves challenged to meet the needs of this new demographic as well as weather the current economic situation. Is the old association model a thing of the past?</p> <p>In this session, we will discuss a variety of options to attract and retain members, the professional development of membership and how we can meet their needs. We will also discuss the potential structure of a virtual association.</p>	<p>Jim Haining, MBA, CPSM, C.P.M., A.P.P. Purchasing Administrator for Clark County Nevada and Executive Director, ISM—Nevada, Inc.</p>
1500-1530	Break		Break	
1530-1700	Concurrent Session B1	BA	<p>PP — Talent Management</p> <p>This is one of the most important issues facing organizations today: how to retain, recruit and satisfy your best employees.</p>	TBA
1530-1700	Concurrent Session B2	BB	<p>PP — Developing a Winning Business Case for Supply Management</p> <p>Discover how to support the business of supply management and make it a superstar in the organization.</p>	<p>David Noble, FCIPS CEO CIPS</p>
1530-1700	Concurrent Session B3	BC	<p>AM — Education/Training</p> <p>Find out how associations around the world plan, develop and promote their programs. You'll get tips and techniques that are applicable to both large and small budgets.</p>	ISM Staff



1530-1700	Concurrent Session B4	BD	AM — Capacity Building (Revenue Growth) You won't want to miss this panel discussion that delivers insight into developing your organization through partnerships and/or organic growth.	Panel TBA
1700-1830	Reception		Cocktail Reception and Exhibition	

Tuesday, 22 September 2009

Time	General Session or Concurrent Workshop	Session Code	Session Title	Presenter
0830-1000	General Session #2	CA	GS PP — Globalisation: A World Perspective of the Profession Emerging strategic issues in supply management including global sourcing, convergence and collaboration. Supply chain leveraged organizational transformation and the emerging area of "financial supply chain management."	Ram Narasimhan University Distinguished Professor John H. McConnell Professor of Business Supply Chain Management Broad College of Business Michigan State University, USA
1000-1030	Break		Break	
1030-1200	Concurrent Session C1	CB	PP — Commodity Management This discussion covers tips and techniques to improve commodity management.	Kurt Ritcey Partner & National Practice Leader – Sourcing & Procurement Deloitte, Inc.
1030-1200	Concurrent Session C2	CC	PP — Continuity of Supply Learn how to survive the rocky economic landscape through a better plan for continuity with supply management.	Judy Baranowski Director AlixPartners LLC
1030-1200	Concurrent Session C3	CD	PP — Security These days, security is a prime focus for a strong supply chain. Discover how to build a plan to guarantee the security of your supply chain and its components.	NIGP TBA



1200-1330	Lunch & General Session #3	CE	Networking Lunch & General Session GS AM — Globalisation and the Association As members of associations globalise their companies, associations need to develop a response to the new challenges. What are the challenges for associations? What are some of the possible coping strategies?	Soeren Vammen CEO DILF
1330-1500	General Session #4	CF	GS — Facilitated Discussions as follow-up to General Session #3 Globalisation & the Association Breakout discussion in large, medium and small groups.	
1500-1530	Break		Break	
1530-1700	General Session #5	CG	TBA	TBA
1700-1830			Free Time	
1830	Dinner		IFPSM Dinner	

Wednesday, 23 September 2009

Time	General Session or Concurrent Workshop	Session Code	Session Title	Presenter
0830-1000	Concurrent Session D1	DA	PP — Business Ethics & Cultural Challenges Business ethics within different cultures; culture's role in ethics.	Panelists: Paul J. Brennan, CPPO, Purchasing Director, County of Rockland, New York and President of the NIGP Board of Directors Additional panelists TBA.
0830-1000	Concurrent Session D2	DB	PP — Sustainability — from a global perspective This session helps you understand how sustainability strategies with supply management can cross borders and become truly global.	Cathy A. Rodgers Vice President, Global Opportunities & Business Development IBM Global Services and Chair, ISM Committee on Sustainability and Social Responsibility



0830-1000	Concurrent Session D3	DC	AM — Data Intelligence How to use (not compile) internal data to make it work for you.	TBA
0830-1000	Concurrent Session D4	DD	AM — Product Development How do you develop your programs and products to deliver the best to your constituents? Your peers discuss how they give birth to new products that answer the needs of their membership and provide revenue to strengthen the association.	Dr. Lars B. Mikklesen a member of DILF staff
1000-1030	Break		Break	
1030-1200	General Session #6	DE	GS — Determining Outcomes and General Wrap-Up	Paul Novak, CPSM, C.P.M., A.P.P. Svante Avelsson
1200-1300	Closing		Closing Address	
1300			Summit Concludes	
1400-1700			ECPS	

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Propurchaser was established in 1999 to help procurement professionals succeed in negotiations. We provide value by tracking suppliers' input costs, and then automatically alerting our members whenever these costs change — especially useful information when costs are going down. These data can be easily organized and reinforced by a suite of tools that members use to strengthen their negotiating position.

