The New Age of Procurement and Supply

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The Global Agenda

Issues emerging from economic upturn



The Scramble for raw materials



Greater focus on ethical behaviour



Acceleration of technological progress eg 3D printing



Increased supply chain compliance



Demographic change



Shifts in the economic centre of gravity





Shifts in Economic Power

GDP at Purchasing Power Parity (PPP) rankings

	Rank		GDP at PPP		Rank		GDP at PPP	
2010	1	United States	16,244		1	China	59,475	
	2	China	12,268		2	India	43,180	
	3	India	4,715		3	United States	37,876	
	4	Japan	4,487		4	Brazil	9,762	
	5	Germany	3,377		5	Japan	7,664	
	6	Russia	3,373		6	Russia	7,559	
	7	France	2,371		7	Mexico	6,682	
	8	United Kingdom	2,368		8	Indonesia	6,205	
	9	Brazil	2,327		9	Germany	5,707	
	10	Mexico	2,022		10	United Kingdom	5,628	
	11	Italy	2,018		11	France	5,344	50
	12	South Korea	1,540		12	Turkey	5,298	3
	13	Canada	1,483		13	Nigeria	4,530	
	14	Spain	1,480		14	Vietnam	3,939	
	15	Turkey	1,357		15	Italy	3,798	
	16	Indonesia	1,203		16	Canada	3,322	
	17	Australia	1,011		17	South Korea	3,258	
	18	Saudi Arabia	882		18	Spain	3,195	
	19	Poland	854		19	Saudi Arabia	3,039	
	20	Netherlands	722		20	Argentina	2,549	



CEO's big issues

PWC 17th Annual survey (1,344 CEO's)

Key messages

3 transformative trends

- 1. Harnessing technology change to creative value
- 2. Understanding how to serve increasingly demanding customers
 - Citizens assuming the journalist mantle
 - product to 'client need' strategies
- 3. Capitalising on demographic shifts to develop tomorrows workforce

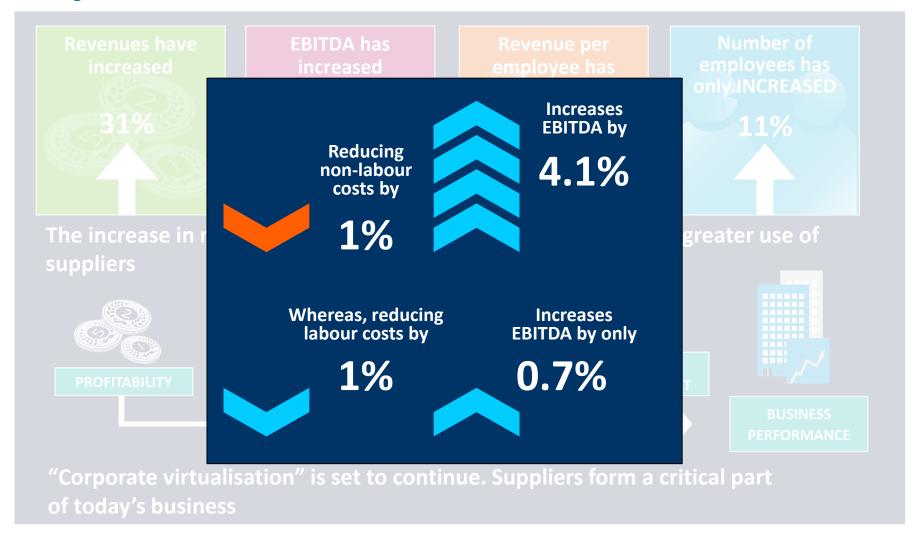
 (Shanghai GDP = Holland GDP)

What can our profession do?

