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**UPCOMING EVENTS**

- IFPSM Board Meeting**  
11 March, 2015  
Oslo, Norway
- IFPSM Europe Meeting**  
13 March 2015  
Oslo, Norway
- IFPSM Webinar**  
20 March 2015 at 1300 UK time
- IFPSM Asia Pacific Meeting**  
24 March 2015 - virtual
- Asia Pacific Meeting**  
24 June 2015 1400 - 1800  
Singapore
- IFPSM Europe Virtual Meeting**  
13 July 2015
- IFPSM Summer School**  
6-10 July 2015  
Netherlands
- IFPSM Board Meeting**  
16 September 2015  
Barcelona, Spain
- IFPSM Council Meeting**  
17 September 2015  
Barcelona, Spain
- IFPSM Regional Meetings**  
17 September 2015 – pm  
Barcelona, Spain
- IFPSM World Summit 2015**  
18-19 September 2015  
Barcelona, Spain
- Asia Pacific Regional Meeting**  
27 November 2015  
Taipei, Taiwan



The IFPSM Global Standard for Professional Competence in Purchasing and Supply Management

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

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We have received some excellent feedback concerning the IFPSM Members Newsletter and understand that in general the content is what you want and the new additional member’s benefits such as webinars, conference and book discount offers are being well received.

Please note that our next webinar is 20 March 2015.

It has been suggested that we should try to increase the frequency of the Newsletter and hence we will now produce an update Newsletter in between the production of the regular publication.

This “breaking News” is the first of these.

Please let Sally and I know if this is a good added feature to your member benefits and also please use this opportunity to let your fellow members know what your Association news is.

We are always very keen to add content from members within the IFPSM Newsletters

During the IFPSM Europe regional meeting in Amsterdam last year it was agreed that we should create a database of individuals within Associations who members could contact when they were looking to identify speakers for their association events.

You will shortly receive a request from Sally to identify the individual within your association who could help others when looking for speakers.

This database will only be available to members of IFPSM.

2015 is already proving to be an exciting year with our flagship event to be held in Barcelona on Friday 18th and Saturday 19th September.

A World Summit planning group meeting has taken place in Barcelona hosted by AERCE and the agenda will be sent to you soon. I would urge you to ensure that the dates are in your schedule.

I look forward to meeting you all during the year and particularly at the World Summit.

Malcolm Youngson  
CEO

Supply Value has conducted research into key trends and developments in the field of procurement for the coming year in collaboration with IFPSM and several (national) purchasing organizations. Worldwide 551 respondents have participated in the study. 51% of respondents are from Europe, 33% from North America and 11% from Asia. The Netherlands is the largest group with 32% of respondents, followed by the USA with 30% and Belgium with 11%.

### Top 3 Purchasing Trends 2015

- 1) More attention to supply chain optimization
- 2) More focus on cost reduction
- 3) More need for flexibility

#### Trend 1: Supply Chain Optimization

The purchasing trend "more attention to supply chain optimization" has risen from eighth place (score 3.8 on a scale of 1 to 5) in 2014 to first place (score 4.15) in 2015. Supply chain optimization is seen in today's market as the way to further achieve improvements. To achieve supply chain optimization, organizations need to work better together. Organizations need to look at the entire value chain and ensure that information and knowledge within the chain is shared optimally.



#### Trend 2: Cost Reduction

The purchasing trend "more focus on cost savings" (no. 3 in 2014) is again seen in 2015 as one of the most important purchasing trends. This year, this trend has risen to location 2. Many organizations are looking for ways to improve their bottom line. Increasing sales is becoming increasingly difficult as the market growth in many markets is very limited. Purchasing is seen as the ideal partner to realize cost savings.

#### Trend 3: Flexibility

The purchasing trend "more need for flexibility" (no. 1 in 2014) is also a major trend in 2015. However, this trend has dropped to number three for 2015. In the current market, organizations are not keen on volume obligations for a long period due to a large uncertainty in market demand. Organizations look for ways to reduce their risk, but still be able to negotiate delivery guarantees.

