

# CIPSA Conferences Schedule 2011

## Strategic Procurement Forums



## Special Interest Forums



## Special Category Forums



CIPS Australasia



2010 has seen significant growth in the CIPSA Conferences Schedule with the first Strategic Procurement Forum in Brisbane, the first New Zealand Public Sector Procurement Forum and the introduction of the new series of Special Interest Forums. As you will see on the following pages, this growth is set to continue in 2011 with the introduction of a new series of Special Category Forums and the first invitation-only CPO 100 Forum.

## **The 2011 CIPSA Conferences Schedule, therefore, consists of three types of event:**

- > Strategic Procurement Forums – addressing a broad range of key issues facing the procurement profession;
- > Special Interest Forums – in-depth focus on specific issues;
- > Special Category Forums – in-depth focus on specific categories of supply.

The CIPSA Conferences programme continues to thrive because it sets the agenda for the profession, delivers relevant programmes with world-class speaker line-ups at a reasonable cost, while providing the best networking opportunities for buyers and suppliers in the region.

The ongoing growth of attendance is also testament to the growth and professionalisation of procurement. The vital role that procurement plays for so many organisations is becoming more widely recognised, resulting in increased investment in the subject.

Visit [www.cipsaconferences.com.au](http://www.cipsaconferences.com.au) regularly for updates to the schedule and to view the agenda for each event as they become available. Why not make a diary note eight weeks out from each event to study the agenda and make a booking?

I look forward to seeing you at one or more of the 2011 conferences.

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## **CIPSA Conferences and BTTB**

CIPSA Conferences in Australia and New Zealand are managed by BTTB Marketing Pty Ltd. BTTB were appointed as an outsourced partner in 2005 and have produced all CIPSA national conferences in Australia and New Zealand staged under the CIPSA brand. Working in conjunction with the CIPSA executive team and advisors on programme development, BTTB are responsible for all aspects of the development, marketing, administration and delivery of the conference schedule. BTTB are also publishers of the leading procurement journal in the region, Procurement Professional, and manage the popular procurement news website [www.pponline.com.au](http://www.pponline.com.au).

## **Conference Content & Speaking Opportunities**

If you have any suggestions or ideas regarding future CIPSA conferences programme content, or want to volunteer yourself or someone else as a potential speaker, or have any other general query regarding CIPSA Conferences in Australia and New Zealand, please contact Nigel Wardropper.

## **Sponsorship and Exhibition Opportunities**

CIPSA conferences provide outstanding profile building, networking and direct sales opportunities for suppliers of goods and services who are interested in engaging with the top corporate buyers in the region. Moreover, as publishers of Procurement Professional and [pponline.com.au](http://pponline.com.au), BTTB are also able to work with you to deliver suppliers' promotional opportunities that maximise exposure with a compelling audience at the best possible ROI.

For details on the full range of publishing, sponsorship and exhibition opportunities available please contact:

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## **The 4th CIPSA Category Management Forum**

6th & 7th April 2011

THE AUSTRALIAN TECHNOLOGY PARK, SYDNEY

Category Management is one of the key trends in the profession. Category managers are now expected to harmonise specialist professional knowledge with specialist market awareness and demand management skills in each complex category they manage. This event will help category managers understand better the broad issues they face and learn more about their specialist categories, the top 12 indirect categories in dedicated category specific seminars.

## **The 6th CIPSA Public Sector Procurement Forum**

24th & 25th May 2011

RYDGES LAKESIDE, CANBERRA

Day one of the conference will feature strategic content relevant to the public sector, while day two will focus on practical workshops addressing key issues vital to the successful delivery of public procurement initiatives.

## **About Strategic Procurement Forums**

The following four strategic procurement forums will address a broad range of key issues facing the procurement profession as identified by the CIPSA Steering Group, the CIPSA Regional Committees and research conducted directly by CIPSA Conferences.

## **The CIPSA Strategic Procurement Forum**

2nd June 2011

THE ROYAL ON THE PARK, BRISBANE

## **The 5th CIPSA NZ Strategic Procurement Forum**

9th June 2011

SKYCITY CONFERENCE CENTRE, AUCKLAND

## **The CIPSA Strategic Procurement Forum**

16th August 2011

THE STAMFORD PLAZA, ADELAIDE

## **The CIPSA Strategic Procurement Forum**

18th August 2011

THE NOVOTEL LANGLEY, PERTH

## **The 7th CIPSA Annual Conference**

12th & 13th October 2011

CROWN CONFERENCE CENTRE, MELBOURNE

The CIPSA flagship Annual Conference will continue to set the strategic professional agenda for procurement through the keynote plenary sessions, while providing delegates with real practical deliverables and learning points through the multi-streamed tactical seminars. The annual CIPSA Procurement Professional Awards Dinner will feature on the first evening of the conference in the Grand Ballroom at Crown Palladium.

## **The 2nd CIPSA NZ Public Sector Procurement Forum**

24th November 2011

VENUE TBC, WELLINGTON

Developed in conjunction with the Ministry for Economic Development, this forum will provide public sector procurement professionals with valuable content relevant to the government procurement reform programme.

## **The CIPSA "CPO 100"**

4th to 6th December 2011

RACV ROYAL PINES RESORT, GOLD COAST

A new addition to the CIPSA Conferences schedule, this invitation-only forum will provide CPOs from the region's leading organisations with the opportunity to learn from expert speakers and – most importantly – from each other, in a series of facilitated round-table sessions. The event will also feature outstanding networking opportunities to assist CPOs to build new relationships with their peers or cement existing ones.

## Special Interest Forums

### The Supplier Management Forum


15th March SYDNEY  
16th March MELBOURNE  
22nd November AUCKLAND

Staged in three different locations throughout the year, the Supplier Management Forum will focus on the key issues surrounding Contract Management, Supplier Relationship Management and Supplier Performance Management, all of which have been identified as critical issues in our research to date.

### Managing your Internal Clients

30th November  
MELBOURNE

In contrast to the Supplier Management Forum which is outward looking in nature, this forum will focus on the internal



issues faced by procurement. Featuring topics such as stakeholder engagement, increasing addressable spend and change management strategies, Managing your Internal Clients will assist you to do just that!

### Managing Major Projects

1st June  
BRISBANE

As the title suggests, this special interest forum will focus on the key issues surrounding major capital or complex projects.

**SPECIAL  
INTEREST**  
FORUMS



New to the CIPSA Conferences schedule for 2011 are the series of Special Category Forums which will provide category managers with the opportunity to learn from a range of expert speakers on new strategies to more effectively manage their category and obtain pertinent market intelligence. Most importantly, the Special Category Forums will also provide opportunities for category managers to engage with their peers in facilitated roundtable discussions and to network with suppliers in an informal environment.

BTTB Marketing has been successfully running events of this nature for the last 11 years. This experience, gained in travel category, will now be applied to other categories.

## Special Category Forums

The Following Special Category Forums are planned for 2011. Venues to be confirmed.

**Energy**  
23rd February  
MELBOURNE

**Office Supplies & Print**  
24th February  
MELBOURNE

**Facilities**  
23rd August  
SYDNEY

**Fleet & Fuel**  
24th August  
SYDNEY

**Contract Labour  
& Recruitment**  
25th August  
SYDNEY

**IT & T**  
29th November  
SYDNEY

**SPECIAL  
CATEGORY**  
FORUMS

For further information go to [www.cipsaconferences.com.au](http://www.cipsaconferences.com.au)