

The New Age of Procurement and Supply

David Noble

Group Chief Executive CIPS

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

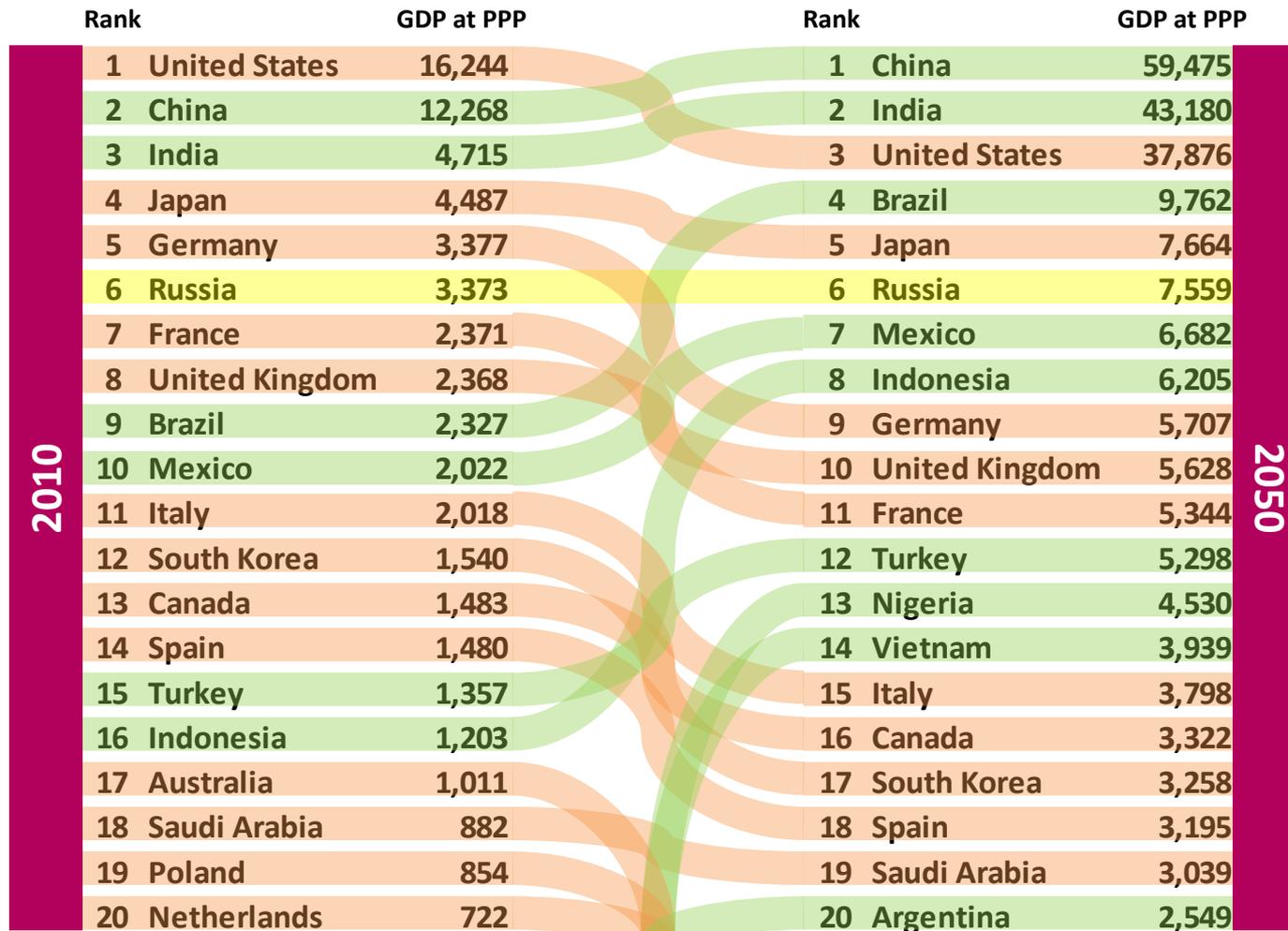


Shifts in the economic centre of gravity



Shifts in Economic Power

GDP at Purchasing Power Parity (PPP) rankings



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)

