

NEWSLETTER



IFPSM
INTERNATIONAL FEDERATION OF PURCHASING & SUPPLY MANAGEMENT

Update from the President

Upcoming IFPSM events 2017

IFPSM Board meeting –
12 January, China

IFPSM Asia Pacific Virtual
meeting – tbc

IFPSM Europe Meeting
- 13 April, Budapest
(tbc)

IFPSM Board Meeting
- 13 May, Slovenia

IFPSM Board meeting –
20 September, Taipei,
Taiwan

IFPSM Council Meeting –
21 September, Taipei,
Taiwan

IFPSM World Summit –
22 & 23 September,
Taipei, Taiwan



Now that I have officially left SCMA, it is an opportunity to say a final fond farewell to my IFPSM colleagues. I will be continuing in the role of President through to the end of 2016 and it is one of the biggest regrets of my career decision that I will not be able to fulfill my full 3 year mandate.

Thank you to all my international colleagues and now friends for having enriched my experience in working in the supply chain management association community.

As a parting message, I would like to paraphrase John F. Kennedy: “Ask not what IFPSM can do for you, but what you can do for IFPSM”. There is so much potential for the Federation, but it cannot be realized through the efforts of the secretariat alone, despite the many talents of Sally and Malcolm. We need to rely on the capacity and the passion that all IFPSM member organizations can bring to the table – that is how we will move IFPSM to the next level.

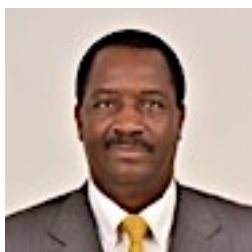
All the best to the new Board and, ultimately, to the new President and Executive Officers. We do have an exciting new three year plan and I hope that will help to pave the way to success for many years to come.

Warmest regards,

Chery

IFPSM'S 2017 BOARD MEMBERS

IFPSM is delighted to announce the results of the recent election to the IFPSM Board. We are pleased to welcome two new members – Markku Henttinen from LOGY (Finland) and Yang Chor Leong from MIPMM (Malaysia).



CHRIS OANDA
REGIONAL VICE PRESIDENT – AFRICA
Chris represents KISM, Kenya



AKANIT SMITABINDU
REGIONAL VICE PRESIDENT ASIA PACIFIC
Akanit represents PSCMT, Thailand



SÉAN O'DWYER
Board Member
Séan represents IIPMM, Ireland



STEVE LAI
Board Member
Steve represents SMIT, Taiwan



LALBHAI PATEL
Board Member
Lalbhai represents IIMM, India



HE LIMING
Board Member
He Liming represents CFLP, China



MARINA LINDIC
Board Member
Marina represents ZNS, Slovenia



MARKKU HENTTINEN
Board Member
Markku represents LOGY, Finland



CHRISTOPH FELDMAN
Board Member
Christoph represents BME, Germany



YANG CHOR LEONG
Board Member
Yang Chor Leong represents MIPMM,
Malaysia

IFPSM Awards 2016

We would like to congratulate the following people who have received the 2016 IFPSM Awards:

Garner Thémoin Award – Advancement of the Profession - Dr Clemence Tesha, Tanzania

Lewis E Spangler Award – Purchasing Professional - József Bernát Kovács, Hungary

Hans Ovelgönne Award – Purchasing Research - Dr David Mckevitt, Ireland

President's Award - Søren Vammen, Denmark



Dr Clemence Tesha was presented with the Garner Thémoin Award by Cheryl Farrow, President of IFPSM with Chris Oanda, RVP Africa at the September IFPSM Board meeting in Kenya,



Attila Chikán presents the Lewis E Spangler Award to Mr Jozsef Kovács, at the 24th Annual Conference of HALPIM on 10 November



Søren Vammen, Past President of IFPSM, receives the President's Award from Cheryl Farrow, current IFPSM President

The Hans Ovelgönne Award (Purchasing Research) is planned to be presented to Dr David Mckevitt by Malcolm Youngson in Dublin on 7 December.

