



eWorld Purchasing & Supply

28/29 September 2010

Novotel, St Pancras, Central London

Event Guide

www.eworld-purchasing.com

In association with

THE
CHARTERED INSTITUTE OF
PURCHASING & SUPPLY®



iiAPS



LRS

The Hackett Group
WorkSmart. Live Different.

Media Partners

**Destination
Green IT.com**

 **SearchManufacturingERP.com**

**SUPPLY
MANAGEMENT**

Contents

	Page
Welcome	3
Seminar Planner - Day 1	4 - 5
Seminar Planner - Day 2	6 - 7
Floorplan	8
Event Sponsors	9
Sponsor Information	10 - 25
Notes	26

Organised by

revolution

Hawkwell Barn, Hawkwell Business Centre,
Maidstone Road (A228), Pembury,
Kent TN2 4AG, UK

Tel: +44 (0)1892 820930

Fax: +44 (0)1892 820931

Email: info@revolution-events.com

www.revolution-events.com



Printed on recycled paper

Welcome to eWorld Purchasing & Supply

Dear Delegate

I am delighted to welcome you to the twentieth **eWorld Purchasing & Supply** - the UK's leading forum for procurement, sourcing and supply chain technologies.

Over the past two years, procurement and supply chain departments have stepped up to the challenge of a major global recession, proving their worth at a time when cost cutting and efficiency gains have been at the very top of the corporate agenda. As the economy starts to recover, now is the time to capitalise on this increased visibility and secure an even more strategic role for the future.

Over the next two days, many of the industry's leading thinkers will explore this opportunity from a number of different angles, including perspectives from experts and practitioners from the Chartered Institute of Purchasing & Supply (CIPS), The Hackett Group, Spikes Cavell, the International Institute of Advanced Purchasing & Supply (IIAPS), Sainsburys, Xerox, London Underground, National Nuclear Laboratory, Surrey County Council, Argos & Homebase (Home Retail Group), SAP, Oracle, PROACTIS, IBM and many more.

As our guest at eWorld, you will benefit from complimentary access to:

- Over 40 educational seminars & briefings over two packed days
- Thought leadership from global procurement experts
- First-hand case studies from purchasing innovators
- Live demonstrations of new technologies from leading suppliers
- New 'Meet The Speakers' reception at the end of Day One

Today's event is brought to you in association with the Chartered Institute of Purchasing & Supply (CIPS) and is organised by Revolution Events, the UK's leading provider of business technology forums (www.revolution-events.com).









We hope you enjoy your day with us and look forward to seeing you again soon.

Yours faithfully





Claire Boffey
Group Event Manager



Seminar Planner – DAY 1



Key	 Keynote Session	 Procurement Focus
	 Supply Chain Focus	 Case Study
	 Public Sector Focus	 Business Strategy
	 Sustainability Focus	 Software as a Service



9.30am - 10.05am: **OPENING KEYNOTE**

-   **Agile Procurement: A New Value Proposition for a Volatile World (Keynote 1)**
Presented by Chris Sawchuk, Global Procurement Practice Leader, The Hackett Group



10.20am - 10.50am: **INNOVATION BRIEFINGS**

-   **Reduce The Paper, Cut the Costs (Session A)**
Hosted by Kevin Magee, Managing Director, Modcomp Systems & Solutions

-   **Reduce Operational Costs and CO2 Emissions through Energy Efficient IT (Session B)**
Hosted by 1E

-   **Outsourcing and Procurement: The Hot Points and Pitfalls (Session C)**
Presented by Debbie Venn, Associate at asb law LLP

11.05am - 11.35am: **INNOVATION BRIEFINGS**



-   **Purchasing in the Cloud – And in the Real World (Session E)**
Hosted by Tony Ryan, CEO, Asite



-   **Developing an Advanced Competence in Purchasing & Supply (Session F)**
Presented by Jeremy Smith, Director of Corporate Services, International Institute for Advanced Purchasing & Supply



-   **Delivering Savings – What Can You Do if There's too Much Month Left at the End of the Money? (Session G)**
Hosted by Luke Spikes, CEO, Spikes Cavell

11.35am - 12.00pm: **COFFEE BREAK**

12.00pm - 12.30pm: **MIDDAY KEYNOTES**

-   **Building the Smarter Supply Chain of the Future (Keynote 2)**
Presented by Simon Terry, Executive Partner, IBM Global Business Services

-   **"Intelligent Spend" Information Driven Sourcing Decisions (Keynote 3)**
Presented by Vince Smallhorne, Senior Director of ERP and BPO, Oracle

-   **Making Sustainable Procurement Work (Keynote 4)**
Presented by Helmut Lusser, Director and Chairman, Global to Local

Tuesday 28th September 2010

12.45pm - 1.15pm: **INNOVATION BRIEFINGS**



SPONSOR KEYNOTE

Transformation, Spend Control & eProcurement – Putting Strategy into Action

(Session I)

Hosted by Joe Taylor, Director of Solutions, PROACTIS



Getting Control and Visibility of all your Indirect Spend

(Session J)

Hosted by Sid Vasili, Founder and CEO, Invapay Payment Solutions Ltd



Procurement Expert vs. Category Expert: Is technology better bought by non-technical people?