REGISTRATION AND INFORMATION

IFPSM World Summit
21-23 September 2009
Las Vegas, Nevada, USA 89109

Registration:

First 5 delegates free of charge.

6+ delegates \$160 USD per attendee.

Four Easy Ways to Register:

Internet: Register online. Credit card payment only.

Fax: Transmit completed registration form to +1 480/752-2299, available 24 hours a day (credit card payment only).

Mail: Complete the registration form and mail with check or credit card information to ISM/IFPSM World Summit, P.O. Box 22160, Tempe, AZ 85285-2160, USA.

Phone: Call ISM Customer Service at +1 800/888-6276 or +1 480/752-6276, option 8. Please have your credit card number ready.

Hotel Accommodations:

Imperial Palace
3535 Las Vegas Blvd South
Las Vegas, NV 89109, USA
www.harrahs.com/CheckGroupAvailability.do?propCode=ILV&groupCode=SIISM9
Phone: +1 866/523-2781

ISM/IFPSM room rate is \$82 USD (plus tax) per night. When reserving your room, refer to Group Code SIISM9. The discount rate is offered until 31 August 2009. Rooms sell out quickly, so please be sure to reserve your room early. If you arrive prior to the event on Friday or Saturday, the room rate is \$119 USD per night for the extra nights.

If you are extending your stay in Las Vegas, visit www.visitlasvegas.com/vegas/index.jsp for information on what to do in Las Vegas when you are not attending the summit. Las Vegas offers entertainment and activities of all kinds.

Ground Transportation:

You are responsible for your own ground transportation to and from the hotel and airport.

Tax Deduction:

The Internal Revenue Service may permit an income tax deduction to U.S. residents for expenses (including registration fees, travel costs, meals and lodging) incurred in pursuit of continuing professional education. Consult your tax adviser for details.

Photo Release:

From time to time, we use photographs of participants in our promotional material. By virtue of your attendance, you agree to the use of your likeness in such material.



REGISTRATION FORM

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First 5 delegates free of charge, 6+ delegates \$160 USD per attendee.

FOUR EASY WAYS TO REGISTER

Internet: Register online at www.ifpsm.org.

Fax: Transmit completed form with credit card information to +1 480/752-2299.

Mail: Complete the form below and mail with check or credit card information to: IFPSM CO/ISM, P.O. Box 22160, Tempe, AZ 85285-2160, USA.

Phone: Call ISM Customer Service at +1 800/888-6276 or +1 480/752-6276, option 8. Please have your credit card number ready.

Dr. Mr. Mrs. Ms. Miss

First Name _____ MI _____

Last/Sur/Family Name _____

Title _____

Organization Name _____

E-mail _____

Please indicate which concurrent session you will be attending (circle one selection from each group).

Concurrent Session: A1 A2 A3 A4 B1 B2 B3 B4
C1 C2 C3 D1 D2 D3 D4

Dr. Mr. Mrs. Ms. Miss

First Name _____ MI _____

Last/Sur/Family Name _____

Title _____

Organization Name _____

E-mail _____

Please indicate which concurrent session you will be attending (circle one selection from each group).

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C1 C2 C3 D1 D2 D3 D4

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Daytime Phone Number** _____ Fax Number** _____

**For phone numbers outside the U.S. and Canada, please include country and city codes.

METHOD OF PAYMENT (U.S. Funds Only)

Personal Organization check is enclosed for \$ _____ Organization Name _____

Credit/Procurement Card VISA MasterCard American Express Diners Club

Card # _____ Expiration Date _____ Amount to Be Charged \$ _____

Cardholder Signature _____

Please check here if you have any special needs that we can address to make your participation more enjoyable and informative (this includes any dietary or physical requirements). Please provide details: _____