The Croatian Association of Purchasing (CAP) held its 11th Annual Procurement Conference in Zagreb, Croatia on 13 October 2016



Reflecting on this year's conference theme 'Leadership in procurement', over 250 participants gathered to discuss the trends in procurement and share best practices, making this conference the biggest in the past 11 years. Besides local procurement professionals, guests from Serbian and Slovenian procurement associations participated in the Croatian conference.

Presentations covered the topics of talent management in purchasing, managing and motivating teams, and identifying appropriate personality of candidates for employment in the procurement or identifying different personalities in the negotiation process.

Key note speakers were Cheryl Farrow, President of International Federation of Purchasing and Supply Management (IFPSM) and Malcolm Youngson, CEO of IFPSM. It was a great opportunity to hear and share procurement experience and knowledge with colleagues from the region and with the IFPSM management team.

Malcolm Youngson presented on how IFPSM is organized and what the advantages are of membership in the association. Each year, the IFPSM President's Award is decided by the current President and this year the winner of this award was Søren Vammen, CEO of the Danish purchasing organization (DILF) and the immediate Past President of IFPSM. The award was presented by Cheryl Farrow at the conference, after which Søren gave an interesting lecture about personalities in procurement.

The conclusion of the conference was that we should carefully select, educate and develop procurement professionals. It is important to take into consideration their personality, analytical skills, understanding of business, experience and procurement knowledge because today, procurement professionals are recognized as key leaders in companies.

Mirela Senica

Procurement Manager Bulgaria, Croatia, Romania, Serbia and Slovenia

Sourcing Execution Manager Software, Enterprise & Business services, CEE

IBM Transformation & Operations

IFPSM Europe Region Update

Sixteen members of the the IFPSM Europe Region met in Zurich over two days in October to agree their objectives over the next few years.

The business planning session identified that improved Collaboration was the the key strategic objective for the region and as illustrated below the region agreed specific goals that will be delivered over the business planning timescale.

The next step in the process will be to drill down into the Goals and agree specific objectives with target dates for delivery. During the next Europe Region meeting in April 2017 the secretariat will report on progress and the Region will also agree actions in support of the plan.



Objective	Opportunity	Goal
Collaboration	<ul style="list-style-type: none"> Value to each organisation's members Build on existing bilateral success Identify common challenges 	<ul style="list-style-type: none"> Agree to jointly promote annual events Offer member discount rates Create a single event calendar Identify appropriate target customer) region) Agree common "product" e.g. Negotiation, Category Management Create common glossary The Market Place initiative can deliver this
	<ul style="list-style-type: none"> Develop "dating meetings" to connect companies with suppliers 	<ul style="list-style-type: none"> Members to offer to host dating meetings and invite companies to meet with their "local suppliers"
	<ul style="list-style-type: none"> Develop an European Salary Survey - potential to create a new revenue stream 	
	<ul style="list-style-type: none"> Top Ten KPI Regional Research themes 	<ul style="list-style-type: none"> The idea that the top 10 KPI's could be identified and information gathered against them to do some European benchmarking.
	<ul style="list-style-type: none"> Develop linkages with the EU so that the voice of the region is heard in connection with EU Public Procurement initiatives /Legislation 	

	<ul style="list-style-type: none"> Elevating the profile of the profession 	<ul style="list-style-type: none"> “IFPSM Sales Pitch” that outlines the benefits that the profession can offer to business challenges Identify regional organisations within -HR/Finance as the target markets for this goal
Creation of “Service Centre”	<ul style="list-style-type: none"> Relevant information for companies and nations Educational Programmes on different levels of maturity Meeting points for dialogue/discussion contact persons 	<ul style="list-style-type: none"> Evaluate the current Market Place project and potentially open this tool to general profession as the service centre.
Development of increased awareness within Government and organisations of the opportunities that Public Procurement offers	<ul style="list-style-type: none"> Collect information from all contacts of Procurement benefits on business themes/topics 	<ul style="list-style-type: none"> Develop an IFPSM statement Requires more discussion at next Regional Meeting Aim to develop an international workshop in 2017 to agree “statement”.

Asia/Pacific Region Update

On Thursday, 3rd November the IFPSM Asia/Pacific meeting took place in Kuala Lumpur, Malaysia. The region was very generously hosted by MIPMM and their senior delegate to IFPSM Mr Yang Chor Leong.