(Session K)

Presented by Pat Law, Managing Director, Hays Procurement & Adrian Adair, Operations Director, Hays Procurement

1.15pm - 2.00pm: **LUNCH BREAK & DEMONSTRATIONS IN EXHIBITION AREA**

2.00pm - 2.30pm: **LUNCHTIME KEYNOTES**



State of the Nation: Drivers & Inhibitors for the Uptake of e-Sourcing Tools – The CIPS I-source Project

(Keynote 5)

Presented by Professor Andrew Douglas, University of the West of England on behalf of The Chartered Institute of Purchasing & Supply (CIPS)

2.45pm - 3.15pm: **CASE STUDIES - Procurement Innovators (Part 1)**



Window to the Future of eProcurement: Cloud Spend Management at TESCO Bank, Reebok and Salesforce.com

(Session M)

Hosted by Procurra and presented by Coupa Software



Transforming Procurement & the Supply Chain to Deliver Value for the National Nuclear Laboratory

(Session N)

Presented by Wayne Muckley, Head of Procurement, National Nuclear Laboratory



Masterclass: "Supplier Development in a Global Market"

(Session O)

Presented by Jon Hansen, Procurement Insights, Masterclass (Pt.1)

3.15pm - 3.30pm: **COFFEE BREAK**

3.30pm - 4.00pm: **CASE STUDIES - Procurement Innovators (Part 2)**



The Future of eSourcing & Innovative Auction Designs at Home Retail Group: Argos & Homebase

(Session Q)

Presented by Jim Tagg, Group e-Sourcing Manager, Home Retail Group (Argos / Homebase)



Why Procurement is Leading the Sustainability Charge at London Underground

(Session R)

Presented by Philip Emsley, Director, Green2020 and James Pitcher, Climate Change Manager, London Underground











Masterclass Continued: "Supplier Development in a Global Market"

(Session S)





Presented by Jon Hansen, Procurement Insights, Masterclass (Pt.2)

4.00pm - 4.30pm: **Meet The Speakers (Session T)**




Seminar Planner – DAY 2







Key	 Keynote Session	 Procurement Focus
	 Supply Chain Focus	 Case Study
	 Public Sector Focus	 Business Strategy
	 Sustainability Focus	 Software as a Service



9.30am - 10.05am: **OPENING KEYNOTE**

  Agile Procurement: A New Value Proposition for a Volatile World (Keynote 1)
  Presented by Chris Sawchuk, Global Procurement Practice Leader, The Hackett Group





10.20am - 10.50am: **INNOVATION BRIEFINGS**





  Reduce The Paper, Cut the Costs (Session A)
 Hosted by Kevin Magee, Managing Director, Modcomp Systems & Solutions

  Purchasing in the Cloud – And in the Real World (Session B)
  Hosted by Tony Ryan, CEO, Asite
 

  Outsourcing and Procurement: The Hot Points and Pitfalls (Session C)
Presented by Debbie Venn, Associate at asb law LLP

11.05am - 11.35am: **INNOVATION BRIEFINGS**




  Window to the Future of eProcurement: Cloud Spend Management at TESCO Bank, Reebok and Salesforce.com (Session E)
  Hosted by Procurra and presented by Coupa Software




  Developing an Advanced Competence in Purchasing & Supply (Session F)
  Presented by Jeremy Smith, Director of Corporate Services, International Institute for Advanced Purchasing & Supply





  Delivering Savings – What Can You Do if There's too Much Month Left at the End of the Money? (Session G)
Hosted by Luke Spikes, CEO, Spikes Cavell

11.35am - 12.00pm: **COFFEE BREAK**

12.00pm - 12.30pm: **MIDDAY KEYNOTES**

  SAP's Approach to Sourcing and Procurement Strategies in Today's Economy (Keynote 2)
 Presented by Cathy Daws, Line of Business Procurement, SAP UK and Ireland

  Caatalyst Profit Recovery - The Scaleable and Affordable Recovery Audit to Spend Analysis Programme (Keynote 3)
 Hosted by Caatalyst

  New Initiatives in Sustainable Procurement (Keynote 4)
  Presented by Graham Randles, Principal Consultant, LRS Consultancy

12.45pm - 1.15pm: INNOVATION BRIEFINGS



SPONSOR KEYNOTE

Transformation, Spend Control & eProcurement – Putting Strategy into Action
(Session I)

Hosted by Joe Taylor, Director of Solutions, PROACTIS



Getting Control and Visibility of all your Indirect Spend
(Session J)

Hosted by Sid Vasili, Founder and CEO, Invapay Payment Solutions Ltd



Procurement Expert vs. Category Expert: Is technology better bought by non-technical people?
(Session K)

Presented by Adrian Adair, Operations Director, Hays Procurement

1.15pm - 2.00pm: LUNCH BREAK & DEMONSTRATIONS IN EXHIBITION AREA

2.00pm - 2.30pm: LUNCHTIME KEYNOTES



State of the Nation: Drivers & Inhibitors for the Uptake of e-Sourcing Tools – The CIPS I-source Project
(Keynote 5)