#### Recommendations for 2015

Based upon the top 3 trends for 2015, Supply Value recommends the following three actions in 2015:

- 1) Competence-based partner selection
- 2) Joint saving initiatives
- 3) Proactively share expectations

#### Supply Value – IFPSM Purchasing Trends 2015 webinar (20th of March)

You want to know more about the Purchasing Trends 2015 results? Please join the Supply Value – IFPSM Purchasing Trends 2015 webinar and you will learn more about:

- **Top 10 purchasing trends 2015**
- **More results such as *purchasing optimism for 2015* and stages of the respondents in *Keough's Purchasing maturity model***
- **Concrete recommendations for 2015 based on the research: what should you do differently tomorrow?**

**What?** Supply Value – IFPSM Purchasing Trends 2015 webinar

**When?** Friday, 20th March

**Time?** 13:00 – 13:30 GMT (UK time), 14:00 – 14:30 GMT +1 (Amsterdam, Brussels)

**Subscribe:** <https://attendee.gotowebinar.com/register/2603513057190501890>

**Can't wait?** Check out [www.slideshare.net/SupplyValue](http://www.slideshare.net/SupplyValue) for a sneak preview

**Contact information Purchasing Trends 2015:** Ramon Abbenhuis, consultant Supply Value, [r.abbenhuis@supplyvalue.nl](mailto:r.abbenhuis@supplyvalue.nl),

Tel: +316 558 331 80

## Chicken or egg .....which comes first?

When meeting with members during 2014 I regularly encountered a question regarding how their associations can develop against a backdrop of limited resources. A classic "chicken and egg" query!

We all want to deliver more for our members but this needs additional resource and we need to develop our resources to deliver more for our members. Which comes first?

Recently I encountered an organisation that may offer you an opportunity to explore this dilemma further and potentially provide a route to increase your resources while also offering your members a commercial advantage.

**Morgan Smith Limited (MSL)** is an experienced procurement and supply chain improvement consultancy with 50+ man-years of hands on experience gained from both the organisation and consultant perspectives.

They have total Commitment to improving the performance of their client's business. They deploy Clarity of thought and communication for the client's benefit. They have complete Candor in all their dealings with stakeholders and clients. They have the utmost Respect for everyone they deal with and drive Passion for great client value.

Over a number of years they have: designed, developed and implemented a proven piece of 'Thoughtware' called the i-BOM (Integrated Business Operating Model)

The opportunity is that they are looking to partner with associations on a profit share basis to engage with your members.

This opportunity will not fit all members' development strategies and any partnership must be between you and Morgan Smith. IFPSM are only providing an introduction and will not receive any commercial benefit.

Within this newsletter there is a short article that gives some more information about the i-BOM.

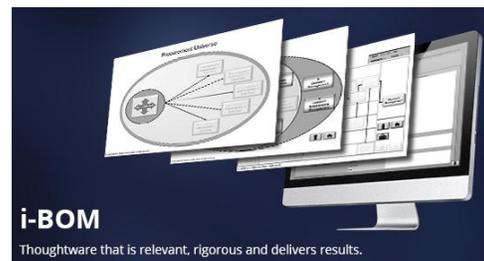
The plan is that over the next few months we will be initiating a brief exercise to; help refine focus and determine interest which will be used to prepare and provide a free to attend webinar and/or 'one-2-one' conference call meetings for associations to learn more.