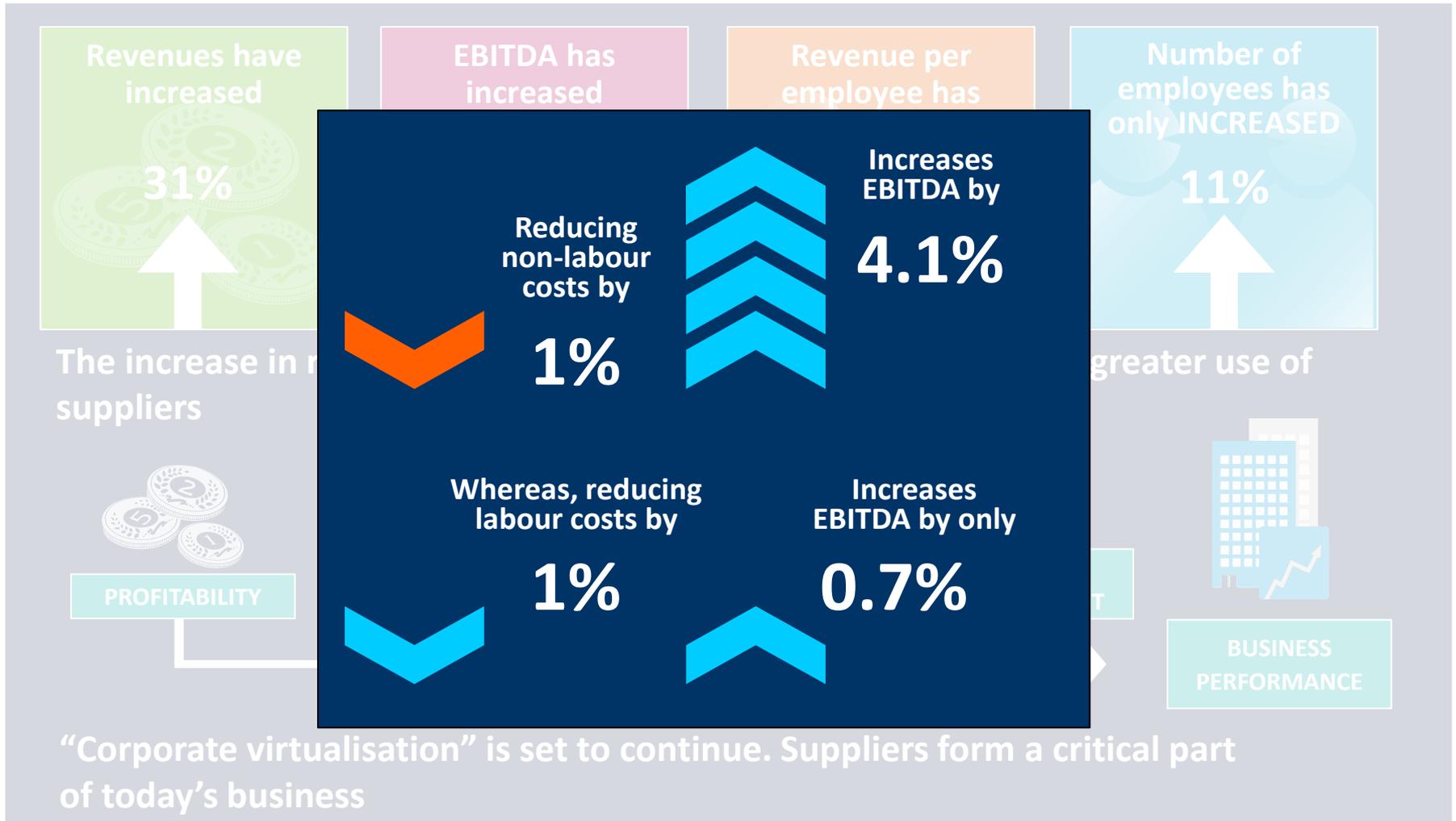


What can our profession do?