Presented by Professor Andrew Douglas, University of the West of England on behalf of The Chartered Institute of Purchasing & Supply (CIPS)

2.45pm - 3.15pm: CASE STUDIES - Procurement Innovators (Part 1)



Sainsburys' Vision of the Future: Supplier Self-Service in Action
(Session M)

Presented by Stuart Reynolds & James Ansell, Sainsburys



Surrey County Council: Building Purchasing Power through SRM
(Session N)

Presented by Derek Lancaster, Procurement Strategic Development, Surrey County Council



Live Roundtable: "Revisiting Outsourcing: Is it a Viable Strategy?"
(Session O)

Facilitated by Jon Hansen, Procurement Insights, Roundtable (Pt. 1)

3.15pm - 3.30pm: COFFEE BREAK

3.30pm - 4.00pm: CASE STUDIES - Procurement Innovators (Part 2)



Product Cost Engineering: Reducing Total Acquisition Costs at Xerox
(Session Q)

Presented by Geoff Murray-Rochard, Manager Procurement Solutions Europe, Xerox



Why Procurement is Leading the Sustainability Charge at London Underground
(Session R)

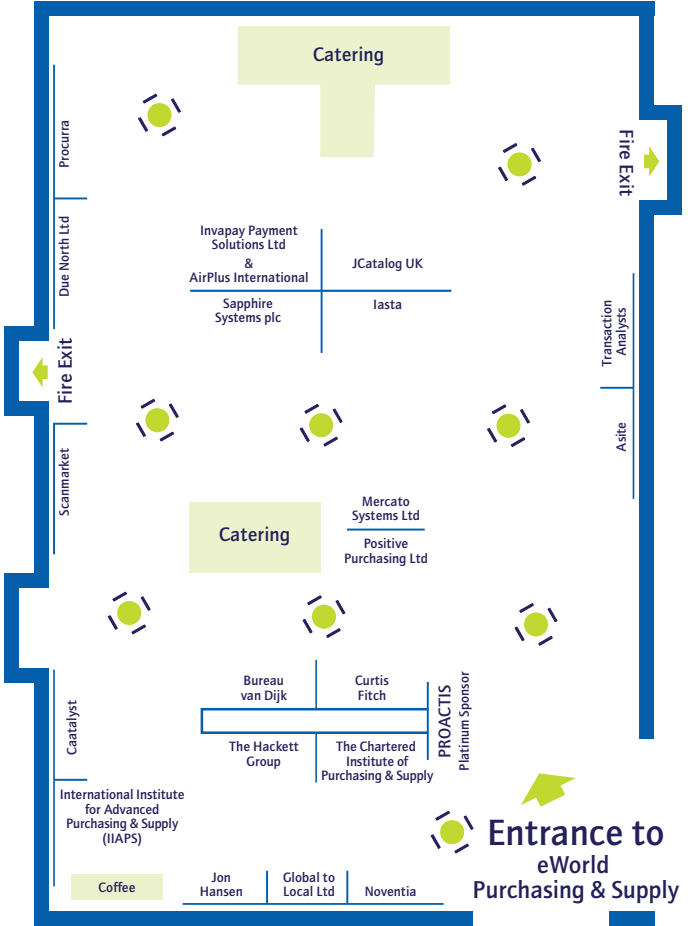
Presented by Philip Emsley, Director, Green2020 and James Pitcher, Climate Change Manager, London Underground



Live Roundtable Continued: "Revisiting Outsourcing: Is it a Viable Strategy?"
(Session S)

Facilitated by Jon Hansen, Procurement Insights, Roundtable (Pt. 2)

Floorplan



Event Sponsors

	Page
AirPlus International	10
Asite	10
Bureau van Dijk	11
Caatalyst	11
Curtis Fitch	12
Due North Ltd	13
Global To Local Ltd	13
Green 2020 Environment and Energy	14
lasta	14
IBM	15
International Institute for Advanced Purchasing & Supply	15
Invapay Payment Solutions Ltd	16
JCatalog UK	16
LRS Consultancy	17
Mercato Solutions Ltd	17
Modcomp Systems & Solutions	18
Noventia	18
Oracle Corporation	19
Positive Purchasing Ltd	19
PROACTIS – Platinum Sponsor	20
Procurra	21
SAP UK Limited	21
Sapphire Systems plc	22
Scanmarket	22
SearchManufacturingERP.com	23
Supply Management	23
The Chartered Institute of Purchasing & Supply	24
The Hackett Group	24
Transaction Analysts Ltd	25

Sponsor Information

AirPlus International

AirPlus International specialises in integrated payment and MIS solutions, helping over 33,000 corporate customers worldwide optimise their expense management through streamlined processes. AirPlus offers a complete payment solution for all business expenses, including unique invoicing options and high-quality reporting and analysis. Its standing in the marketplace has been acknowledged through some of the highest accolades in BTM, including the Buying Business Travel Diamond Awards. At the forefront of its award-winning product portfolio lays a strong commitment to innovation, greater transparency, enhanced data quality and research. For more information, visit: www.airplus.com or join: www.airpluscommunity.com.

www.airplus.com

T: +44 (0)20 8994 4725

e: london@airplus.com

AirPlus International

Building 4 Chiswick Park, 566 Chiswick High Road

London W4 5YE



Asite

Asite provide collaborative Software as Service (cSaaS) software technologies. Our three core areas include:

- Sourcing, vendor and supply chain management
- Project controls – document, contract, and workflow management applications
- Procurement – electronic trading, integrating backend offices (ERP's), with online catalogues, and purchase-to-pay solutions that directly tie into a business supply chain.

