



SmartProcurementWorld
South Africa

Think *Differently* 2013

SOUTH AFRICA'S DEFINITIVE PROCUREMENT AND SUPPLY CHAIN EVENT

10 – 12 SEPTEMBER 2013
GALLAGHER CONVENTION CENTRE
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Industry body partner



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EVENT AT A GLANCE

PRIVATE SECTOR
SMART SOURCING & SUPPLY MANAGEMENT

SmartSourcing
& Supply Management
2013

10-11 September 2013

- South Africa in a global marketplace
- Organisational efficiency and strategic alignment
- Skills transfer and capacity development
- Supply chain alignment
- Developing suppliers for full value
- World-class cost management

Who attends?

• Chief Procurement Officers	• Heads of Supply Chain
• Chief Buyers	• Purchasing Managers
• Sourcing Managers	• Commodity Managers
• Contract Specialists	• Procurement Analysts

PUBLIC SECTOR
SUPPLY CHAIN SUMMIT

PUBLIC SECTOR
Supply Chain Summit
2013

10-11 September 2013

- Balancing Transformation, compliance and service delivery
- Transparent supply chain in the public sector
- SCM capacity development
- Procurement transformation
- Strategic sourcing for procurement
- Implementing the new demand management

Who attends?

• Heads of Supply Chain	• SCM Managers
• Chief Buyers	• SMME Managers
• Municipal Managers	• Operations Managers
• Chief Financial Officers	• Compliance Managers

THE 2ND ANNUAL
TRADE & CUSTOMS AFRICA CONFERENCE

TRADE&CUSTOMS
Africa 2013
Stay Ahead

A high level innovative forum where companies, traders and carriers will address strategy for staying ahead.

10-11 September 2013

- The global trade route
- Partnering to trade
- Trader programmes
- Customs modernisation
- Customs legislation
- Customs capacity building

Who attends?

• Supply Chain Managers	• Export/ Import Managers
• Logistic Managers	• Trade Officers
• Trade Promotion Officers	• Logistics Managers/Directors

ABSAS
ENTERPRISE DEVELOPMENT
GROW CONFERENCE

2013 will also see the launch of the ABSA Enterprise Development "Grow" conference. The two day event will be addressing the issues affecting you in your enterprise development endeavours.

10-11 September 2013

- Enterprise Development(ED) partnerships and finance
- Supporting the SMMEs
- Incubation
- ED as the key to unlocking the supply chain
- Compliance
- The future of Enterprise Development

Who attends?

• Head: Enterprise Development	• Lead: Enterprise Development Manager
• Senior Manager: Enterprise Systems	• Head of Corporate Social Responsibility
• BEE Managers	• Supply Chain Manager

THE CXO FORUM

Co-hosted by

BY INVITE ONLY

Companies can no longer afford a mere operational approach to how they run, but need to put a larger focus on a coherent strategy that addresses risks and takes advantage of new opportunities.

At the exclusive CxO Forum, executives attending will be discussing fraud, risk, compliance and many other issues that are sure to be brought up at the next board meeting.

11 September 2013
LIMITED SEATS AVAILABLE

Keynotes

David Grier, Ambassador, Miles for Smiles Foundation
Professor Nick Binedell, Dean, GIBS

The C-suite round tables

Join us as the Executive talks changing legislation, economic growth, and supplier development

WORKSHOPS

SMART PROCUREMENT WORLD
WORKSHOPS

Workshop 1

Supply chain optimisation through visual analysis

Workshop 2

Supplier relationship management – optimising value and minimising risk post award

Workshop 3

GBTA fundamentals of business travel management

Workshop 4

Service contracts – drafting specifications and managing the sourcing process

Workshop 5

Preferential procurement and local content – making it practical

Workshop 6

Preparing for a clean procurement AG audit

WELCOME FROM CIPS AND SMART PROCUREMENT WORLD

The strategic role of professional procurement in the development of Africa

The Chartered Institute of Purchasing and Supply (CIPS) is an international professional industry body, operating in over 150 countries worldwide. In addition to being the officially recognised professional body representing the Procurement and Supply profession in South Africa, CIPS Africa serves the Purchasing and Supply profession in the region and CIPS membership is designed to support individuals in their professional development, helping them and their organisations achieve all-round excellence in procurement and supply.

In accordance with our mandate, CIPS Africa is committed to representing the whole of Africa and, therefore, will be hosting the CIPS Pan African Conference outside of South Africa for the foreseeable future. In 2013, our conference was held in Ghana and we're proud to announce that it was a resounding success!

Smart Procurement World and CIPS Africa collaborate to bring SOUTH AFRICA the definitive procurement and supply chain event

CIPS Africa will continue its commitment to professional development in South Africa by collaborating with Smart Procurement World to ensure one unique and definitive conference for the South African Procurement and Supply Chain profession.

Delegates attending Smart Procurement World 2013 can look forward to the CIPS Africa Pan African Ghana session highlights incorporated into the top quality programme. CIPS Africa members will enjoy the same member benefits and opportunity to book as in previous years.

Benefits include:

- Opportunities to gain fresh insight into the various procurement and supply management topics
- Guidance from expert speakers, Procurement professionals and business leaders
- Raising your profile and develop new contacts during networking events
- Meeting international suppliers and discover their innovative products and services at our exhibition

See you there!



André Coetzee, Managing Director, CIPS



Debbie Tagg, Chief Operations Officer, Smart Development



CREATE YOUR OWN PROGRAMME

Choose your sessions from 5 separately bookable conferences in one event

2 packed exhibition floors where you can meet with world-class suppliers

Over 20 free learning seminars giving you the latest solutions and technology

Countless networking activities so you can set up key meetings with industry leaders

Attend our delightful cocktail function and meet the movers and shakers in the industry

SPEAKERS 2013

REMARKABLE KEYNOTES



Dr John Gattorna
Global Supply Chain 'Thought Leader' & Author,
and Executive Chairman, *Gattorna Alignment*

LIVE FROM SYDNEY

Dr John Gattorna is at the forefront of supply chain 'thought leadership' in the world today. He has made it his passion in life to stay at the cutting edge, and the result is there for all to see and share: his last three books, the most recent being *Dynamic Supply Chains*; delivering value through people, FT Prentice Hall, Harlow, 2010.

This book, and the research that underpins it, for the first time offers a way of dealing with the 'new normal' operating environment, which is characterised by volatility, and yet more volatility.

First 100 delegates to book will receive a copy of *Dynamic Supply Chains* valued at R800!

John's work has taken on a 'whole-of-business' feel and scope because he steadfastly believes that you can only transform enterprise supply chains if you transform the enterprise itself, hence his multi-disciplinary approach to supply chain design. In December 2011, in Shanghai, John was named Supply Chain Asia 'Visionary of the Year'.



