

SAPICS SUMMER CONFERENCES - CAPE TOWN - 29th October 2009 – Spier Wine Estate

08:00 – 08:15	Arrival, registration, tea & coffee	
08:30 – 08:45	Welcome	
08:45 – 09:45	<p>“Uncertainty: the new normal – agile leadership is the new essential” Ian Mann, Leadership and strategy consultant, Facing challenges outside your sphere and beyond your control are the only certainties we have in a worldwide economic downturn, with cash and credit tightening, gloomier sales forecasts and ongoing uncertainty. Ian Mann will share a synthesis of options to ensure your business or business unit emerges more resilient, energetic, and well ahead of the competition.</p> <ul style="list-style-type: none"> • A different set of leadership skills defined • Effectively managing continuous change • Strategy essentials – easy to implement, flexibility and simple scenario planning • Opportunity is knocking – how to find the door <p>“Business has changed radically. Have You?” - Ian Mann</p>	
09:50 – 10:30	<p>An Operating Model for Integration and Collaboration in the Public Sector Mogogodi Dioka CSCP, Procurement and Supply Chain Management, South Africa Integration and collaboration in the Supply Chain is a goal still unattained by most organisations today. Entities tend to build walls between their different functions and operate in silos. The presentation will provide attendees with a short background of the history leading to the development of the supply chain strategy and its operating model in one of the public sector entities. The lack of integration and collaboration will be highlighted as well as the Supply Chain Management strategy and elements explained.</p>	<p style="text-align: center;">Introduction to Supply Chain Management Ken Titmuss, CPIM, CSCP, Director, SAPICS</p> <p>What is Global Supply Chain Management, Really? Breaking down the barriers, getting started and the key success factors.</p>
10:30 – 11:00	Morning tea & coffee	
11:00 – 11:40	<p>Supply Chain Risks in Developing Countries: India & South Africa Dinesh Kumar, Manager, Deloitte Consulting, South Africa Risk Management is gaining grounds in supply chain management field too. This presentation focuses on identifying various types of risks in global supply chains in the developing countries. The research work conducted in India & South Africa on the topic highlighted the risks faced by global supply chains due to the nature of the businesses and the political, governmental and commercial setups in these developing countries. The steps and the plans to mitigate these identified risks are also discussed.</p>	<p style="text-align: center;">Introduction to SCOR (Supply Chain Operations Reference Model) Mungo Park, Director – Account Solutions, UTi and member of the Leadership Team of the Supply Chain Council, Southern Africa</p>
11:50 – 12:50	<p>Understanding Demand Variability is vital Hein Dill, Managing Director, ToolsGroupSA In the current uncertain economic climate demand patterns have become more difficult to predict. New buzz words such as “lumpy” demand, “intermittent” demand and the “long tail” of demand have become the order of the day. The important question is what are we doing about this uncertain demand patterns and how are we reacting to them so that our service levels are not compromised through setting the incorrect inventory levels. To avoid this it is vital to correctly understand the variability of the uncertain demand patterns. Are we considering the correct demand “signals” at the correct level of granularity?</p>	<p style="text-align: center;">Introduction to Business Forecasting Liezl Smith CPIM, CIRM, CSCP, CFP</p> <p>Demand Planning and S&OP as critical components of business success Why these should be focus areas for businesses today The presentation introduces the certification offered by the Institute for Business Forecasting (IBF) and talks about the role of Demand Planning in the success of a business and specifically the S&OP process. The importance of this is often overlooked, most of the time because the benefits of doing so cannot be quantified or even identified. The buy-in into the Demand Planning and S&OP drive only takes place when it is understood and accepted by those who are ultimately responsible for deriving the benefits from its implementation. It will highlight potential benefits and the timelines that one could realistically be expected for successful implementation and how to maintain momentum. A case study of a South African S&OP implementation will be discussed.</p>

12:50 – 14:00	Lunch	
14:00 – 14:40	<p>Achieving fast and reliable deliveries with a Theory of Constraints SCM Solution simple enough to be supported by standard ERP Systems Alan Barnard, CEO, Goldratt Research Labs, South Africa</p> <p>Thousands of leading organisations around the world have benefited from the implementation of Theory of Constraints' (TOC) supply chain management (SCM) solutions to achieve higher throughput, higher availability/reliability with lower inventories and costs. However, due to the fact that most standard ERP systems do not support / do not fully support TOC's SCM solutions, these organisations have had to invest in either expensive and complex 3rd Party Advanced Planning & Scheduling software or had to develop in-house software solutions that are difficult and expensive to support and sustain. This paper presents a case study and results achieved by ABB, the largest supplier of power and automation technology globally – who, in partnership with Goldratt Research Labs, developed a simple, reusable TOC based supply chain planning and execution management solution that could cater for all the complexities and variations in over 200 ABB factories around the globe and which could be supported within their existing ERP system (SAP).</p>	<p style="text-align: center;">Introduction to Purchasing and Supply Susan Keighley, Regional Manager, Chartered Institute of Purchasing & Supply</p>
14:50 – 15:40	<p>Contracts, the Value Chain and You..... Gregg Barrett, Industry Executive, Cylon Technologies, South Africa</p> <p>Success is tied not merely to the exchange of products and services but also to the development of a business relationship and ultimately to a successful contract. With this in mind it is important to ask yourself the question - Are You a strong enough link in your value chain? As Value Chains are becoming more established both in geographic and cross-cultural scope as well as in the trust and interdependencies between members of the Value Chain, individual organisations are being challenged with this key question. Of those organisations that have sorted through this issue, many are asking themselves how they rank within their Value Chain. This ranking is based on a number of varied factors and criteria. <i>Often, contracting philosophy and supply management acumen are among the leading factors that set the leaders apart from the rest.</i> In this session we will explore some of the traits that set the leaders apart from rest in their contracting and relationship activities.</p>	<p style="text-align: center;">Introduction to Lean Management Principles Richard Harris, Operations Manager, Lean Continuous Improvement, VSC Solutions</p>
15:40 – 16:00	Afternoon tea & coffee	
16:00 – 17:00	Ideas exchange sessions – Interactive Discussion forums designed to stimulate thinking around improving, strengthening and developing the profession	
	<p>How to get Senior Executives (more) involved in the Supply Chain Ken Titmuss CPIM, CFPIM, CSPC, Director of SAPICS</p> <p>To create sustainable integration between organisational functions and therefore an end-to-end supply chain, senior executives need to be involved. The CEO has to lead the monthly S&OP Planning meeting – 90 minutes of operational reality that cannot be delegated to other executives. The CFO has to understand how supply chain trade-offs impact the financial returns of the organisation. The Head of Marketing needs to be close to how the supply chain can support innovation and how cost options need to be considered. Is this happening in your organisation? Join the discussion and share your views.</p>	<p>How relevant are Green Supply Chains in an economic downturn? Liesl de Wet, Marketing Manager, Barloworld Logistics Africa (Pty) Ltd - The 2009 supplychainforesight survey indicated that although there is strong awareness and interest, uncertainty remains on the impact or reality of an environmentally friendly supply chain. In order to turn a supply chain green, a certain level of commitment is required from the organisation (specifically the executive), and has to be embedded in the strategy. Is your company waiting to see what others do, or are you taking a pro-active approach that may even provide differentiation? Share your thoughts, experiences and ideas and get empowered to take a stance on the strategic imperative of green.</p>
17:00 – 18:00	Drinks and networking	