We combine our technology with state of the art consulting, technical, and professional services. This ensures we exceed each of our client's requirements, and allows us to take continuous, planned and measured steps to improve their profit margins, through more efficient and effective collaborative working practices.

www.asite.com

T: +44 (0)207 749 7880

e: info@asite.com

Asite, Unit 3E2 Zetland House,

5-25 Scrutton St,

London EC2A 4HJ



Bureau van Dijk

Bureau van Dijk (BvD) publishes company information and business intelligence that empowers strategic procurement.

With unrivalled coverage of public and private companies, including financial strength data and corporate structures we can help you:

- improve your knowledge of potential and existing suppliers
- assess your risk exposure
- reduce your costs.

Our data is simple to manipulate and we can help you integrate it to enrich your in-house systems.

We have global, domestic and regional products including Orbis, Fame and Amadeus. We offer free evaluation so you can fully test the data and understand how you could integrate it.

www.bvdinfo.com

T: +44 (0)20 7549 5000

e: uk@bvdinfo.com

Bureau van Dijk, Northburgh House,
10 Northburgh Street,
London EC1V 0PP



Caatalyst

Caatalyst analyse historic vendor and tax transactions on behalf of large organisations to recover lost profit items such as duplicate payments, missed credits, paid credits, contract/pricing overpayments, missed input sales tax, property overspends and other items.

All work is undertaken on a contingency percentage basis of funds actually received back by the Client (we are responsible for recovering all funds).

Clients include: Centrica Plc, Virgin Atlantic Airways, Royal Mail Group, AMEC Plc, EON UK and Harrow Council.

We can also help our clients develop in-house profit recovery systems and cost-effective ways of improving spend visibility.

www.caatalyst.co.uk

T: +44 (0)20 7 234 5901

e: mike.s@caatalyst.co.uk

Caatalyst

Thrale House, 44-46 Southwark Street,
London SE1 1UN



Sponsor Information

Curtis Fitch

Curtis Fitch is one of the largest eSourcing software development companies in Europe. Its products, Curtis Fitch iSource™, iContracts™, iSRM and iProjects represent a powerful suite of eSourcing solutions. These use web-based applications and decision-support components to deliver the most user friendly and innovative solution available. Technical strength alongside dedicated consultancy ensures rapid deployment across your organisation.

Curtis Fitch iSource™ is used by market leaders across the public and private sector including NHS, UCLH, GKN, DeBeers, Harrods, John Lewis, Rentokil Initial, Next, Unipart, The Co-operative and The FA. Its continuing development reflects the fundamental importance of evolving intuitive software to meet the changing needs of our customers.

www.curtisfitch.com

T: +44 (0)1242 530900

e: newsales@curtisfitchglobal.com

Curtis Fitch, Eagle Tower, Montpellier Drive,
Cheltenham, Gloucestershire GL50 1TA

curtisfitch™

Whether you're sourcing
healthy carrots...
or wealthy carats



Proud to be recognised
in the Visionaries position
for Gartner's 2010
Magic Quadrant for
Strategic Sourcing Suites

curtisfitch™
www.curtisfitch.com

■ Due North Ltd

Due North is a leading provider of an integrated end to end eSourcing and Contract Management solution, deployed by over 170 Public Sector organisations in the UK. Our intuitive, flexible and integrated modules help to streamline and improve the complete sourcing lifecycle.

Your results are lower costs, enhanced compliance, reduced risks and a better run business.

Benefiting from over 7 years of client input, Due North's sourcing, supplier and contract management solutions offer a well calibrated mix of functionality and purchase knowhow and address the key challenges faced by procurement operations today, namely:

- Increasing efficiency
- Reducing costs
- Minimising risks

www.due-north.com

T: +44 (0)1670 597120

e: info@due-north.com

Due North Ltd, 16/17 Enterprise Court,
Crosland Park, Cramlington,
Northumberland NE23 1LZ



■ Global To Local Ltd

Global To Local Ltd assist public and private sector organisations to improve their environmental performance and mainstream sustainability.