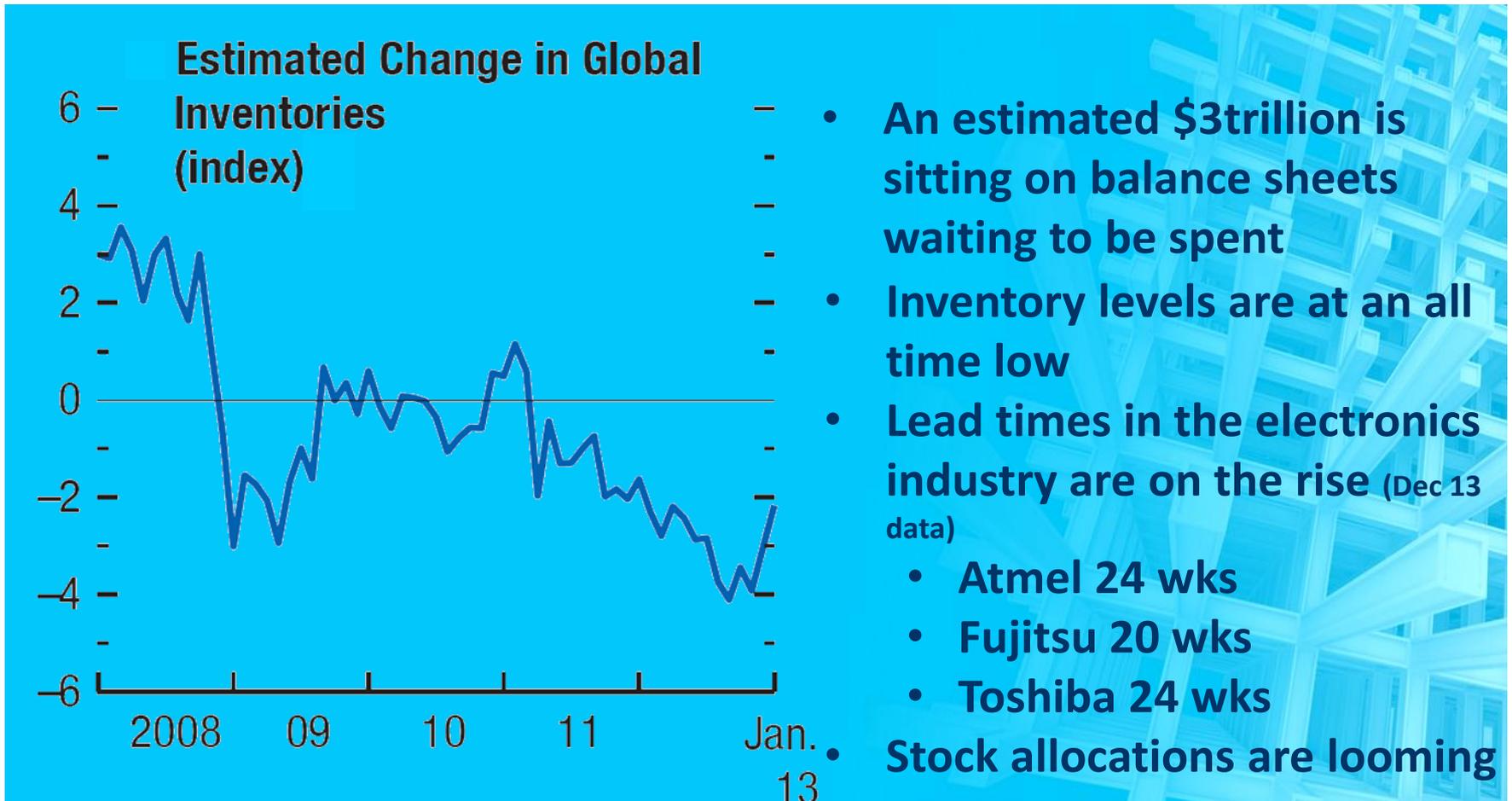
1. Collaborative networks 'eco-system' of partners
2. Supply risk & brand exposure controlled through supply chain professionalisation
3. The 'global profession' developing common capabilities and outcomes



