



# PROCUREMENT WEEK MENA

## Conference Day 1

8.00 Registration

9.00 Opening remarks from the Chair

Chairman, Eric Evans, Consultant, Evans and Associates

9.10 Organisation and people in procurement transformation

- Understanding the importance of employing the correct organisation design
- Key steps in effectively building employee capability
- Maintaining consistency and achieving efficiency by improving talent retention
- What is an 'employee ecosystem' and how can it improve your procurement function

Speaker to be announced

9.55 Driving efficiency and performance by translating growing risk concern into risk management capability

- Strategising risk management proactively
- Ensuring cross-functional responsibility for risk management within your organisation
- Completing effective supplier due diligence prior to onboarding and registration
- Assessing supplier reliability as a foundation of effective risk management
- Identifying the most effective mitigation mechanisms against risk from your suppliers
- Defining the effective use of research, data and prequalification in supplier selection
- Developing a long-term strategy and contingency planning
- Defining key steps in factoring future long-term risk in economically uncertain times

Luay Naim Shalkhoub, Chief Procurement Officer, International Renewable Energy Agency (IRENA)

Marika Lindstrom, VP Procurement Operations, Unilever

Timothy Williams, CPO,

10.40 Speed Networking: Expand your business network

This exclusive opportunity is a quick and effective way to expand your business network and meet key contacts

11.10 Morning refreshments and networking

11.40 Successful and sustainable procurement seeks 'value' as opposed to 'best price'

- What is the 'value equation' and how does it drive better supplier relationship management?
- Ensuring correct alignment of all internal and external stakeholders in determining the value definition and equation
- Proactively seeking best-value with a win-win mind-set

Luay Naim Shalkhoub, CPO, International Renewable Energy Agency (IRENA)

Philip Allouche, CEO, Simfoni

Marika Lindstrom, VP Procurement Operations, Unilever

Timothy Williams, CPO, MTN Group

## 12.10 The Innovation Imperative: Why and How Procurement Must Change

Mohammed Alkhotani, Head of LOB Procurement – MENA, Ariba, an SAP Company

## 12.50 Networking lunch

## 14.00 Innovation sourcing and supplier collaboration in driving win win supplier partnerships

- Analysing what proportion of innovations come from supply network
- Understanding how to be the customer of choice for our suppliers' new ideas
- How to contract for innovation – costs, pricing and intellectual property
- Moving from price discussions to value discussions
- Supplier collaboration tools and techniques for performance and innovation management
- Continuous improvement of processes and relationships with suppliers

Marika Lindstrom, VP Procurement Operations, Unilever

## 14.35 CPO/CFO Panel

In today's complex and fast moving business environment, management is becoming more demanding of their Procurement and Finance functions to add incremental value beyond base level efficiency and effectiveness. Given these expectations, how can Procurement and Finance functions collaborate more effectively to be seen as strategic business partners?

In this panel discussion moderated by PwC, we will explore this topic with views from CPO's and CFO's from across the Middle East, focusing on:

- The perception of Procurement within the organization
- Benefits of closer collaboration
- Barriers that hinder collaboration between these two functions
- Examples and case studies of where collaboration has led to tangible benefit for the organisation

Stefan Dent, Director, PwC and Sharat Seth, Partner, PwC

Ziad Bolbol, Head of Finance, DTCM

Cory Thwaites, Executive Director Procurement, Tecom

Stuart Dudley, CPO, Kerzner

Anis Tabka, CPO, Du

#### 15.10 Afternoon refreshments and networking break

#### 15.40 How Qatar Fertilizer Company successfully mitigates risk in uncertain economic times and the procedures in place to guard against future instability

As part of 'Enterprise Risk Management program' and a need to have a risk management process in place, a 'Risk Register' was conceptualised and developed for 'process chemicals and catalysts' to enhance the organisation's procurement effectiveness and capability. This case study explains the process involved and the benefits seen.