Key areas:

Climate Change - A systematic organisational response to the climate change challenge both in terms of mitigation and adaptation

Sustainable Procurement - Shifting the focus of procurement to more sustainable products and services

Project design - Developing leading edge projects for EU and other funding applications

Facilitation, Partnerships and Networking - Working with you and your partners for better sustainability performance

www.globaltolocal.com

T: +44 (0)1772 468112

e: info@globaltolocal.com

Global to Local Ltd,
43 Hove Park Villas,
Hove BN3 6HH



Sponsor Information

Green2020 Environment and Energy

Green2020 is a leading sustainability services company that focuses on organisations and their supply chains. By providing expertise in energy management, environmental management, sustainable procurement and legal compliance Green2020 is able to ensure that clients become “fit for the future” including reducing their dependence on grid based energy and by helping their suppliers to become more efficient and streamline.

One client stated “Green2020 is one of the very few services companies that can align sustainability with corporate objectives ensuring that we not only reduce carbon but also reduce costs throughout our supply chain through supplier engagement strategies”

www.green2020.co.uk

T: +44 (0)20 7193 7341

e: philip.emsley@green2020.co.uk

Green2020 Environment and Energy,
68 Lombard Street, London EC3V 9LJ



lasta

lasta® is a leader of Enterprise Spend Management through SRM Best Practices. Founded in 2000, lasta helps organisations solve traditional problems by providing advanced tools for strategic decisions on how to save and spend resources. lasta’s SmartSource SRM® is the cornerstone to effective supplier relationship management by enabling companies to analyse, source and optimise business decisions. Our approach to procurement, Cloud Sourcing™, ensures ongoing success by uniting people, processes, and technology into a scalable, turn-key solution that addresses purchasing needs and complex spend. The lasta Consulting Group combines deep sourcing experience with technical knowledge, helping companies maximise every dollar spent.

www.iasta.com

T: +1.317.594.8600

e: info@iasta.com

lasta,
12800 N Meridian St Suite 425 Carmel,
IN 46032 USA



■ IBM

IBM is a globally integrated enterprise operating in over 170 countries. IBM United Kingdom's history began on 19 November 1951 and today IBM UK has around 20,000 employees, bringing innovative solutions to a diverse client base to help solve some of their toughest business challenges. In addition to being the world's largest IT and consulting services company, IBM is a global business and technology leader, innovating in research and development to shape the future of society at large. IBM's prized research, development and technical talent around the world partner with governments, corporations, thinkers and doers on ground breaking real world problems to help make the world work better and build a smarter planet. To find out more please visit ibm.com/uk

www.ibm.com/uk

T: +44 (0)7714 711 177

e: simon.terry@uk.ibm.com

IBM,

76/78 Upper Ground,

South Bank, London SE1 9PZ



■ International Institute for Advanced Purchasing & Supply

IIAPS provides training and accreditation for advanced standards in purchasing and supply management. All IIAPS training is undertaken using the latest on-line modules and simulation techniques. IIAPS also provides competence assessment and benchmarking services for organisational processes and systems, as well as for individuals, against world-class and best-in-class standards.

www.iiaps.org

T: +44 (0)20 7917 6842

e: info@iiaps.org

International Institute for Advanced

Purchasing & Supply,

180 Piccadilly, London W1J 9HF



Sponsor Information

■ Invapay Payment Solutions Ltd

Invapay is a global trading and payment system that allows businesses to order from and pay any vendor, offering a simple way to trade without setting up a 'Long Tail' of One-Time-Only vendors.

The Invapay portal acts as a simple but data-rich intermediary which accepts Buyer orders on behalf of Vendors and delivers Goods Receipting and eInvoicing at Level 3 Line Item Detail for Buyer control.

The portal automatically transfers buyer payments (all payment types) to the vendor's bank account within five days from invoice submission (subject to agreed terms) helping simplify the way organisations trade.

www.invapay.com

T: +44 (0)1992 500589

e: enquiries@invapay.com

Invapay Payment Solutions Ltd,
1st Floor, Salisbury House,
1 Bluecoats Avenue, Hertford,
Hertfordshire SG14 1PU



■ JCatalog UK

jCatalog Software is a leading provider of software and cloud solutions for managing product information relating to procurement and e-commerce. Hundreds of thousands of users globally access our catalog management and procurement software to deliver control, transparency, and bottom line savings for purchasing organisations, while our solutions for product information management and cross media ensure optimal processes for marketing and sales.

www.jcatalog.co.uk

T: +44 (0)1883 621046

e: info@jcatalog.co.uk

JCatalog UK,
Bourne House, 475 Godstone Road,
Whyteleafe, Surrey CR3 0BL



■ LRS Consultancy

LRS Consultancy provides professional consultancy services, tailored to your budget, so you can improve your environmental performance. We work in partnership with our customers, in the public, private and third sectors, to adopt smarter ways to tackle climate change and prioritise sustainable development. We are experts in waste prevention and reuse, recycling, waste as an energy, sustainable procurement and carbon reduction.

www.lrsconsultancy.com

T: +44 (0)20 7061 6357

e: debbie.hitchen@lrsconsultancy.com

LRS Consultancy,
1 Quality Court, Chancery Lane,
London WC2A 1HR



LRS

■ Mercato Solutions Ltd

Probrand is a leader in getting buyers to the best priced IT products in the shortest possible time. It will showcase e-business tools from partner supplier, Mercato Solutions, which aggregates and standardises market data feeds from a myriad of sources before applying task based 'tools' that help end users do a better job quicker - buying, selling, managing, analysing and interacting. As a price policing 'tool' for the IT vertical, Mercato ITelligence will be showcased. It enables buyers to reduce IT procurement costs, saving up to 24% on IT budgets and cutting time traditionally spent manually carrying out supplier comparisons.