Kenneth Brown
Chief Procurement Officer, *National Treasury*

Kenneth Willy Brown has headed the Chief Procurement Office within South African National Treasury since February 2013. Mr Brown joined the National Treasury in 1998 as a Deputy Director: Financial Planning, and in 2001 he assumed the position of Director: Provincial Policy, which underpins the national transfers to provinces. He has also served as Chief Director: Intergovernmental Policy and Planning, and

oversaw sector policies that impact on provinces and local government. Prior to taking the responsibility of the Chief Procurement Officer, he was Deputy Director-General within the Intergovernmental Relations where he oversaw the provincial and local government finances including sub-national transfers. Mr. Brown holds a Master's degree in Economics from the University of Illinois, Urbana-Champaign, in the United States; a BA with Honors in Economics from the University of the Western Cape in South Africa; and a Primary Teacher's Diploma.



Colin Cram
Public Sector Consultant and Former Director,
North West Centre of Excellence, United Kingdom

Colin has held senior procurement positions for over 30 years, including central government, higher education, scientific research and local government. He was responsible throughout for initiating and implementing innovative strategies for procurement, shared services, outsourcing and organisational re-engineering. Colin represented CIPS at the Inauguration of CIPS Zambia nearly

10 years ago. Regularly adviser to politicians and senior public officials.

Colin is a

- member of EU working groups on innovation, procurement and sustainability;
- 'expert witness' to UK Parliamentary committees;
- consultant to various reviews of public sector procurement

LISTEN TO KEY DECISION MAKERS FROM THE PRIVATE SECTOR



Phuti Mahanyele
Chief Executive Officer,
Shanduka Group



Nick Binedell
Dean,
GIBS



Maria Lepore
Head of Sourcing - Africa,
Absa



Clive Govender
Head - Supply Chain,
Anglo American Platinum



Annelien Heringer
Procurement Manager S&D/F&B,
Shell South Africa



Leroy Nsibande
Group Manager: Logistics,
ArcelorMittal South Africa



Ian Russell
Head: Procurement,
SAB Miller



Brand Pretorius
Director of Companies and
former Chief Executive Officer,
McCarthy Motor Holdings



Shiraz Sarang
Chief Procurement Officer,
Nedbank Group Procurement



Rod Ward
Group Procurement Executive,
Ellerines

HEAR FROM LEADERS IN THE PUBLIC SECTOR



Garry Pita
Group Chief Supply Chain Officer,
Transnet



Kevin Naik
Director: Supply Chain Training,
Office of the Chief Procurement
Officer,
National Treasury



Andries Louw
Chief Director: Supply Chain
Management,
Eastern Cape Treasury



Malakia Mashiloane(MCIPS)
Director: Supply Chain Management,
Department of Public Works,
Free State Province



Fantas Mobu
Chairperson,
*State Owned Enterprise
Procurement Forum Executive
(SOEPF)*



Thapelo Motsoeneng
Chief Director: Supply Chain
and Facilities Management,
*Department of Rural
Development and Land Reform*



Femida Mahomed
Chief Director:
Strategic Relationships,
*Department of Public
Enterprise*



Kamogelo Mampane
Chairman,
*State Owned Enterprise
Procurement Forum Executive
(SOEPF)*

OVER 100 SPEAKERS FROM LEADING ORGANISATIONS

Absa • Anglo American Platinum • ArcelorMittal South Africa • De Beers • Department of Public Enterprise • Department of Public Works, Free State Province • Department of Rural Development and Land Reform • Eastern Cape Treasury • Ellerines • First Rand • Nampak • National Treasury • Nedbank • Proudly SA • Rio Tinto • SAB Miller • Shanduka Group • Shell South Africa • South African Breweries • Standard Bank • Telkom South Africa • Total South Africa • Transnet • Zimele (Anglo American's Enterprise Development Initiative) • Zurich Insurance Company

SPEAKERS 2013

ENTERPRISE DEVELOPMENT INSIGHT



Sisa Ntshona
Head: Enterprise Development
Absa



Edna Sathekga
Supplier Sustainability Manager,
South African Breweries



Lia Vangelatos
Acting Managing Director,
Zimele



Mark Frankel
Chief Executive Officer,
Shanduka Black Umbrella's



Vuyo Jack
Chief Executive Officer,
Empowerdex



Barlow Manilal
Chief Executive Officer,
*Automotive Industry
Development Centre (AIDC)*



Mmadiboka Chokoe
Executive Manager
Transnet Supplier Development



Daniel Aebischer
Head of Procurement SSA,
Johnson and Johnson

ALL CONFERENCE PROGRAMMES

TUESDAY 10 SEPTEMBER 2013

OPENING PLENARY


THINKING DIFFERENTLY ABOUT PROCUREMENT IN SA


07:30 MORNING REGISTRATION

08:30 OPENING REMARKS FROM THE CHAIR
André Coetzee, Managing Director, CIPS

08:35 WELCOME FROM CIPS SA
The industry professional body, the Chartered Institute of Procurement and Supply (CIPS), will discuss the strategic role of professional procurement in the development of Africa
André Coetzee, Managing Director, CIPS

08:50  OPENING KEYNOTE
The role of procurement in achieving government's policy objectives
Discussing the extent to which current major policy initiatives and associated procurement and supply chain practices (such as the National Development Plan, Industrial Policy Action Plan, Presidential Outcomes, New Growth Path, job creation, local procurement accord) contribute to economic, social and environmental development for the medium and long term
Kenneth Brown, Chief Procurement Officer, National Treasury

09:20  LEADERSHIP KEYNOTE
Why procurement is my right hand
Phuti Mahanyele, Chief Executive Officer, Shanduka Group

09:45  KEYNOTE
Thinking differently about your role as CPO in a changing procurement environment
Maria Lepore, Head of Sourcing – Africa, Absa

10:00 TALKING HEADS INTERVIEW PANEL
Procurement – driving real worth to the bottom line, and value to the top line
South Africa's top CPOs to discuss the challenges and objectives they will foresee over the next 12 months across both the public and private sectors

Panelists:
Kenneth Brown, Chief Procurement Officer, National Treasury
Maria Lepore, Head of Sourcing – Africa, Absa
Annelien Herringer, Procurement Manager S&D/F&B, Shell South Africa
Ian Russell, Head of Procurement, South African Breweries
Nathan May, Head of Group Procurement, Zurich Insurance Company
Garry Pita, Group Chief Supply Chain Officer, Transnet
Vule Nemukula, Group Executive – Procurement Services, Telkom
Andries Louw, Chief Director Supply Chain Management, Eastern Cape Treasury
Mpume Maphumulo, Supply Chain Executive (formerly Nandos SC Director)