Mr Yang Chor Leong was warmly congratulated by the region’s members on his recent election to the Board of IFPSM.

Coinciding with the region’s meeting, MIPMM co-hosted the national Logisware exhibition and organised a forum on Government Procurement and Supplier Certification.

The forum was witnessed by Dato Sri Devamany- the deputy minister from the Prime Minister Department.

MIPMM signed two Memorandum of Understandings with the Malaysian Government during the Forum which marked a major strategic development within the Malaysian Procurement Profession.



The region re-confirmed their wholehearted support of the 2017 World Summit in September 2017 and offers to ensure that a good delegation from the region would attend including association executives and practitioners.



IFPSM World Summit 22 - 23 September 2017 Taipei, Taiwan Update

Good progress is being made with the planning of the next IFPSM World Summit programme that is scheduled for Friday 22nd and Saturday 23rd September 2017. The venue is confirmed as the Taipei Marriott Hotel.

The World Summit is the culmination of a week of IFPSM meetings and events and provides all participants with a great opportunity to visit the unique island of Taiwan.



We hope to attract up to 300 delegates to the event and will be shortly sending out the hotel booking form with the draft World Summit programme.

The key note speakers will be confirmed by the end of 2016 and the organising committee is still open to suggestions and specifically for the topics and leaders of the planned workshop sessions.

Please contact the Secretariat as soon as possible if you have any recommendations for either Key Note speakers or Workshop topics/presenters that supports the Summit's theme – **"Sustainability Ensures Success"**.

Research Opportunity

Pavel Cizner is a master's student of procurement from the University of Economics, Prague, Czech Republic, doing research in cooperation with FGV-EAESP, São Paulo, Brazil.

He is surveying procurement departments to ask about the level of procurement automation. The results will serve as a benchmark tool used in logistics departments of the universities.

The research will take a maximum 9 minutes, contains 39 simple questions and will be open for responses until Wednesday, 7th December 2016.

The link is here: <https://pavelcizner.typeform.com/to/fXxHoE>

Pavel will be very happy to submit an article with his findings to IFPSM members. He is planning to have it completed by the end of this year.

It will include not just the research about automation, but also secondary research about B2B marketplaces, which is part of e-procurement.

How to Improve Purchasing Performance with Business Analytics. Find out now!

The general view of Business Analytics is as follows: you have (much) data and use it to support the business' activities. For example, when you are using Microsoft Excel in the purchasing department then you are already making use of Business Analytics!

Would you like to know which analytics tools are used in the purchasing departments of companies worldwide? And are you curious to know to what extent your company already has Business Analytics capabilities? Please participate in this survey now! Start the survey.

Participate in the survey by clicking on the following link: <https://goo.gl/gJx2cU>

For my master thesis at the University of Tilburg, I am researching the relationship between Business Analytics and Purchasing Performance. This research is done in collaboration with Supply Value, an independent consultancy firm. The survey will take about seven minutes. To thank you for your participation, I would like to offer you the complete report for free as soon as it is available. It will provide you with actionable insights to improve purchasing performance and obtain better overall company results! Additionally, you will have a chance to win a free workshop at your company's location or a 50 Euros gift voucher! All responses will be treated confidentially and will only be presented in aggregate form.

If you feel that you are not the most suitable person to fill out the survey, would you be so kind to forward it to someone in your company or network that will be able to complete it?

In case you have any questions about this research, please do not hesitate to contact Harry Aa via email: h.w.f.m.aa@tilburguniversity.edu

Thanks in advance for your participation!

Harry Aa (Tilburg University)
Dr. Aswin van Oijen (Tilburg University)
Renée van Poppel (Supply Value)

KISM ACHIEVES THE GLOBAL STANDARD

KISM has just achieved the IFPSM Global Standard and the certificate was presented to them at the September Board meeting which was held in Nairobi, Kenya.



Mr Joe Mucheru, Cabinet Secretary of the Ministry of Information, Communication and Technology presents Chris Oanda CEO of KISM and IFPSM RVP for Africa with the Global Standard certificate. Members of the IFPSM Board and KISM congratulate KISM on its success.