www.mercatosolutions.com

T: +44 (0)845 111 4006

e: al.nagar@mercatosolutions.com

Mercato Solutions Ltd,
37-55 Camden Street,
Birmingham B1 3BP



Sponsor Information

■ Modcomp Systems & Solutions

Modcomp is a global IT Services company with offices in the USA and Germany. Modcomp UK is a Microsoft Gold Partner and specialises in delivering business solutions for large and small companies, including not-for-profit organisations.

Modcomp supplies systems which support a wide range of business functions. Of particular interest to the Purchasing and Supply community will be Modcomp's solutions which support the Procure to Pay process. In particular, Modcomp delivers document management, and workflow based systems. These are typically used by organisations to support functions such as Purchase Order Requisition, Contracts Management, Accounts Payable and Supplier Portals.

www.modcomp.co.uk

T: +44 (0)118 989 3843

e: kevin.magee@modcomp.co.uk

Modcomp Systems & Solutions,
12a Oaklands Business Centre,
Oaklands Park, Wokingham RG41 2FD

Modcomp
Systems & Solutions

■ Noventia

Noventia provides a full 'service user-friendly' eSourcing software for professional buyers. The innovative software provides leading technical features and competencies and it is easy to use without heavy implementations or supplier trainings. Every person in charge of buying can set up an eSourcing event (eRfx, eAuction) with the best savings potential.

Noventia was founded by a group of professional buyers to answer the requirements of current and future eSourcing. The founders of Noventia have a long background in traditional purchasing, logistics and eSourcing. Through this experience an innovative solution has been created to serve buyers in their everyday work.

www.esourcing.fi

T: +358 10 23 900 50

e: info@eauction.fi

Noventia,
Linnoitustie 4b,
02600 Espoo Finland

Noventia

■ Oracle Corporation

Oracle provides the world's most complete, open, and integrated business software and hardware systems, with more than 370,000 customers in more than 145 countries around the globe. Oracle's modular procurement solutions provide analytics, sourcing, procure-to-pay, contract management and supplier management capability to support decision making, automate processes and monitor performance. Oracle's procurement solutions can be delivered on-premises, as hosted solution or as a BPO.

www.oracle.com/us/solutions/procurement/index.html

T: +44 (0)1235 433488

e: brian.x.mace@oracle.com

Oracle Corporation, Thames Valley Park, Reading,
Berkshire RG6 1RA

The Oracle logo consists of the word "ORACLE" in a bold, red, sans-serif font. A registered trademark symbol (®) is located at the top right of the letter "E".

■ Positive Purchasing Ltd

Positive Purchasing is a strategic procurement consultancy that specialises in training & development. We help uplift the capability of procurement functions by improving purchasing skills in our client organisations, delivering a blended education programme of classroom training and distance learning via our online Purchasing Academy. Our Purchasing Academy provides the complete process, toolkit, templates and approaches for the modern purchasing practitioner deploying strategic purchasing, category management, supplier relationship management and supply side corporate social responsibility. The Purchasing Academy also incorporates full online e-learning using the latest technology in streaming video and electronic learning management.

www.positivepurchasing.com

T: +44 (0)845 331 331 2

e: team@positivepurchasing.com

Positive Purchasing Ltd, Lynher Building,
Queen Annes Battery, Plymouth,
Devon PL4 0LP

The logo for Positive Purchasing features the words "Positive" and "Purchasing" stacked vertically in a bold, black, sans-serif font. To the right of the text is a stylized green cross symbol. Below the text, the website address "www.positivepurchasing.com" is written in a smaller, black, sans-serif font.

Sponsor Information

PROACTIS Platinum Sponsor

PROACTIS is a leading provider of spend control and eProcurement solutions. Over 350 organisations across 70 countries use PROACTIS software and services to streamline their purchase-to-pay process and obtain best value and control in procurement.

- **Purchase-to-Pay Solutions:** to enable organisations to streamline the purchase-to-pay process, eliminate labour-intensive manual registration of invoices, speed up invoice matching and approvals and gain control of "after-the-event" purchase claims.
- **Procurement Solutions:** to help organisations to automate the full buying cycle from improving the way they find, evaluate and engage suppliers to increasing "on-contract" spending and enabling more effective collaboration with their trading network.



www.proactis.co.uk
T: +44 (0)1937 545070
e: info@proactis.com

European Head Office
Riverview Court, Castle Gate
Wetherby
LS22 6LE
UK

North American Head Office
913 Elm St. Suite 403
Manchester
NH 031010
USA

■ Procurra

At Procurra, we believe offering affordable and easy access to the online Sourcing and Procurement world, will help your company drive sustainable benefits from your spend.