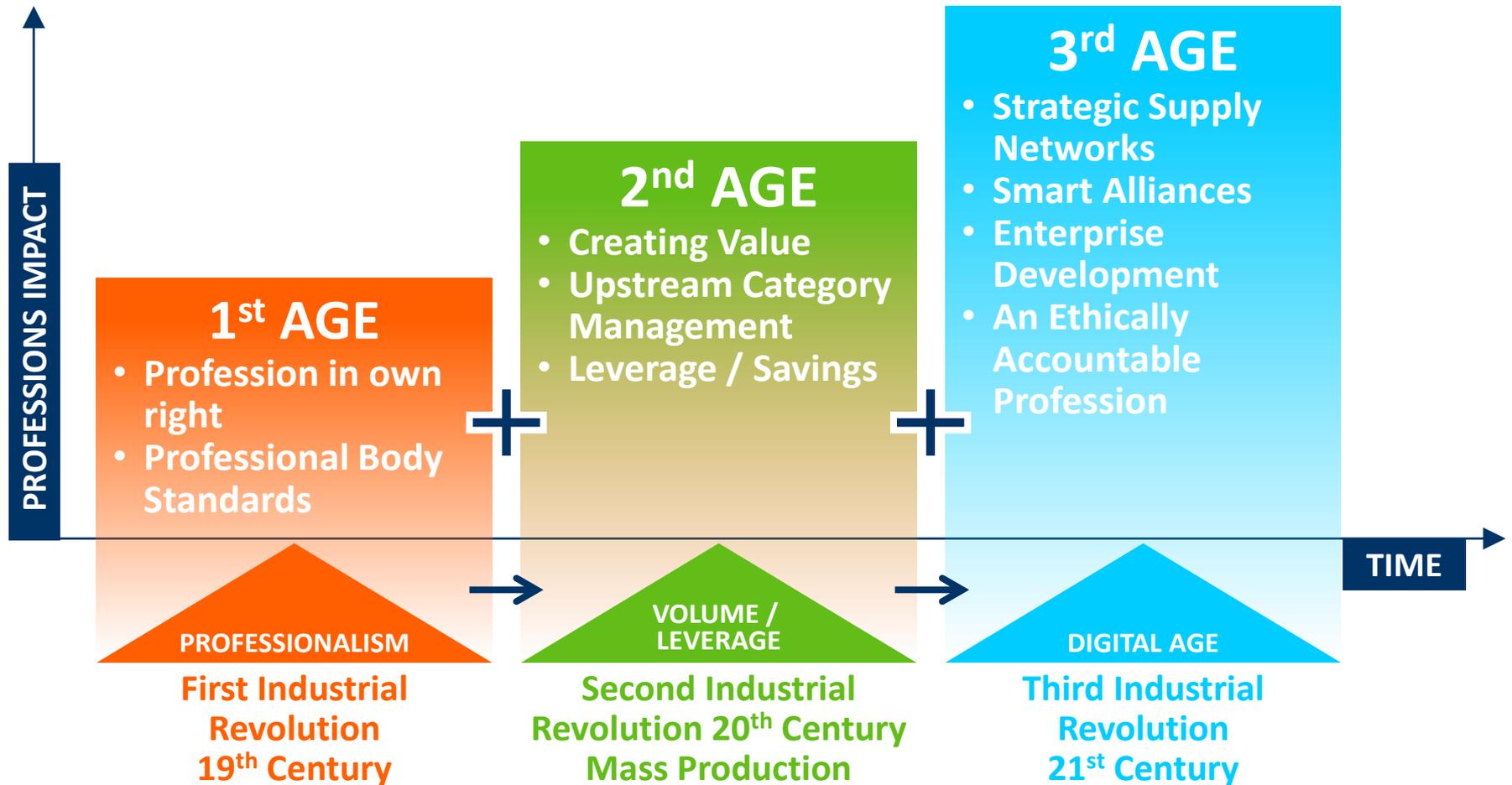
Key trends



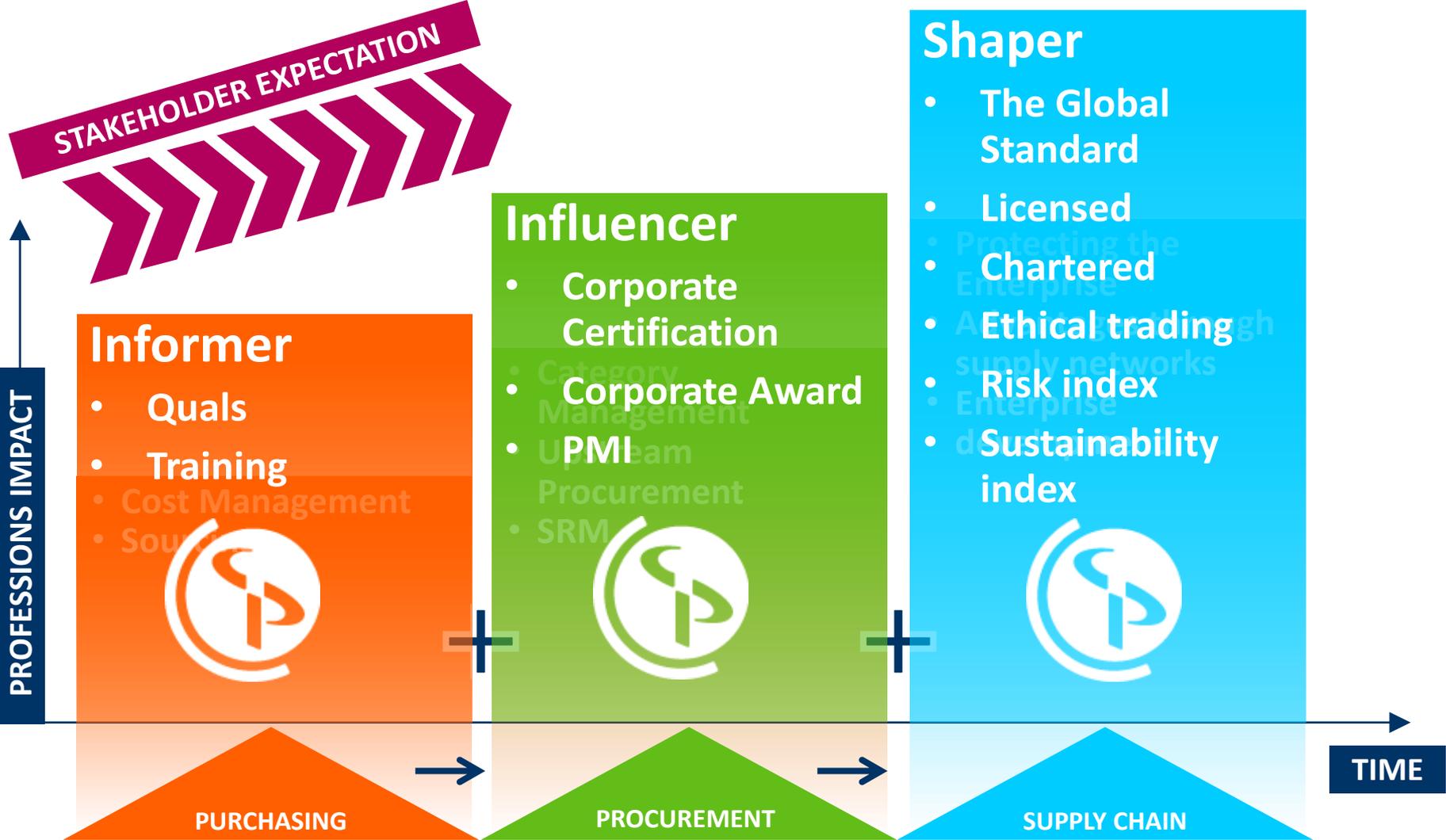
The coming dilemma



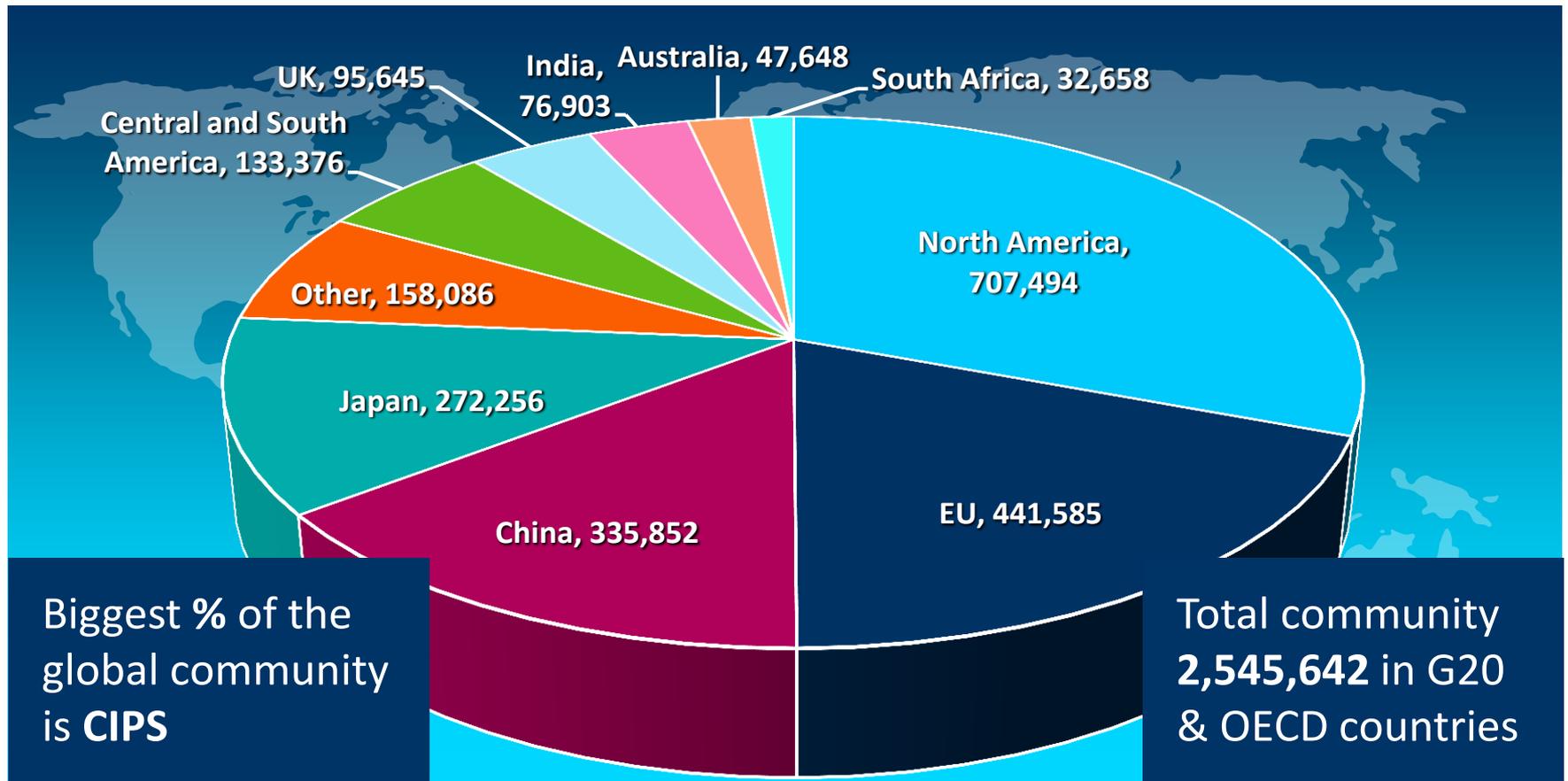