Malcolm Youngson  
CEO

## Morgan Smith Limited (MSL) – Addressing the Fundamental Challenges of Procurement

With the start of a new year comes a plethora of predictions that 'futurists' tell us procurement will face. As procurement practitioners we can't take issue with any specific prediction because it will undoubtedly be a variation on a broad set of challenges that we continually face on a daily basis – importantly, MSL's i-BOM has a proven track-record of delivering performance improvement through:

- increased velocity of procurement operations.
- cost efficient operations that deliver greater value to the organisation.
- relentless quality improvements in terms of the: activities undertaken, outputs created and practitioner's skills base.
- provision of outstanding service to our stakeholders in order to achieve the organisation's strategic objectives.
- forensic risk management that allows 'harm' to be mitigated before it created business critical issues.



In addition to the above there is the over-riding need for impeccable governance that has exacting standards which are passionately embraced. This challenge was highlighted by some of the findings in PwC's Global Economic Crime Survey 2014, specifically:

- buying fraud is the second most frequently reported form of global economic crime.
- 29 per cent of responding organisations had experienced procurement fraud.
- procurement fraud was reported as being most common at the vendor selection stage, followed by the bid process.

Indeed PwC concluded that "the requisitioning of goods is a ripe area for fraud".

Clearly every organisation is unique and has specific challenges but the key fundamentals to performance improvement remain constant and the i-BOM with its: ease of use, speed to market, high quality, policies, processes, operating procedures and tools means it is the ideal 'vehicle' to help organisations – "see, feel, and make change" (John Kotter) and will help IFPSM offer a full suite of opportunities that are tangible to members from across the world and beneficial to associations who have just commenced their journey or are fully mature associations.

For more information about Morgan Smith Limited and i-BOM please follow the link – [www.morgansmith.uk.com](http://www.morgansmith.uk.com)



SCM Logistics World 2015 has kindly agreed to host the IFPSM Asia/Pacific Regional meeting on 24 June 1400 – 1800 (during their conference) and the IFPSM Senior Delegates for the Asia/Pacific region will also get free entrance to their conference. There is also a 10% discount on the registration fee for all IFPSM Asia/Pacific Region member associations. The registration promotional code for IFPSM members is "SBXQ".

**11<sup>th</sup> SCM Logistics World 2015**, held June 23 – 25<sup>th</sup> at Suntec City Convention Hall, Singapore has become a landmark event for the Asia supply chain calendar – being the only event in the region to cover the end-to-end supply chain operations across multiple industries. We are Asia's largest supply chain and logistics event, discussing strategies that can help businesses to capitalise on Asia's growth opportunities and achieve long-term profitability amidst tough competition. Over two days, knowledge-share & network with supply chain, logistics and manufacturing leaders from Asia Pacific. Join us to access the very best ideas, drive change and innovate for growth for your business.

Keeping pace with the dynamism of global trade agreements, new technologies and consumer demands, main topic themes of **SCM Logistics World 2015** include Supply Chain and Operational Excellence, Logistics & Transportation, Strategy & Management, Manufacturing, Sourcing & Inventory Management, Sustainability & Risk Management and the New Age of SCM.

Our leading speaker faculty are senior-level executives from Unilever, Harvey Norman, Zalora, adidas, VF Corporation, Johnson & Johnson, Infineon Technologies, Kimberly Clark, Halliburton and many more. Whether you are an end-user or service provider, SCM Logistics World brings together key stakeholders in the industry on a common platform to network, engage and form new relationships."

You can sign up for the event by following the link: <https://secure.terrapinn.com/V5/rCalc.aspx?E=7137&R=SBXQ>

## IFPSM World Summit, Barcelona - 18/19 September 2015

The IFPSM World Summit planning team met on 19th February led by our President Soren Vammen and hosted by AERCE, have developed an exciting and stimulating conference programme with 5 key note speakers, 4 tracks and 14 workshop sessions with a supporting exhibition.

The team has also developed a complementary social programme which includes a Conference Dinner in a historic Spanish venue and an evening guided walking tour of Barcelona that will allow delegates to experience Barcelona's culture and stimulating environments.

The draft programme will be considered by the IFPSM Board on 11th of March and we will then provide full details to the IFPSM global family soon.