Pallab Mukherjee, Head of Purchasing, Qatar Fertilizer Company

#### 16.10 Bring together what you have learnt from the day's sessions and exchange opinions, experiences and develop practical takeaways with your peers on the most important topic to you

- a) Risk Management
- b) Supplier Relationship Management
- c) Sustainable Procurement

Moderators include:

Marika Lindstrom, VP Procurement Operations, Unilever

#### 16.50 Closing remarks from the Chair

### Conference Day 2

#### 8.00 Registration

#### 9.00 Opening remarks from the Chair

#### 9.10 Tackling the talent Issue: Improving the attraction and retention of talented professionals for your procurement function

- How is the evolution of procurement making it difficult to define your employee's desired skills and capabilities against what they already have?
- Evaluating how the advance of automation is creating a new breed of procurement professional
- Identifying the core competencies needed in junior employees for the emerging form of procurement that goes beyond transactional skills
- Recognising the importance of investing in training and mentoring as a tool for development
- Making procurement an attractive career choice for educated and talented professionals in the region
- Understanding the need for localisation and its benefits
- Assessing the academic infrastructure for procurement professionals in the region

Hariharan Laxminarayan, Head of Procurement, Emirates Global Aluminium

Ahsan Razzaq, GM Corporate Supply Chain and QHSE, Olayan Group

9.55 Achieving the perfect balance: Blending the required skillset and levels of experience across your procurement function to ensure maximum efficiency from your team

Jason Brown, Head of Procurement and Commercial Management, NBAD

10.40 CIPS: Assessing procurement skills against a global standard

Sam Achampong, General Manager- MENA, CIPS

11.10 Morning refreshments and networking

11.40 Aligning procurement as a value driver in your organisation: Steps in ensuring procurement functions achieve the recognition and importance they deserve across the region

- How procurement can and should communicate with other functions within your organisations: i.e. accounts/finance, logistics, planning, storage etc.
- How to communicate the importance and value of strategic procurement to the board
- Aligning procurement appropriately in relation to the maturity of your organisation
- Identifying the trends and differences present cross industry, and recognising how can they learn from one another?
- Understanding the benefits of achieving an optimal procurement reporting alignment within your organisation
- How can regional organisations use multi-national organisations as a template for success

Brian Barriskill, Director, Planning and Customer Service, Al Dahra Agriculture

12.10 Empowering Procurement to steer your competitive edge

- Building up the Competitive Edge
- Modeling Procurement for responsiveness
- The four pillars for Execution

Juwad Al Omari, Vice President for Procurement and Business Development, Sebchem

12.55 Lunch and networking

14.00 Customs Clearance: Effectively navigating the bottle neck created by procurement process activity

- Assessing the latest changes to customs regulations in the Middle East
- Documentation: Necessary preparations based on the type of imported goods
- Practical guidance surrounding the arrangement of must have governmental papers in order to clear shipments
- Reducing costs with tools and techniques to minimize time of clearance operations

Jamal Shekar, Supply Chain Director, CAD Middle East

#### 14.45 Afternoon refreshments and networking break

#### 15.15 At least 40% of Outsourcing and Offshoring Deals Fail: Why and what can procurement do about it?

One of the most significant changes in recent years has been the increase in outsourcing of both operational and strategic business processes and functions. The Financial and Business Press, and internationally renowned management consulting firms report that 40% to 50% of these deals fail. One consulting firm states that 90% plus of the deals they review are unsatisfactory. A number of these failures are down to procurement being excluded from the outsourcing process, or brought in too late. Using real examples of outsourcing successes and failures, this session covers:

- The underlying causes of these outsourcing failures
- How procurement can demonstrate it adds value to the outsourcing process
- Preventative measures which the procurement function should be taking
- Practical steps to take when things have gone badly wrong
- Lessons which can be learnt from the deals which succeed

Eric Evans, Consultant, [Evans and Associates](#)

#### 16.10 Bring together what you have learnt from the day's sessions and exchange opinions, experiences and develop practical takeaways with your peers

- Procurement talent attraction and retention
- Procurement alignment and its role in your organisation
- E-procurement

Moderators include:

Jason Brown, Head of Procurement and Commercial Management, [NBAD](#)