10:30 MORNING REFRESHMENTS AND EXHIBITION VIEWING

SMART SOURCING & SUPPLY MANAGEMENT CONFERENCE

11:30 Welcome back from the Chair
Ashney Chetty, Procurement Executive, CellC

SOUTH AFRICA IN A GLOBAL MARKETPLACE

11:40  KEYNOTE SESSION
Managing Global Supply and Risk: Best Practices, Concepts, and Strategies
Lew Roberts, Adjunct Faculty, GIBS

12:10 PANEL DISCUSSION
The value proposition for buying local – increasing the sourcing of products from existing local suppliers
Clive Govender, Head of Supply Chain, Anglo American Platinum
Lucille Jansen van Vuuren, Business Unit Manager, Volition
Shiraz Sarang, Chief Procurement Officer, Nedbank Group Procurement
Ashney Chetty, Procurement Executive, CellC
Jaco Human, Group Procurement Manager, Nampak
Zinhle Dube, Regional Sourcing Manager, Barloworld Equipment

12:50 CASE STUDY
Total's Global Green Strategy and how strategic sourcing can assist in achieving this
Executive, Total

13:10 ENABLER PRESENTATION

13:30 NETWORKING LUNCHEON

 ORGANISATIONAL EFFICIENCY AND STRATEGIC ALIGNMENT
Chair: *Marc Emert, Sales and Marketing, MyMarket*

14:30 SESSION
To centralise or decentralise operations? How to align procurement strategy with business needs
Rod Ward, Group Procurement Executive, Ellerines

15:00 CASE STUDY
Improving efficiency 101 – Leading a logistics business improvement initiative that integrates inbound, internal and outbound logistics
Leroy Nsibande, Group Manager: Logistics, ArcelorMittal South Africa

15:20 ENABLER PRESENTATION
Executive, Procurement Cards – Nedbank

15:40 AFTERNOON REFRESHMENTS

SKILLS TRANSFER AND CAPACITY DEVELOPMENT
Chair: *Roddy Mann, Procurement Analyst, Old Mutual*

16:30  CIPS GHANA HIGHLIGHT
16:30 – 16:50
Professionalisation of the procurement how this will impact on African economies

16:50 16:50 – 17:10: SESSION
Intelligent career path mapping – all the ways to the top
Ian Russell, Head of Procurement, South African Breweries

16:50 17:10 – 17:50: PANEL DISCUSSION
How to attract, motivate, develop, retain and capitalise on limited skills available in the procurement sector
Ian Russell, Head of Procurement, South African Breweries
Melanie Shen, Head of Human Resources, Pan African Development
Natalie Singer, Chief Operating Officer, Federation of African Professional Staffing Organisations (APSO)
Alta Spence, Managing Director, Procure Masters

17:30 Closing remarks from the Chair

18:00 NETWORKING COCKTAIL

PUBLIC SECTOR SUPPLY CHAIN SUMMIT

Welcome back from the Chair

BALANCING TRANSFORMATION, COMPLIANCE AND SERVICE DELIVERY

 CIPS GHANA HIGHLIGHT SESSION
Understanding public procurement influence on the private sector, SMMEs and NGO activities


12:10 – 12:30
Understanding the importance of procurement in service delivery
Garry Pita, Group Chief Supply Chain Officer, Transnet
12:30 – 12:50: SESSION
Is government SCM really corrupt or are its enablers not enabling?
Adv. Helen Venter, Public Finance Specialist

CASE STUDY
Alternative contracting methodologies: "We must contract to deliver not to litigate"
Andries Louw, Chief Director Supply Chain Management, Eastern Cape Treasury

ENABLER PRESENTATION
Executive, Ariba

NETWORKING LUNCHEON

TRANSPARENT SUPPLY CHAIN IN THE PUBLIC SECTOR

 14:30 – 15:30: INTERNATIONAL KEYNOTE
Combating Procurement Fraud – Preventing Fraud and Opportunities for Fraud in Procurement
Colin Cram, Public Sector Procurement Consultant and Former Director, North West Centre of Excellence, United Kingdom

SESSION
Improving probity in South Africa's Public Sector supply chains
Shaun Scott, Managing Director, WiL

AFTERNOON REFRESHMENTS

SCM CAPACITY DEVELOPMENT

LOCAL CASE STUDY
Lessons learnt from SKA

PANEL DISCUSSION: Developing SCM capacity- Making your career in public procurement
Moderator: *Kevin Naik, Director of Supply Chain Training, Office of the Chief Procurement Officer, National Treasury*

Closing remarks from the Chair

NETWORKING COCKTAIL

TRADE & CUSTOMS AFRICA CONFERENCE

Welcome back from the Chair

THE GLOBAL TRADE ROUTE

VISIONARY ADDRESS
Imagining a global village with no barriers to regional or cross border trade. Is SA grabbing the opportunity to learn from the EU?

PANEL DISCUSSION
Current customs organisation structures and their impact on trading relations

CUSTOMS UPDATE
New global customs developments and how these are going to affect supply chains

 ADDRESS FROM LUNCHEON SPONSOR
Executive, Compu-Clearing

NETWORKING LUNCHEON

PARTNERING TO TRADE

How to implement a collective approach between all supply chain parties towards global economies

AFRICAN CASE STUDY
How the introduction of the Single Entry Transit Window is innovating imports and exports

SESSION
The role of the banking sector in tapping the true potential of trade finance
Executive, Standard Bank

AFTERNOON REFRESHMENTS

TRADER PROGRAMMES

SARS UPDATE
The SARS trusted trader programme – impacts and future developments

PANEL DISCUSSION
The barriers and opportunities of preferential trade and customs agreements

Closing remarks from the Chair

NETWORKING COCKTAIL

ABSA ABSA ENTERPRISE DEVELOPMENT GROW CONFERENCE

Welcome back from the Chair
Sisa Ntshona, Head of Enterprise Development, Absa

ED PARTNERSHIPS

11:40 – 12:20: PANEL DISCUSSION
Hosting a party for four – partnerships between banks, corporates, SMEs and business development service providers
Moderator: *Allon Raiz, Chief Executive Officer, Raizcorp*
Panelists:
Fantas Mobu, Chairperson, SOEPF (State Owned Enterprise Procurement Forum)
Gary Jospeh, Chief Executive, SASDC (South African Supplier Diversity Council)
Peace Ntuli, Head of Enterprise Development, De Beers
Moshisi Lehlongwane, Supplier Development Manager, Massmart
Keolebogile Modise, General Manager: Enterprise Support, Gauteng Enterprise Propeller (GEP)
Mojalefa Mohoto, Chief Director – Enterprise Development, Department of Trade and Industry
Barlow Manilal, Chief Executive Officer, Automotive Industry Development Centre (AIDC)
Daniel Aebischer, Head of Procurement SSA, Johnson and Johnson