We can help you enhance your Sourcing processes to generate measurable and sustainable cost savings that drop straight to the bottom line of your business.

Procurra's Consultants have decades of experience working with major organisations and leading consulting companies.

Through the analysis of your spend, sourcing and qualification of new suppliers, deployment and implementation of innovative eSourcing and eProcurement tools, Procurra can support your company's drive for savings, cost avoidance and compliance.

www.procurra.com

T: +44 (0)8456 345 018

e: contact@procurrasolutions.com

Procurra, 2nd Floor,
145-157 St John Street,
London EC1V 4PY



■ SAP UK Limited

SAP is the world's leading provider of business software, offering applications and services that enable companies of all sizes and in more than 25 industries to become best-run businesses. With more than 102,500 customers in over 120 countries, the company is listed on several exchanges, including the Frankfurt stock exchange and NYSE, under the symbol "SAP." For more information, visit www.sap.com.

**www.sap.com/solutions/business-suite/
srm/index.epx**

T: +44 (0)870 6084000

e: info@uk.sap.com

SAP (UK) Ltd, Clockhouse Place, Bedfont Road,
Feltham, Middlesex TW14 8HD



Sponsor Information

■ Sapphire Systems plc

Sapphire is one of the largest independent providers of financial accounting and business management solutions in the UK and Europe. Headquartered in the City of London, with regional operations around the UK, USA & India and with multi-lingual capability, Sapphire has the ability and reach to implement business systems locally and on an international scale.

Included in Sapphire's procurement solution portfolio are the market-leading Wax Digital web3, Procurement One (powered by Compleat) and iPOS for SunSystems solutions.

With 10 years of experience Sapphire is well placed to help you find, implement and support the solution to fit your requirements and budget.

www.sapphiresystems.com

T: +44 (0)20 7648 2000

e: info@sapphiresystems.com

Sapphire Systems plc,
The Northern & Shell Building,
10 Lower Thames Street,
London EC3R 6AF



■ Scanmarket

Scanmarket is one of the leading providers of web-based strategic eSourcing technologies and consultancy services.

Scanmarket creates value by supporting professional buyers in the improvement of procurement processes by hosting modules for:

- Spend Analysis
- eRFx
- eAuctions
- Contract Management

Through an intuitive and easy-to-use platform a company can evaluate their suppliers by using RFIs, RFQs, RFPs, Scorecard- and Factor analysis. Price negotiations can be handled using advanced eAuctions, which includes any auction type ranging from reverse/forward auctions, factor auctions to Dutch and Japanese auctions.

The Scanmarket eSourcing platform is in use with more than 250 private and public organisations worldwide - many of them market leaders in their sector.

www.scanmarket.com

T: +44 (0)870 777 3009

e: mail@scanmarket.com

Scanmarket,
2 Sheraton Street,
London W1F 8BH



■ SearchManufacturingERP.com

SearchManufacturingERP.com provides manufacturing IT and business professionals with information on enterprise resource planning (ERP) technology and best practices specific to the manufacturing industry. Discover the latest on ERP software selection and implementing ERP technologies to achieve leaner operations, more agile supply chains and improved business processes. Find resources on: overcoming manufacturing ERP/MES integration challenges, managing ERP upgrades, leveraging ERP to achieve lean manufacturing, lessons from supply chain management and more, with the latest news, technical advice, case studies, webcasts, podcasts and product information. Activate your free membership today: <http://www.searchmanufacturingerp.com/register>

www.searchManufacturingERP.

TechTarget.com

T: +1 617 431 9200

e: editor@searchmanufacturingerp.com

TechTarget, 275 Grove St., Newton
MA 02466 USA



■ Supply Management

Supply Management is the official membership magazine of the Chartered Institute of Purchasing & Supply (CIPS). It is published every fortnight and sent automatically to over 40,000 CIPS members and subscribers worldwide.

Supply Management keeps the purchasing profession, and the wider business community up to date with the latest developments and thinking in purchasing and supply.

Each issue includes:

- News and views from a wide range of sectors and industries
- Insightful features about current and future trends
- Authoritative analysis of legal issues
- Key business and economic data
- Practical advice from experienced professionals
- The best selection of UK purchasing job vacancies

www.supplymanagement.com

T: +44 (0)20 7324 2746

e: editorial@supplymanagement.com

Supply Management, 17 Britton Street,
London EC1M 5TP

The logo for Supply Management consists of the words "SUPPLY" and "MANAGEMENT" stacked vertically in a bold, uppercase, sans-serif font.

Sponsor Information

■ The Chartered Institute of Purchasing & Supply

The Chartered Institute of Purchasing & Supply (CIPS) is the leading international body representing purchasing and supply management professionals. It is the worldwide centre of excellence on purchasing and supply management issues. CIPS has over 60,000 members in 150 different countries, including senior business people, high-ranking civil servants and leading academics. The activities of purchasing and supply chain professionals have a major impact on the profitability and efficiency of all types of organisation and CIPS offers corporate solutions packages to improve business profitability.

www.cips.org

T: +44 (0)1780 756777

e: info@cips.org

The Chartered Institute of Purchasing and Supply,
Easton House, Easton on the Hill,
Stamford, Lincolnshire PE9 3NZ

THE
CHARTERED INSTITUTE OF
PURCHASING & SUPPLY®



■ The Hackett Group

The Hackett Group, a global strategic advisory firm, is a leader in best practice research and advisory programs, benchmarking and transformation consulting services, including shared services, offshoring and outsourcing advice. Leveraging best practices and implementation insight from more than 4,000 benchmarking studies, executives use Hackett's empirically based approach to quickly define and prioritise initiatives that enable world-class performance.