Our Profession's Evolution



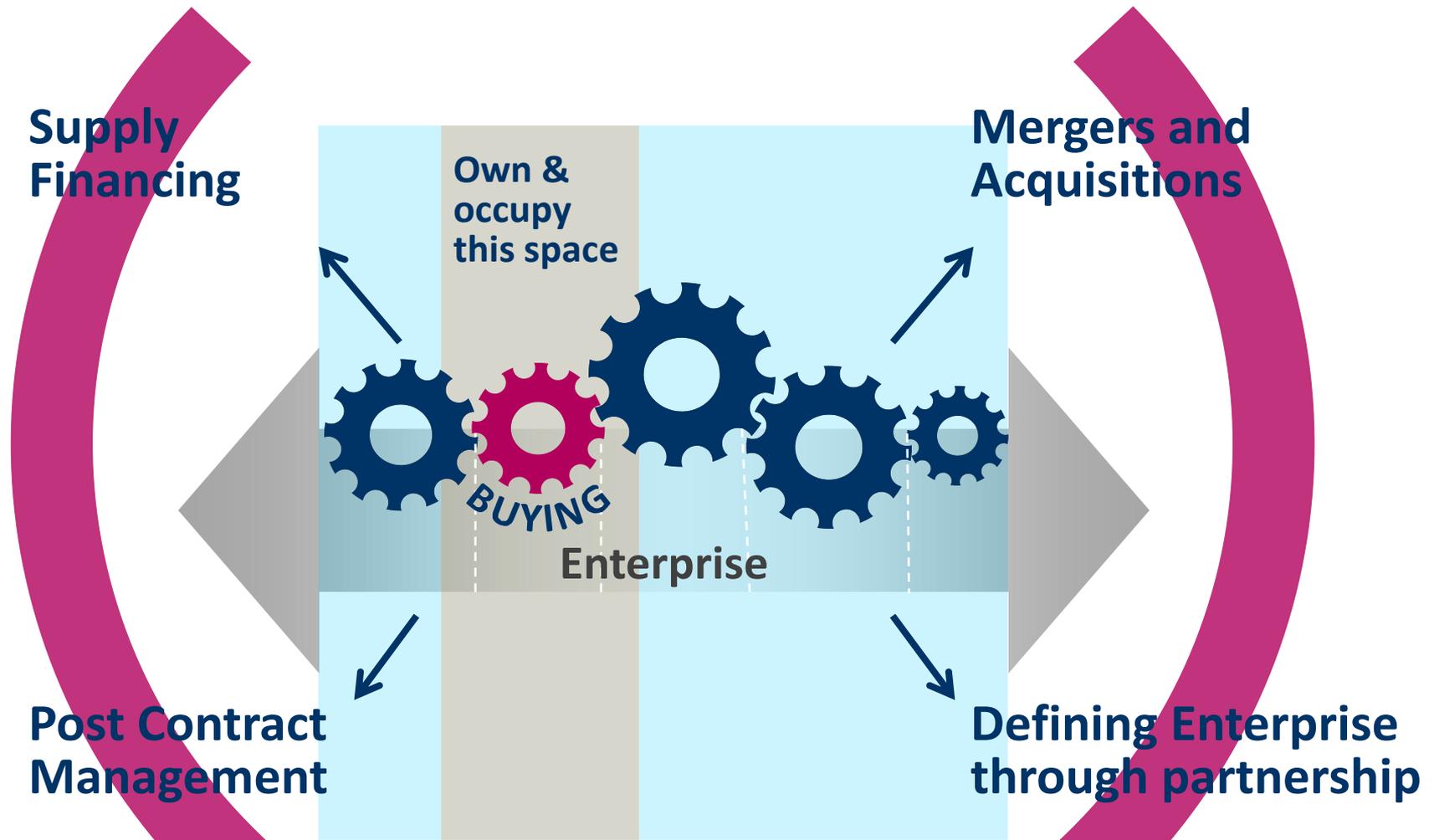
New Environment - New Situation



Global Procurement & Supply Community



We must define our Boundaries