ED FINANCE

12:20 – 12:50: SESSION
Constructing capital intensive value chain collaboration to maximise your ROI
Sisa Ntshona, Head: Enterprise Development, Absa

CASE STUDY
Creating visible valid platforms where the corporate and the SMME can engage
Malcolm Farrell, Director, Supply Chain Network

CASE STUDY
Leveraging sustainable ED opportunities through the world wide web
Bruce Rowe, Managing Director, Mpowered

NETWORKING LUNCHEON

SUPPORTING THE SMMEs

A guide towards supporting SMMEs and incorporating them into South Africa's supplier development
Tebogo Khaas, Founder & President, The SA SMME Forum

Mitigating start-up risk through essential non-financial support and training
Shawn Theunissen, Head of Corporate Social Responsibility, Growthpoint

Business going global: how local business can capitalise on global opportunities
Mandla Nkomo, Interim Country Director, Technoserve

AFTERNOON REFRESHMENTS

INCUBATION

SESSION
Business incubation – a collaborative model for supplier development
Mark Frankel, Chief Executive Officer, Shanduka Black Umbrella's

PANEL DISCUSSION
Ensuring the growth of your ED program by addressing:
• Growth strategies
• Understanding of the procurement market
• Documentation of the day to day processes
• What technology is available for SMMEs

Closing remarks from the Chair

NETWORKING COCKTAIL

BRING YOUR TEAM

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ALL CONFERENCE PROGRAMMES

WEDNESDAY 11 SEPTEMBER 2013

OPENING PLENARY THINKING DIFFERENTLY ABOUT DAY-TO-DAY PROCUREMENT	
07:30	MORNING REGISTRATION
08:30	OPENING REMARKS FROM THE CHAIR <i>Lew Roberts, International Supply Chain Expert & Adjunct Faculty, Gordon Institute of Business Science</i>
08:40	 OPENING KEYNOTE Designing Dynamic Supply Chains for volatile market conditions <i>Dr John Gattorna, Global Supply Chain 'Thought Leader' & Author, and Executive Chairman, Gattorna Alignment</i>
09:30	"BACK BY POPULAR DEMAND" Effective leadership in challenging times - the importance of integrity, transparency and consistency in the procurement context <i>Brand Pretorius, Director of Companies and former Chief Executive Officer, McCarthy Motor Holdings</i>
10:00	 ARIBA EXECUTIVE KEYNOTE Thinking differently about traditional procurement
10:30	MORNING REFRESHMENTS AND EXHIBITION VIEWING

CLOSING PLENARY THINKING DIFFERENTLY ABOUT YOUR BEE STATUS	
16:00	WELCOME BACK FROM THE CHAIR <i>Bernie van Niekerk, Chief Executive Officer, Commerce Edge</i>
16:10	 KEYNOTE Reducing the gap between big corporate's and the entrepreneur <i>Vuyo Jack, Chief Executive Officer, Empowerdex</i>
16:20	SESSION Most companies will drop 3 levels with the new BEE codes. Here's the data. <i>Alan Low, Director, Purchasing Index</i>
16:40	PANEL DISCUSSION How are the new BBE codes going to affect you? Panelists: <i>Vuyo Jack, Chief Executive Officer, Empowerdex</i> <i>Mike Midgley, Procurement Executive, Telkom Services</i> <i>Alan Low, Director, Purchasing Index</i>
17:00	Procurement & Supply Chain - Insomnia Index report back <i>Philani Sangweni, Executive Lead, Deloitte Consulting</i>
17:30	CLOSING REMARKS FROM THE CHAIR

SMART SOURCING & SUPPLY MANAGEMENT CONFERENCE

11:30	Welcome back from the Chair <i>Indrasen Naidoo, Group Chief Procurement Officer, First Rand Banking Group</i>
SUPPLY CHAIN ALIGNMENT	
11:40	SESSION Ensuring better efficiency in the supply chain through supplier relationships <i>Annelien Herringer, Procurement Manager S&D/F&B, Shell South Africa</i>
12:10	SESSION Empowerment of the procurement profession through process ownership <i>Braam Uys, General Manager- Global Business Services, Rio Tinto</i>
12:30	12:30 - 12:40: Luncheon address by Protea Hotels NETWORKING LUNCHEON
DEVELOPING SUPPLIERS	
13:30	 CIPS GHANA HIGHLIGHT 13:40 - 14:10 Corporate social responsibility and socially responsible procurement
14:00	14:10 - 14:30: SESSION What it means when corporates meet the need to help to develop enterprises in the 2nd and 3rd tiers <i>Adv. Leslie Sedibe, CEO, Proudly SA</i>
14:30	CASE STUDY How does ED unlock your supply chains? <i>Shawn Theunissen, Head- Corporate Social Responsibility, Growthpoint</i>
INNOVATION SHOWCASE	
14:50	CORPORATE TRAVEL MANAGEMENT Why strategic partnering is vital to managing a company's tactical approach to travel <i>Traveluxion</i>
15:10	PRINT MANAGEMENT How our client unlocked true value of print management - a supplier centric model <i>Point</i>
15:30	AFTERNOON REFRESHMENTS

PUBLIC SECTOR SUPPLY CHAIN SUMMIT

Welcome back from the Chair <i>Basil Chinasamy, GM: Supply Chain/Procurement, Pikitup Johannesburg</i>
PROCUREMENT TRANSFORMATION
 CIPS GHANA HIGHLIGHT UGANDA CASE STUDY Public Procurement reforms: issues and challenges
SESSION Managing Collaboration Across Sectors – Taking Supplier Development to the Next Level <i>Femida Mahomed, Chief Director: Strategic Relationships, Department of Public Enterprise</i>
NETWORKING LUNCHEON
STRATEGIC SOURCING FOR PROCUREMENT
SESSION A look into the revised preferential procurement regulations as a form of strategic procurement <i>Malakia Mashiloane(MCIPS), Director: Supply Chain Management, Department of Public Works, Free State Province</i>
CASE STUDY How effective strategic sourcing will give you value for money <i>Thapelo Motsoeneng, Chief Director: Supply Chain and Facilities Management, Department of Rural Development and Land Reform</i>
LOCAL CONTENT AND PRODUCTION IN SOUTH AFRICA
CO-SESSION The public sector new growth framework: Patterning for successful Implementation of SA Local Accords <i>Kamogelo Mampane(MCIPS), Chief Operations Officer, State Owned Enterprise Procurement Forum (SOEPF) & Gary Joseph, Chief Executive Officer, South African Supplier Diversity Council (SASDC)</i>
PANEL DISCUSSION Progress and challenges in the local content and local production - ensuring sustainable procurement becomes a priority in SA Panelists: <i>Basil Chinasamy, GM: Supply Chain/Procurement, Pikitup Johannesburg</i> <i>Nicholas Ramkumar, Associate, Deloitte Consulting</i>
SESSION e-Auctioning: Achieving true optimisation of spend <i>Mike Midgley, Procurement Executive, Telkom Services</i>
AFTERNOON REFRESHMENTS