- 1. Collaborative networks 'ecosystem' of partners
- 2. Supply risk & brand exposure controlled through supply chain professionalisation
- 3. The 'global profession' developing common capabilities and outcomes



Key trends



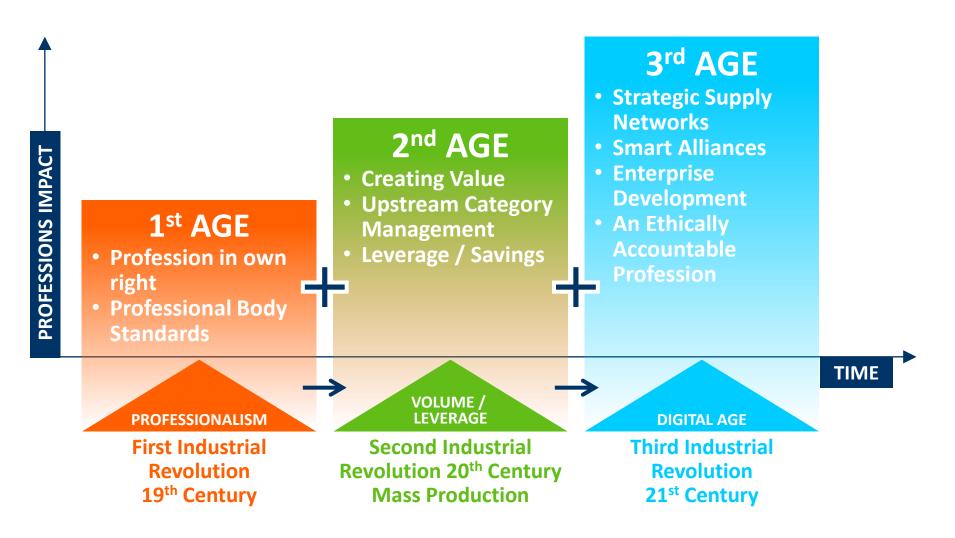


The coming dilemma



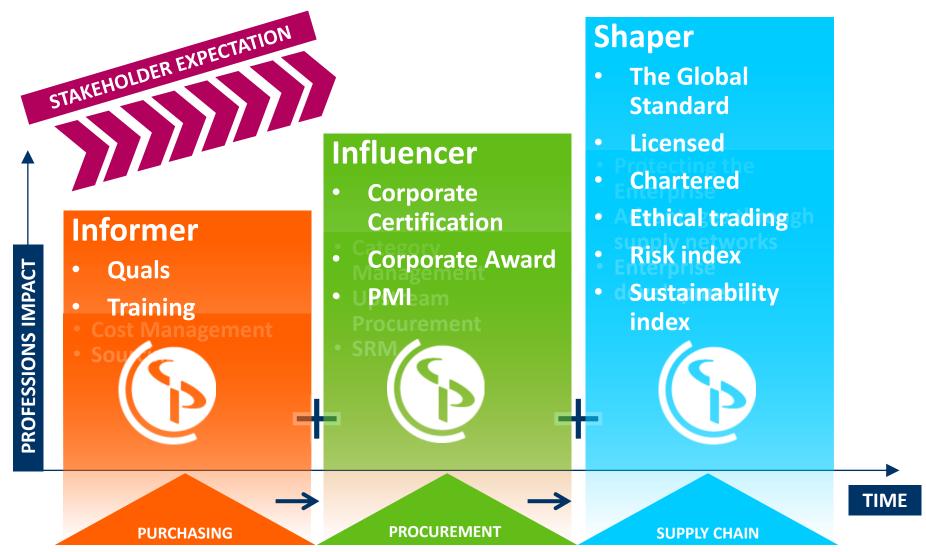


Our Profession's Evolution



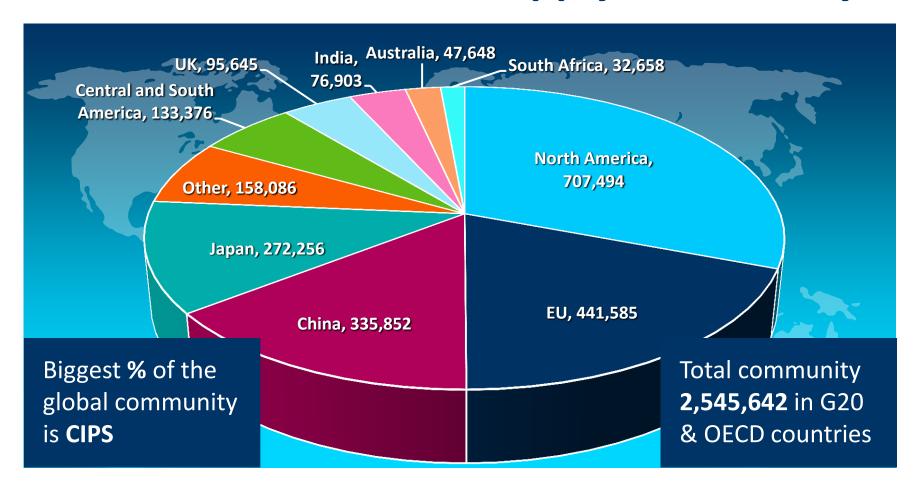


New Environment - New Situation



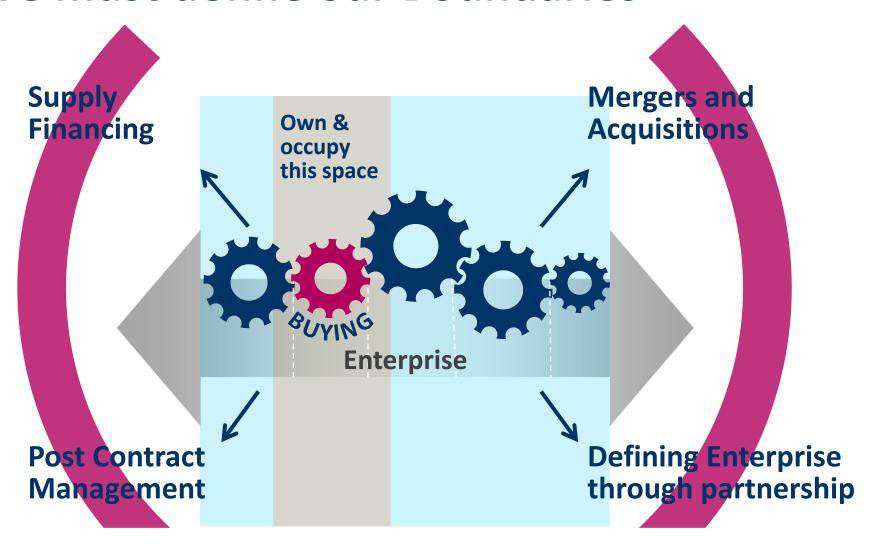


Global Procurement & Supply Community





We must define our Boundaries





The Burning Platform



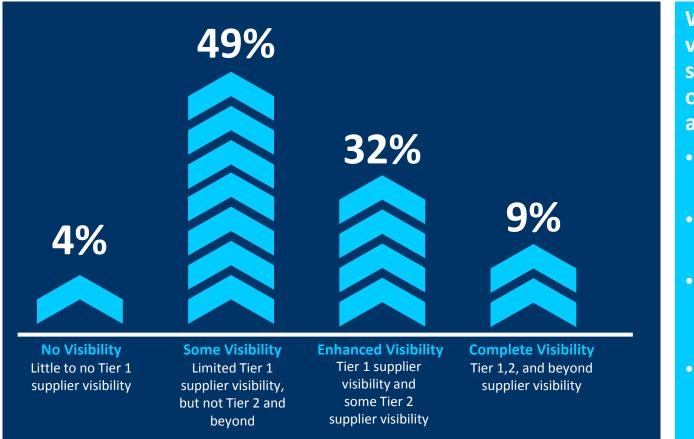
- 29.8m people are forced to live in slavery around the world today
- Every day 6,000 people around the world die from work-related accidents or diseases
- Integrity in food supply chains is at a low

- Corruption adds 10% to the cost of business and 25% to public procurement in developing countries
- More than US \$1 trillion are paid in bribes annually



Driving blind??

How much visibility of supply and capacity information do you have across your suppliers and logistics partners?



Without full visibility of the supply chain organisations are at risk of:

- Unknowingly acting illegally
- Reputational damage
- Potential supply disruption
- Increased costs



Supply Chain Flow

Advanced Licence

CONSTANTLY CHANGING

- Supply chain falters, rocks of malpractice emerge
- Silt build up = need for increased vigilance





