

Developing a Winning Business Case for Supply Management

SEIZING THE OPPORTUNITY

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The Business Environment

- Global competition (long term) and recession (short term) will drive stronger value management
- Relationships will be core as internal hierarchy gives way to a network of skills and the external market to a network of partnerships
- Increasing speed and complexity of the business environment
- Businesses need to constantly question where they fit in the value chain of increasing global competitiveness



The Supply Environment

- Cyclical nature of business (growth – recession) increasingly places emphasis on Procurement and Supply. (From cost/cash management to scarcity of supply)
- Capability and competence are key to sustaining a place at the top table
- Procurement supply chain characteristics will define what business we are in
- Supply chain management will be seen as critical to environmental impact and reputational risk



The Supply World

A profession in revolution

- no longer a function but defining the business
- continuous reinvention is a symptom of a profession with a future
- our dynamism will make us essential

Managing supply has never been more critical

- protecting margins, identifying customers and suppliers at risk, relationship management and creativity in the short term
- being the customer of choice when growth resumes



Seizing the Opportunity

- High calibre people brought in from other disciplines
- Seen as driving economic indicators (PMI)
- Leaders increasingly not journeymen
- Required at Board table
- Procurement essential in non-procurement qualifications
- More CPOs Board-ready



Threat

Calibre of staff not sustainable

- abilities not standardised – lacks credibility
- benchmarked against the best in the professions
- not seen as the profession of choice

Capability

- tools and techniques not sufficient to influence in the Board room
- lack of relevance to strategic decision making as viewed for cost savings only
- public instances of not practicing to high standards/ethics



Calibre

- Offering highest standard of professionals benchmarked against the best
- Required to practice by many public bodies

Capability

- One stop shop for solutions to the CPO/CSO needs
- Guardian of professional practice
- Ideas leader in procurement and supply best practice
- Provider of leading edge tools/techniques



CIPS Strategy 2009 -2010

Professional solutions driving sustainable advantage

CORPORATE
One stop solutions
Product catalogue
Key Partners

PERSONAL

**Benchmarked against
the best**

PROFESSIONAL

Leaders Networking
**Knowledge,
Diagnostics**



Summary

Seizing the opportunity

- we must lead in the era of economic uncertainty
- sustain our position in the spotlight

A profession in revolution

- no longer a function but defining the business
- continuous reinvention is a symptom of a profession with a future
- dynamism will make us essential

Managing supply has never been more critical

- protecting margins, identifying customers and suppliers at risk, relationship management and creativity in the short term
- being the customer of choice when growth resumes
- role of professional institutes is key for credibility