TRADE & CUSTOMS AFRICA CONFERENCE

Welcome back from the Chair
CUSTOMS MODERNISATION
SESSION Understanding the impact of customs to inland ports and on transit cargo
CASE STUDY Meeting your strategic targets by understanding the challenges and trends on cross border movements
NETWORKING LUNCHEON
CUSTOMS LEGISLATION
LEGISLATION UPDATE New SARS customs legislation and relevant amendments
SESSION Understanding the SARS VAT Act and invoicing process
ENABLER PRESENTATION Compliance and risk
CUSTOMS CAPACITY BUILDING
SESSION Capacity building for effective modernisation
CASE STUDY Customs degrees at SA universities and how this impacts on skills in your business
AFTERNOON REFRESHMENTS

ABSA ABSA ENTERPRISE DEVELOPMENT GROW CONFERENCE

Welcome back from the Chair <i>Allon Raiz, Chief Executive Officer, Raizcorp</i>
 ENTERPRISE DEVELOPMENT AS THE KEY TO UNLOCKING THE SUPPLY CHAIN Session sponsored by Transnet
 11:40 - 11:55: KEYNOTE ADDRESS How your company can take a holistic approach to the enterprise development endeavour  11:55 - 12:10: KEYNOTE ADDRESS Anglo American's Enterprise Development Initiative <i>Dr Lia Vangelatos, Acting Managing Director, Zimele</i>
 CASE STUDY How to unlock the potential in the supply chain through the integration of existing programmes and new initiatives <i>Mmadiboka Chokoe, Executive Manager, Transnet Supplier Development</i>
NETWORKING LUNCHEON
COMPLIANCE
SESSION Understanding the role of supplier development in the greater economy and why compliance really matters <i>Edna Sathekgga, Supplier Sustainability Manager, South African Breweries</i>
ENABLER PRESENTATION Impacts of the new BEE codes on your business <i>Roger Latchman, Managing Director, PKF</i>
THE FUTURE OF ED
CORPORATE HOST PANEL DISCUSSION The roadmap to enterprise development in 2014 Panelists: <i>Sisa Ntshona, Head of Enterprise Development, Absa</i> <i>Mark Frankel, Shanduka Black Umbrella's</i> <i>Barlow Manilal, Chief Executive Officer, Automotive Industry Development Centre (AIDC)</i> <i>Daniel Aebischer, Head of Procurement SSA, Johnson and Johnson</i> <i>Lorraine Araujo, Marketing and Communications Specialist, Property Point</i> <i>Elelwani Pahlana, Executive, Outsourced Entities & BEE</i>
AFTERNOON REFRESHMENTS

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WEDNESDAY 11 SEPTEMBER 2013



MEET OUR KEYNOTE SPEAKER

David Grier, Ambassador, Miles for Smiles Foundation

David Grier is a celebratory chef, author and extreme adventurer, having just completed the first solo run of India 4008 km in 93 days. Previous to this he has paddled from Africa to Madagascar (a distance of 500 km) and then ran the island from south to north, a distance of 2700 km. David did the first ever continuous joint run of the Great Wall of China, some 4200 km in 98 days. Plus the first ever continuous run along the coast of South Africa from Oranjemund via Cape Town to Mozambique, 3300 km in 80 days. He has also run from John O'Groats to lands End, the length of Ireland as well as Hadrian's Wall.

These journeys are not about David himself, but he wants to make a difference in the lives of children born with cleft lips and palates. David is a trustee and ambassador for the 'Cipla Miles for Smiles Foundation', raising funds through adventure for Operation Smile, South Africa, who performs corrective surgery on children born with cleft lips and palates. Through these journeys enough funding was raised to enable some 1800 children to receive corrective facial surgery through Operation Smile.

Co-hosted by **Gordon Institute of Business Science** University of Pretoria



07:00	ARIBA CXO BREAKFAST
07:30	WELCOME FROM ARIBA
07:40	INSPIRATIONAL KEYNOTE Lessons from my journeys <i>David Grier, Ambassador, Miles for Smiles Foundation</i>
08:30	SMART PROCUREMENT WORLD OPENING PLENARY
08:40	OPENING KEYNOTE Designing Dynamic Supply Chains for volatile market conditions <i>Dr John Gattorna, Global Supply Chain 'Thought Leader' & Author, and Executive Chairman, Gattorna Alignment</i>
09:30	"BACK BY POPULAR DEMAND" Effective leadership in challenging times – the importance of integrity, transparency and consistency in the procurement context <i>Brand Pretorius, Director of Companies and former Chief Executive Officer, McCarthy Motor Holdings</i>
10:00	ARIBA EXECUTIVE KEYNOTE Thinking differently about traditional procurement
10:30	MORNING REFRESHMENTS AND EXHIBITION VIEWING
11:15	OPENING KEYNOTE Mastering strategy As strategy becomes even more central to the sustainability of your organisation's revenue and profit growth, how do you position yourself to grow? <i>Professor Nick Binedell, Dean, Gordon Institute of Business Science</i>
11:45	THE C-SUITE ROUND TABLES Join us as the executive talks changing legislation, economic growth, and supplier development 1. The CEO round table 2. The CFO round table 3. The CIO round table 4. The CPO/Supply Chain round table
12:30	CLOSE

POST CONFERENCE WORKSHOPS

THURSDAY
12 SEPTEMBER 2013

WORKSHOP 1

Supply Chain optimisation through visual analysis

Rynier Keet, Corporate Renaissance Group

Objective

This workshop is about thinking differently about optimising your supply chain faster through the use of visual analysis techniques. Visual analysis enables companies to move faster from data to insight and will cover both the analysis of historic data as well as predictive analysis. Data visualisation provides visual business intelligence to managers enabling them to make rapid and informed business decisions, resulting in improved agility and profitability.

The workshop will focus on how your supply chain data can be analysed using your visual senses and packaged in such a way that managers have rapid access to information without major investments in IT skills.

WORKSHOP 2

Supplier relationship management – optimising value and minimising risk post award

Lucille Jansen van Vuuren, Volition

Objective

This workshop is about how to effectively manage a supplier contract to optimise value and minimise risk

The workshop will include a discussion on the following ideas/topics:

- Contract administration
- Categorisation of suppliers
- Relationship / Management Models and Roles
- KPI's and Supplier Performance Reviews
- Performance Reporting

WORKSHOP 3

GBTA fundamentals of business travel management

Monique Diez, GBTA

Objective

This course is designed as a guide to the primary components of managed travel. Attendees will learn how each component intersects with the required competencies and skill sets needed in business travel management. The Fundamentals course teaches participants to maximize cost containment, improve efficiency and create a managed travel culture in a company. Attendees will hear expert course facilitators on the subjects of travel safety and security, travel spending trends and benchmark metrics. An overview of business travel technology will be included along with a comprehensive discussion on travel policy, savings opportunities and calculating the ROI of a managed travel program.