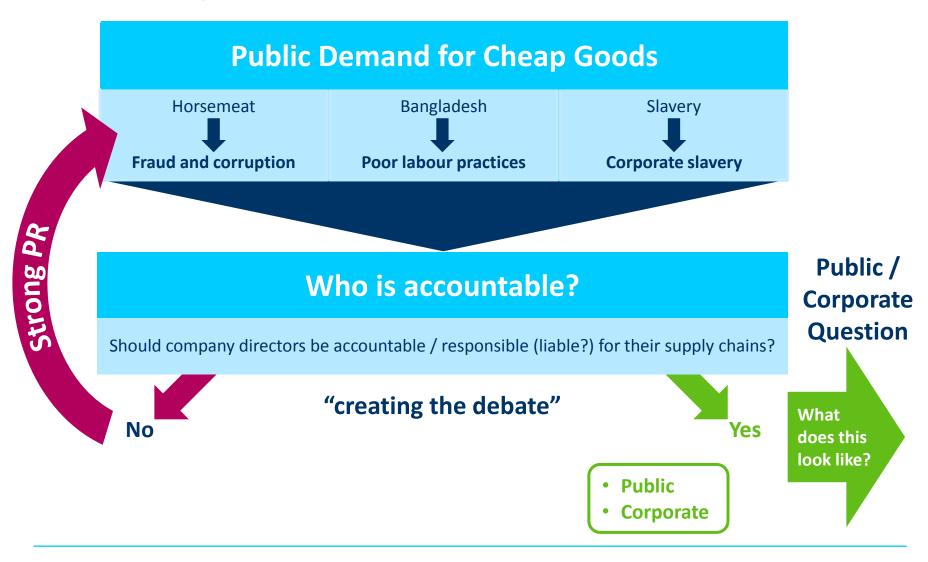
Policy Statement

Licensing the Profession





Licensing the Profession – Road Map





Licensing the Profession – Framework

Advanced Professional 'Licence' (self-regulated) (eg Chartered) **Professional 'Licence'** (self-regulated) (eg MCIPS) Pre - 'Licence (self-regulated)

Advanced Professional

CIPS Vehicles Chartered

- Exec Diploma
 - Accreditation of MBA's

Other Vehicles

- Master Practitioner **Corporate Award**
- Experiential

(+ Ethics Test

+ CPD)



MCIPS

- Professional **Diploma**
- Corporate Award
- ISM (CPSM)
- (+ top-up) MER/Experiential
 - Accredited Degrees

Managerial

Professional

Standard

Operational

Tactical

(Ethics Test)

(Ethics Test)

Other **Professions**

Knowledge Product

Journey to Licensed

Licensed

CIPS Membership and Community Segments

Other professions



CIPS five faces







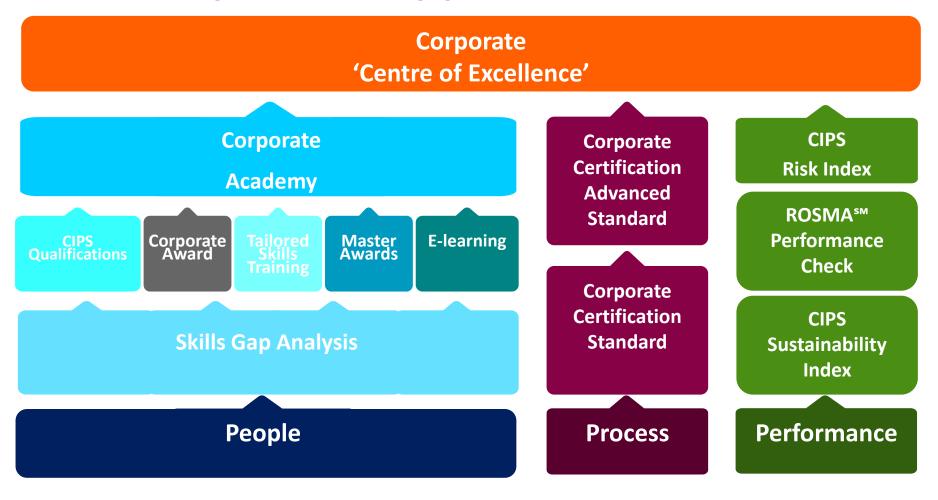




"Promote and maintain for the benefit of the public high standards of professional skill, ability and integrity among all those engaged in purchasing and supply"



CIPS Corporate Support





The Public Good



Access for all Supporting the disadvantaged The best and brightest Young people

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Negotiation Challenge

Foundation Academies
In country

Global Public Sector
Partnership with NIGP

Graduate Intern
Programme



The Future