Through its REL division, Hackett offers working capital solutions focused on delivering significant cash flow improvements. Hackett has worked with 2,700 major corporations and government agencies, including 45% of the FTSE 100, 73% of the DAX 30 and 97% of the Dow Jones Industrials. For more information, visit www.thehackettgroup.com.

www.thehackettgroup.com

T: +44 (0)207 398 9100

e: info@thehackettgroup.com

The Hackett Group,
Martin House, 5 Martin Lane,
London EC4R 0DP

 **The Hackett Group**
World-Class Defined and Enabled

Transaction Analysts Ltd

Transaction Analysts Limited (TA) has, since its formation in 2001, assisted more than 150 clients by contributing over £100m to their bottom lines. We have achieved this by identifying and recovering duplicate and overpayments to suppliers.

Our work spans all direct and indirect costs, goods for resale, occupational property costs and VAT, and is designed to be low impact and non-intrusive.

We firmly believe in building long-lasting business relationships with our clients and providing an unparalleled service. Our core services are provided on a contingency fee (no win – no fee) basis, and providing demonstrable and independent business assurance at no additional cost.

www.ta-uk.com

T: +44 (0)20 8997 1933

e: sbrooks@ta-uk.com

Transaction Analysts Ltd, 41 Madeley Road,
London W5 2LS



£150m recovered for
our clients



transaction analysts



- **Duplicate payments identification and recovery**
- **Occupational property cost analysis and recovery**
- **Contract Compliance**
- **Unclaimed input VAT**
- **Fraud and risk profiling**

Transaction Analysts Ltd.
41 Madeley Road,
London W5 2LS
Tel: 0208 997 1933
Fax: 0208 810 7340
www.ta-uk.com

Already have someone doing this for you?

TA is ready to perform a "second pass" to recover even more!



Green IT Expo

9 November 2010

QEII Conference Centre, London

Bottomline Benefits from Sustainable Computing

Green IT Expo 2010 is the ONLY FREE educational forum for IT decision-makers, offering the hard facts about sustainable computing and the latest developments in this business-critical area.

Green IT Expo 2010 will provide you with exclusive access to:

- >> **High-level keynotes**
on sustainable computing issues
- >> A bespoke itinerary selected from more than
40 free seminars
- >> **Case study sessions**
using real-life examples of best practice
- >> **Major showcase of sustainable technologies**
from leading green suppliers
- >> **Excellent networking opportunities**
with your peers

Register now for your free delegate place
www.greenitexpo.com

AirPlus Invapay Settlement Solution. Chase Profits not Paper.



Say goodbye to paper-based transactions and keep your business ahead of the game.

Organisations have to make large numbers of ad-hoc purchases which creates a 'long tail' of one-time-only vendors (OTOVs), usually for low value purchases. The time taken to set up these vendors on the system, process the payments, deal with vendors chasing payments etc... very quickly becomes disproportionate to the value of the original purchase. Buyers often attempt to reduce this burden by dealing with OTOVs through P-Cards; however the cost of participating in P-Card programmes discourages many vendors. AirPlus Invapay helps vendors to trade with organisations without the administrative headache of being set up on a system, participating in a P-Card programme, or waiting to get paid.

AirPlus Invapay provides:

- > a simple way to trade without setting up a long tail of one-off ad-hoc vendors
- > improved visibility and control of spend, whilst reducing procurement costs
- > full access to line item detail for all purchases, including VAT reporting
- > an easy mechanism to drive purchase order compliance
- > an opportunity to make maximum use of credit lines and improve liquidity

For further information please visit our website www.airplus.com or contact our dedicated customer service team who will be happy to assist you:

T +44 (0) 20 8994 4725
london@airplus.com

Choosing an eProcurement Solution?

Do you know where to start?



PROACTIS: Spend Control & eProcurement

PROACTIS can help bring non-payroll spend under control with integrated solutions for:

Procurement

Supplier Management

Build relationships for best value procurement

Sourcing & Tenders

Source for best value procurement

Contract Management

Realise full benefit from supplier contracts

Catalogue Management

Classify purchased goods and services

Purchase-to-Pay

Purchasing

From expression of need to authorised payment

Invoice Receipt & Data Capture

Eliminate labour-intensive registration of invoices

Invoice Matching & Approvals

Speed up invoice matching and approval

Employee Expenses

Gain control of “after-the-event” purchase claims

Over 350 companies across 70 countries globally benefit from PROACTIS software and services, typically achieving ROI within six months.



PROACTIS
The Spend Control Company

www.proactis.co.uk