WORKSHOP 4

Service contracts – drafting specifications and managing the sourcing process

Grant Blair, Volition

Objective

This workshop is about the process of sourcing service contracts, addressing pre-qualifying suppliers, drafting specifications and managing stakeholders and suppliers through the sourcing process.

The workshop will include a discussion on the following ideas/topics:

- Differences to procuring products
- Deciding to source; evaluating the learning curve, cost of change and resourcing characteristics
- Pre-qualifying suppliers
- Drafting and interpreting service specifications, functions and capabilities
- Managing stakeholders and suppliers through services sourcing
- Evaluation criteria
- Contracting essentials checklist

WORKSHOP 5

Preferential procurement and local content – making it practical

Shaun Scott, Managing Director, WiL

Objective

There are a number of industry sectors that have been designated as Local Content and Local Production industries by National Treasury and the Department of Trade and Industry. These sectors are "designated" as part of the implementation of government's Preferential Procurement Regulations of 2011 (PPPFA). There are significant practical implication issues that the designation of broadly applicable sectors such as the textiles, buses and furniture industries has on private and public sector organisations. This workshop will cover the practical administrative requirements that private sector companies must meet in order to be considered by public sectors. Representatives from public sector organisations will benefit by also understanding the requirements.

WORKSHOP 6

Preparing for a clean procurement AG audit

Kenneth Pillay, Volition

Objective

The workshop will seek to give participants a better understanding of key audit findings, root causes and techniques and approaches that can be utilised to progress towards a clean audit.

The workshop will include a discussion on the following ideas/topics:

- Sharing of common audit findings
- Analysis of root causes of findings
- Discussion on key challenges facing participants
- Preparing for progression towards a clean audit
- Provide process and checklists to address and rectify issues in current year procurement transactions

SMART PROCUREMENT WORLD AFFILIATES



The Chartered Institute of Purchasing & Supply (CIPS) is the world's largest procurement and supply professional organisation. It is the worldwide centre of excellence on purchasing and supply management issues. CIPS has a global community of over 88,000 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.



ITMSA is the first buyer-led Southern Africa wide business travel and meetings network, created through the co-operation of ITM (UK & Ireland). The network ensures for the first time that business travel and meeting professionals with a Southern Africa remit have access to the best education and training, research, benchmarking tools and events through the collective voice of a professional, buyer-led community representing nearly two thousand buyer and supplier subscribers. The network was established in October 2006 and will be continuously developed over the coming months and years to ensure a progressive approach in Southern Africa to the sharing of knowledge, best practice and innovation.



The South African Supplier Diversity Council (SASDC) is a member-directed, not-for-profit organisation. It is the first of its kind in South Africa, and is affiliated with a global network of five supplier diversity councils.



The purpose of the State Owned Enterprises Procurement Forum is to share best practices in supply chain management within state owned entities, spearhead good governance, policy formulation and in the main support the developmental agenda of the country.



ABOUT OUR SPONSORS

SMART PROCUREMENT WORLD

PLATINUM / ENTERPRISE DEVELOPMENT EXPO ANCHOR



Absa Enterprise Development (ED) is a unit focused and dedicated to assisting the growth and development of emerging enterprises in order to create jobs and assist in poverty alleviation. Absa ED is about developing and creating entrepreneurship. In any economy SMEs have been proven as sustainable job creators, therefore, Absa ED is committed to job creation through supporting and enabling SMEs. Absa ED shows our commitment to sustainable job creation through support across three key pillars of our Customer Value Proposition – access to funding, access to markets and non-financial support.



Supply Chain Network the procurement portal powered by Absa Bank Enterprise Development – is an industry initiative aimed at closing the gap between big business and small business, and assists the buyer in the following areas:

1. Supplier discovery – Search thousands of credible suppliers and quickly reach targeted suppliers using the smart search and filter tools.
2. Price discovery – Use the tender-bulletin and electronic-request-for-quote tools to source competitive suppliers.
3. Vendor master data management solutions – Reduce the cost of managing vendor information linked to a document management solution.
4. Expressions of interest – A solution to manage potential suppliers.
5. Enterprise development – ROI for investment in enterprise development expenditure.

PLATINUM & CXO FORUM BREAKFAST HOST



About Ariba, a SAP Company
Ariba is the world's business commerce network. Ariba combines industry-leading cloud-based applications with the world's largest web-based trading community to help companies discover and collaborate with a global network of partners. Using the Ariba® Network, businesses of all sizes can connect to their trading partners anywhere, at any time from any application or device to buy, sell and manage their cash more efficiently and effectively than ever before. Companies around the world use the Ariba Network to simplify inter-enterprise commerce and enhance the results that they deliver. Join them at: www.ariba.com

GOLD



Commerce Edge South Africa is the leading provider of world-class supply chain training in Africa and offers off-the-shelf and customised training courses, competency assessments, personalised development programmes and coaching relating to leading edge practices.



mymarket.com, 100% Bidvest-owned, provides established procure-to-pay e-Procurement systems to a variety of industries and companies, complemented by local development and support to ensure technology is scalable to suit any business need and size.

Offerings include: e-Procurement, capex, expense management solutions, and a fully automated end-to-end travel solution used by over 200 large corporates.



Nedbank Corporate Card strives to find the perfect solution for all client companies' Travel & Entertainment and purchasing needs; provide the companies with greater flexibility and control over business expenses; and drive down daily expenses and operating costs.

Nedbank Corporate Card's solutions are embedded in three types of payment solutions and inclusive data solutions:

- Business Travel Account (BTA)
- Corporate Card Solutions
- Procurement Solutions
- Inclusive Data Solutions

PARTNERS



Deloitte, one of Africa's leading professional services firms, provides audit, consulting, financial advisory, risk management, and tax services.

As a Supply Chain Management (SCM) provider, Deloitte partners with private and public entities to execute its clients' SCM and procurement economically and effectively, through best practices in their procurement and SCM activities.

TO SPONSOR

Jaylene Naidoo

+27 (0) 72 5753 661
jaylene@commerce-edge.com



Mpowered offers industry-leading BEE IT Systems that enable companies to track and measure BBBEE compliance, establish targets, quantify scenarios, manage the implementation of projects and automate the verification preparation process. We offer our clients access to an extensive BEE scorecard database system, enabling the automation of the Preferential Procurement process.



