

A TWO-DAY HIGHLY PRACTICAL
AND HANDS-ON WORKSHOP ON...

MANAGING E-PROCUREMENT:

PROCESS, STRATEGIES AND IMPLEMENTATION

22 - 23 JULY 2002, GRAND HYATT SINGAPORE

Workshop Highlights

- Strategies in selecting E-Procurement solutions
- Ford's and GM's drive to build E-Procurement Systems
- How E-Procurement complements supply chain in Dell Computers
- Developing effective E-Procurement in Wal-Mart
- E-Procurement strategies of GM, IBM, Xerox, Motorola and Chrysler
- How E-Procurement facilitates JIT and TQM in Northern Telecoms and Toyota
- Global E-Procurement in Digital Equipment Corporation
- Launching E-Procurement programs by Governments
- Constructive environment for E-Procurement

PLUS Practical Case Studies of World-Class Organisations

To register, contact **PARTNERS** at Tel: (65) 6786 7363, Fax: 6786 3282 email: partners@asiaone.com
Conference & Event Management

REGISTRATION FORM

Registration Fee - S\$1,495 Nett (Team discount is available for a team of 3 or more delegates)

YES! Please register me / us for the "Managing E-Procurement" workshop, 22 - 23 Jul 2002, Grand Hyatt Singapore

	Name of Delegates	Designation	Email Address
1.	_____	_____	_____
2.	_____	_____	_____
3.	_____	_____	_____

Approving Manager

Name: _____ Designation: _____ Email: _____

Organisation: _____ Address: _____

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PROGRAM AGENDA

Day One – 22 July 2002

First Session

- Evolution of E-Procurement and its origin
- Importance of E-Procurement
- Where to begin E-Procurement?
- Purchasing vs E-Procurement
- Business, technological and organisational issues of E-Procurement
- **MasterCard International** expands online buying program

Second Session

- Installation of E-Procurement systems: Strategy and Process
- Evaluation of current practices and installation of best practices
- SWOT Analysis on Existing Buying Systems
- How purchasing officials spend or waste their time?
- Vision, mission and objectives of E-Procurement
- Outsourcing logistics to **Federal Express**

Third Session

- How to design an E-Procurement strategic plan and steps in implementation
- The new supply chain strategies
- What will you do to launch E-Procurement?
- Planning functional requirement of materials management
- Planning purchasing models and materials intelligence
- Wireless enablement, buying consortia, catalog management and payment solutions
- Payment methods through E-procurement
- Simplification, standardisation and codification of materials and stores to facilitate speedier E-Procurement as in **Eastman Kodak**

Fourth Session

- Review and selection of E-Procurement solutions
- **Compaq's** B2B buying program
- Criteria for selecting any E-procurement software
- Powerful package analysis that optimises your purchasing power
- Launching business and technological features of E-Procurement
- Developing E-Procurement via integrated supply chain
- Strategic sourcing and vendor development with VMI

Day Two – 23 July 2002

First Session

- What is Score Model? (Supplier Cost Reduction Effort)
- A supplier's experience in Score Model
- E-Procurement implementation strategies
- Specific steps to implement an E-Procurement plan
- How to make E-Procurement feasible and flexible?
- Online bidding system by **United Technologies Corporation** saves millions

Second Session

- Security – The biggest obstacle to the growth in E-Procurement
- Awareness and challenges of internet security
- Seven reasons for lack of trust in E-Procurement
- How to create confidence among the members of supply chain in E-Procurement?
- Developing E-Procurement in **Wal-Mart**
- **Commonwealth** E-Procurement strategies take off
- **Taipei Government** launches E-Procurement system
- **Banks** improve E-Procurement

Third Session

- E-Procurement lowers the cost of the consumer giant, **Procter and Gamble**
- Purchasing activity charts under E-Procurement
- E-Procurement contribution to Return On Investment
- Scheduling and logistic improvements

Fourth Session

- Influence of E-Procurement on pricing
- How much E-Procurement can cost large and small-scale organisations? A standard model
- Will procurement spell the end of EDI?
- E-Procurement: Problems behind the promise
- E-procurement: Will the bubble burst?
- The great future! Market forecast
- Future scenario
- **AT&T** provides unparalleled opportunities through Cyber Space Solutions

Benefits of Attending This Workshop ...

- Gaining clear insight into the need to install E-Procurement in your organisation;
- Strengthening your awareness of competencies required to effectively install or manage E-Procurement in your workplace;
- Determining appropriate skill levels, hardware and software requirements for E-Procurement program;
- Identifying effective steps to implement E-Procurement;
- Designing efficient systems to reduce cycle time in various procurement operations;
- Linking E-Procurement with Master Production Schedule and Materials Requirement Plan;
- Enriching clear understanding of vision, mission and objective of E-Procurement for your own organisation;
- Enhancing efficiency and transparency in the procurement of goods;
- Above all ... choosing an appropriate E-Procurement solution for your organisation.

Methodology

1. Teaching through Internet connected computer highlighting salient features of E-Procurement solutions. (*User-friendly computer systems*)
2. Reading materials
3. Lectures
4. Practical case studies of world-class organisations

Who Should Attend

This workshop is especially relevant for all those involved in developing E-Procurement solutions with their suppliers and trading partners, especially Managers and Executives with the following job functions:

- Procurement • Purchasing • Buying • Logistics • Supply Chain
- Distribution • Customer Support • Materials • Inventory • Operations
- Manufacturing • Production Planning •

Workshop Schedule

Registration: 08:15 – 09:00 hours Workshop: 09:00 – 17:00 hours

Luncheon and morning and afternoon tea-breaks will be provided for at the workshop.

About your Workshop Leader

Dr. A. Seetharaman is a Senior Chartered Accountant with Doctorate specialised in Optimisation of Production and Operation Systems with marketing and finance functions. He has top academic honors in various subjects of management.

Dr. Seetha has more than 20 years' experience in top management in a multinational organisation with particular emphasis on supply chain network with production, procurement and operational management with competitive advantage and cost leadership. When he was there, he developed an effective logistics system to support its supply chain which achieved cost reduction by gaining competitive advantage. As a result of cost reduction programs, Dr. Seetha had turned around the company from a loss-making organisation into a billion-dollar entity.

At present, Dr. Seetha is a Senior Member of an institution of higher learning. He has also acted as Consultant to international organisations such as UNICEF, Traid Craft, UK and etc. He has conducted a number of seminars on management topics at both national and international levels. Dr. Seetha has also published a number of articles in international journals as a result of his research.