Please ensure that you have the dates in your schedule and remember that each member association can bring up to five delegates at only a very minimal registration fee to the World Summit.



The **LEADING Procurement Professionals Summit** is an opportunity to meet the rising stars of the industry and discover how leadership is transforming in the Procurement and Supply Chain world. This is not your typical buttoned-up industry conference. This is an event to take off your jacket and tie and discover fresh, creative perspectives to enhance your value. Some of the industry's **top thought leaders** will share their **insights into best practices**. Outstanding specialists from other industries related to procurement will also offer their **perspectives on leadership** in a broader context.

The Leading Procurement Professionals Summit is hosted with full cooperation from the Barcelona City Council/ Barcelona Activa, and the Barcelona Growth Center; and in association with the **International Federation of Purchasing and Supply Management (IFPSM)**

**Registered members of IFPSM and their member organisations will receive a 150€ discount of full registration price of 795€ or 645€ + VAT Contact us now for more information**

### Leading Procurement Professionals Summit

When: June 3rd & 4th 2015

Where: Barcelona City Council Auditorium & Barcelona Growth Centre

[More Information and Registration](#)

IBF International Consulting



IBF International Consulting (IBF) is planning to participate in a call for tender launched by the European Commission, namely: **Public Procurement Initiative**

The project's main objective is improving the availability, coverage and quality of data on public procurement markets in an international context.

In a first step, an appropriate methodology for government procurement data collection and for assessing the contestability of public procurement markets in third countries would need to be developed.

At a second stage, the methodology would be applied in a number of pilot countries (non-EU key trading partner countries).

The project deliverables would cover detailed public procurement data (including cross-border data) and the economic assessment of the impact of policy instruments and practices that may discriminate or restrain market access in third countries' public procurement markets.

IBF would welcome the possibility to discuss the project in details, should any of the IFPSM members be willing to discuss a possible partnership.

If you are interested or have any queries, please contact: Mrs Monica Schina by 10 March at the following e-mail address: [schina@ibf.be](mailto:schina@ibf.be)

## Use procurement to drive competitive advantage in your organisation

Most organisations spend at least half their costs with their suppliers. Yet, supplier expenditure is often neglected in the boardroom. *Strategic Procurement* explores the critical value of procurement to business and the potential for significant cost savings through maximising value from suppliers and third-party spend. Drawing upon the author's experience as a CPO and senior consultant, the book includes updated real-life case studies taken directly from Caroline Booth's work in procurement for leading organisations.

Thoroughly updated to reflect important developments in the business world, the 2nd edition of *Strategic Procurement* addresses critical issues with which all procurement practitioners must be engaged. New features include:

- A whole new chapter on the role of procurement in delivering successful mergers and acquisitions
- 3 new chapters exploring the mitigants to a variety of supplier-related risks
- Expanded sections on corporate responsibility, procurement proficiency, good procurement across the organisation, and new ways of supplier collaboration

"*Strategic Procurement* provides a fresh and memorable perspective on the upside potential, common challenges, and unique capabilities of modern procurement, and recognizes new requirements such as risk management and M&A support". (Kelly Barner, Buyers Meeting Point)

Buy *Strategic Procurement* and demonstrate how procurement can deliver real business results to the whole organisation.

**SUBSCRIBER OFFER:** Buy the new edition of *Strategic Procurement* via the Kogan Page website to receive your special **20% discount**. Simply visit [www.koganpage.com/strategic-procurement](http://www.koganpage.com/strategic-procurement) click buy now and enter discount code **IFPSM2015** when prompted at the checkout.

## We want to know when your major conference is this year

Please email Sally Pawson ([sapawson@gmail.com](mailto:sapawson@gmail.com)) with the date of your annual conference. Let her know the date, time and where it is being held. We are putting together a programme of events for the year and we would like to include your event on the website so that all our members can plan their events successfully.