Print Outsource International (Point) is a production management consultancy operating in Africa and the Middle East. Point brings the best-in-class software platform and production expertise into the corporate environment to ensure transparency, audit controls and efficiencies for the marketing and procurement functions. Point manages brand and corporate identities, digital assets and supplier relationships.



PI is a leading provider of benchmarking and spend analysis solutions. We assist our clients to ensure they have the market information and tools necessary to improve the quality and speed of strategic decision making and to ensure they manage their operations in a cost effective and efficient manner.



Shanduka Black Umbrellas (SBU) is an established non-profit enterprise and supplier development business incubation programme that delivers real and meaningful transformation through empowered

business growth. SBU affords collaboration opportunities between 100% black-owned businesses, government, the private sector and civil society to make preferential procurement and enterprise development effective and value enhancing activities.



TravelXion is the future of travel technology: a complete end-to-end travel procurement application designed to improve compliance, control costs and reduce risk for companies and the public sector. TravelXion is a 100% black-owned, independent provider of technology that assists companies to manage their travel spend before it's incurred.



Business enterprises are required to take specific action to economically empower the previously disadvantaged. A verification to gauge your company's B-BBEE compliance is a necessary step in a B-BBEE certification. This is a necessity when doing business in South Africa. Let Veridex perform your B-BBEE verification – we are SA's leading B-BBEE verification agency.



An organisation's procurement capability can dramatically affect its ability to be cost-competitive. Volition has over 10 years' experience in sharpening the pencil. From investigating spend patterns and setting up supply agreements, through to operational improvements and effectiveness in the buying function. These services include, but are not limited to Execution (Procure-to-Pay), Improvement (Contract Specific), Consolidation (Leveraged Buying Power), and Administration (Freight Forwarding).

TRAVEL PARTNER



PROTEA HOTELS

Luxury, value and service excellence all come together with Africa's largest hotel group – The Protea Hospitality Group. With 115 properties in its eight-country portfolio, Protea Hotels and African Pride Hotels are located in strategic locations across South Africa, including all the major business centres as well as safari lodges and beachfront hotels.

MEETINGS PARTNER



MarketSqr Supply Network is an online supply community dedicated to managing and developing supply relationships. MarketSqr is the new normal, originating from suppliers' need for a better opportunity to showcase their goods and services and to compete for business fairly and transparently; and buyers' need to reduce purchasing decision-making time while improving decision quality.

MEDIA HOST PARTNER



The South African Bureau of Standards is committed to developing standards and systems that advance the socio-economic well-being of South Africans. As part of this, we have been appointed by the Department of Trade and Industry as the verification agency for Local Content and Production in the public sector procurement system.

ENTERPRISE DEVELOPMENT

ANCHOR PLATINUM SPONSOR



PARTNERS



The Supplier Park Development Company Ltd trading as Automotive Industry Development Centre (AIDC) is a subsidiary of the Gauteng Growth and Development Agent (GGDA), an entity owned by Gauteng Provincial Government's Department of Economic Development. The AIDC primarily supports the Gauteng Province's industrial developmental aims and objectives.



Raizcorp is Africa's only unfunded, for-profit business incubator model that provides business support programmes that guide entrepreneurs to profitability.. Through a rigorous selection process, programmes are targeted to those with the highest potential to succeed. Once selected, the entrepreneurs are exposed to a high-touch support programme that continues to produce excellent results.



Shanduka Black Umbrellas (SBU) is an established non-profit enterprise and supplier development business incubation

programme that delivers real and meaningful transformation through empowered business growth. SBU affords collaboration opportunities between 100% black-owned businesses, government, the private sector and civil society to make preferential procurement and enterprise development effective and value enhancing activities.



TechnoServe promotes the growth of South Africa's SMME agricultural and business sector through enterprise development programs that provide expert advice, technical and business capacity building, and that open up markets for entrepreneurs' goods and services and link them to finance. We help to build competitive farms, businesses and industries in order to create jobs and generate continued income for rural communities across South Africa.

ED HOST COMPANIES



TRADE & CUSTOMS

TRADE FINANCE PARTNER



Standard Bank, also trading as Stanbic Bank, is Africa's largest bank by assets and earnings, with a presence in 18 African and 13 non-African countries. The Group has been at the forefront of South Africa's financial system for 150 years and has successfully expanded across Africa and other key markets.

LUNCHEON SPONSOR AND PARTNER



Compu-Clearing is a South African Information Technology company founded in 1983, specialising in the provision of IT products and services to the Customs Brokerage, Freight Forwarding, Air Cargo, Supply Chain Logistics and related industries. Our philosophy is to deliver supply chain solutions that provide real value to our customers.

SOURCE

Smart Procurement World is the ideal independent business generating event! This is a sourcing exhibition where you meet sourcing, procurement, purchasing and buying professionals from both government and the private sector.

WHO VISITS

- Chief Procurement Officers
- Heads of Supply Chain
- Chief Buyers
- Purchasing Managers
- Municipal Managers
- Operations Managers
- BEE Managers
- Commodity/Category Manager

FROM

- Banking & Financial Services
- Retail
- Manufacturing
- Construction
- National Government
- Provincial Government
- Local Government
- Municipalities

3 EXHIBITIONS IN ONE



MEET

Why visit the Absa Enterprise Development Expo 2013?

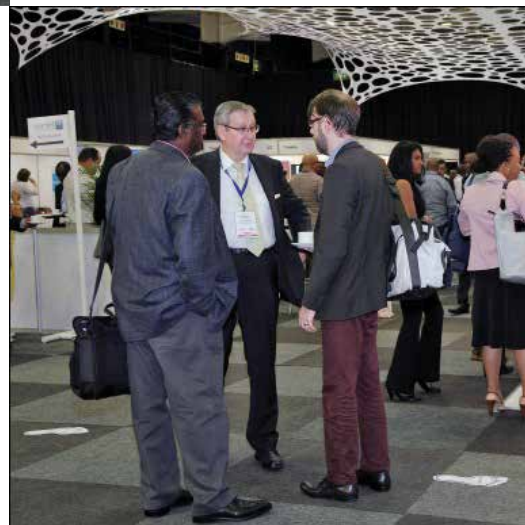
Your preferential procurement team will be able to source verified black owned suppliers for your procurement needs over the 2 days.

With over 400 hosted SMMEs the choice of potentially new suppliers is great!

Meet with verified black owned suppliers from across industries that have been chosen by their clients.

WHO VISITS

- Enterprise Development Managers
- Head of Corporate Social Responsibility
- BEE Managers
- Preferential Procurement
- Supplier Development
- Supply Chain Manager



TRADE & CUSTOMS Africa 2013 Stay Ahead

TRADE

The Trade & Customs exhibition offers solutions, strategy and innovation for both logistics, supply chain and procurement professionals in government and private sectors.

WHO VISITS

- Supply Chain Managers
- Supply Chain Managers
- Export/ Import Managers
- Logistic Managers
- Trade Officers
- Trade Promotion Officers
- Logistics Managers/Directors
- Trade Programme Officers

FROM

- Banking & Financial Services
- Insurance
- Telecoms
- Mining
- Retail
- Manufacturing
- Construction
- Energy
- Health & Pharmaceuticals

DELEGATE REGISTRATION FORM

SPW 2013 GALLAGHER CONVENTION CENTRE, MIDRAND, GAUTENG

PACKAGE	BEFORE 21 JUN	BEFORE 19 JULY	BEFORE 16 AUG	AFTER 16 AUG	LESS GROUP DISCOUNT	LESS CIPS MEMBERS (5% discount)	TOTAL IN RANDS
2 DAY CONFERENCE & WORKSHOP: 10-12 SEP 2013							
<input type="checkbox"/> Public Sector Supply Chain						Number of CIPS members:	
<input type="checkbox"/> Smart Sourcing & Supply	R10 850.00 + VAT R1 519.00 SAVE R2 758.80	R12 060.00 + VAT R1 688.40 SAVE R1 379.40	R12 060.00 + VAT R1 688.40 SAVE R1 379.40	R13 270.00 + VAT R1 857.80		Please complete CIPS Membership Number:	
<input type="checkbox"/> Trade & Customs Africa							
<input type="checkbox"/> Enterprise Development "Grow"							
2 DAY CONFERENCE ONLY: 10-11 SEP 2013							
<input type="checkbox"/> Public Sector Supply Chain							
<input type="checkbox"/> Smart Sourcing & Supply	R8 600.00 + VAT R1 204.00 SAVE R1 008.90	R9 560.00 + VAT R1 338.40 SAVE R1 071.60	R10 035.00 + VAT R1 404.90 SAVE R 530.10	R10 500.00 + VAT R1 470.00			
<input type="checkbox"/> Trade & Customs Africa							
<input type="checkbox"/> Enterprise Development "Grow"							
WORKSHOP ONLY: 12 SEP 2013							
<input type="checkbox"/> Indicate amount of attendees	R3 330.00 + VAT R 466.20 SAVE R 843.60	R3 700 + VAT R 518.00 SAVE R 421.80	R3 885.00 + VAT R 543.90 SAVE R 210.90	R4070.00 + VAT R569.80			
THE CxO FORUM: 11 SEPTEMBER 2013							
<input type="checkbox"/> Indicate amount of attendees	R3 330.00 + VAT R 466.20 SAVE R 843.60	R3 700 + VAT R 518.00 SAVE R 421.80	R3 885.00 + VAT R 543.90 SAVE R 210.90	R4070.00 + VAT R569.80			

DELEGATES DETAILS

NAME	POSITION	EMAIL	MOBILE	WORKSHOP CHOICE (NO)	CIPS MEMBER NO

GROUP BOOKING DISCOUNTS: 3-5 Delegate 10% | 6-10 Delegates 15% | 11 and above 20%

WHICH WORKSHOP WILL YOU BE ATTENDING (please indicate below)

<input type="checkbox"/> 1. Supply chain optimisation through visual analysis	<input type="checkbox"/> 2. Preferential procurement and local content – making it practical
<input type="checkbox"/> 3. Travel management- GBTA fundamentals of business travel management	<input type="checkbox"/> 4. Preparing for a clean procurement AG audit
<input type="checkbox"/> 5. Service contracts – drafting specifications and the sourcing process	<input type="checkbox"/> 6. Supplier relationship management – optimising value and minimising risk post award

COMPANY DETAILS

COMPANY	VAT Reg. no:		
NATURE OF BUSINESS			
POSTAL ADDRESS			POSTAL CODE
CITY	TEL	FAX	

APPROVING MANAGER DETAILS

APPROVING MANAGER'S DETAILS	NAME
CONTACT NUMBERS	
CONTACT EMAIL	

ARE YOU INTERESTED IN MEETING THE ENTERPRISE DEVELOPMENT EXPO SMMEs – TOP VERIFIED SMMEs? YES ☐ NO ☐

If NO – Who is responsible for Preferential procurement in your company?

NAME	SURNAME
EMAIL	CONTACT NUMBER

TERMS & CONDITIONS

1. Payment must be received prior to the Summit date. We reserve the right to refuse admission if payment is not received on time.
2. All bookings carry a 50% cancellation liability immediately after a signed sales contract has been received by Smart Procurement and a 100% cancellation liability at seven(7) working days.
3. Cancellations must be received in writing by e-mail or fax seven(7) working days before the seminar is to be held in order to obtain a credit for any future Smart Procurement events.
4. Important Notice: While every reasonable effort will be made to adhere to the advertising package. Smart Procurement reserves the right to change the seminar dates, sites or locations, or merge the seminar with another, as it deems necessary without penalty and in such situations no refunds, part refunds or alternative offers shall be made. In the event that Smart Procurement permanently cancels the seminar for any reason whatsoever, (including part not limited to any force majeure occurrence) and provided that the seminar is not postponed to a later date nor is merged with another, the client shall receive a credit note for the amount that the client has paid to such permanently cancelled seminar. No refunds, part refunds or alternative offers shall be made.
5. Substitution opportunities to be used at another Smart Procurement seminar is valid for six months.

SIGNATURE: _____ DATE: _____

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SMART PROCUREMENT WORLD

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Platinum & CxO Breakfast Host



Gold



Travel Partner



Meetings Partners



Media Host Partners



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ENTERPRISE DEVELOPMENT EXPO & CONFERENCE

Partners



ED Host Companies



TRADE & CUSTOMS

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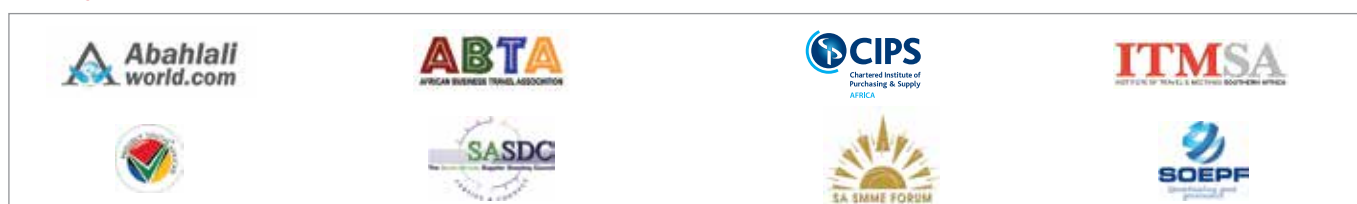
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