The Burning Platform



Ethics & Transparency

- 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

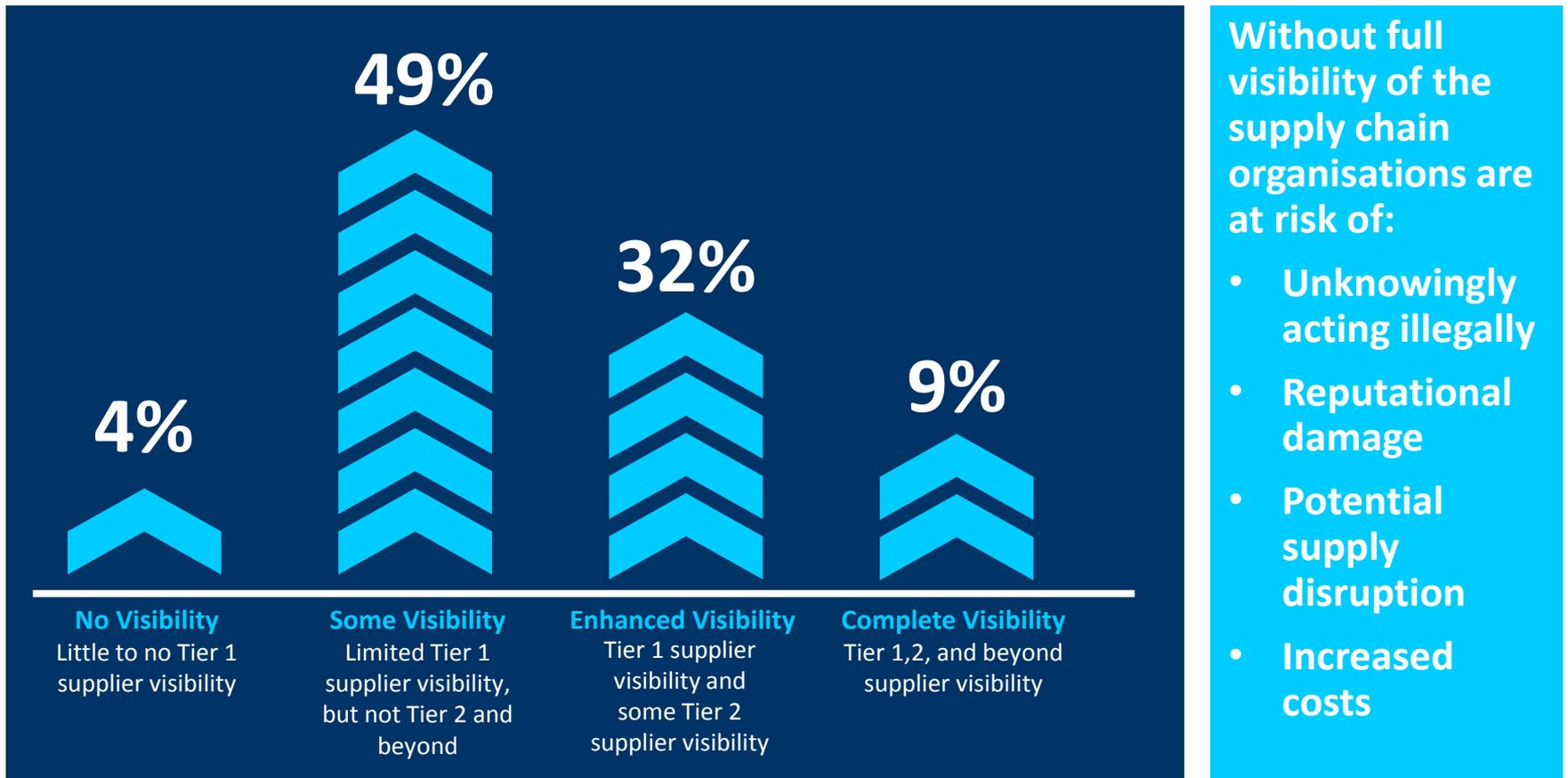


Fraud

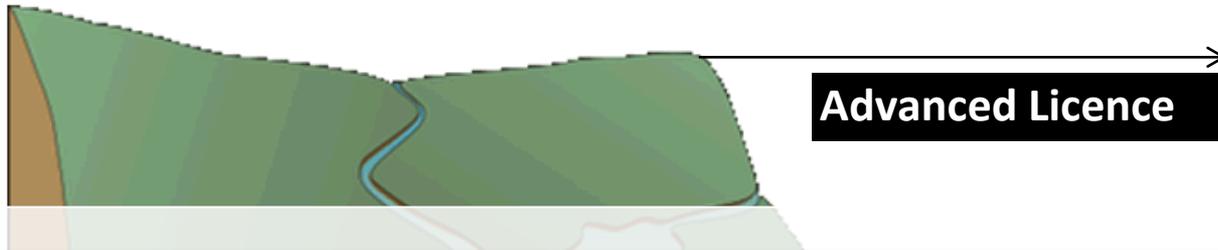
- Corruption adds 10% to the cost of business and 25% to public procurement in developing countries
- More than US \$1 trillion are paid in bribes annually

Driving blind??

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



Supply Chain Flow



CONSTANTLY CHANGING

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

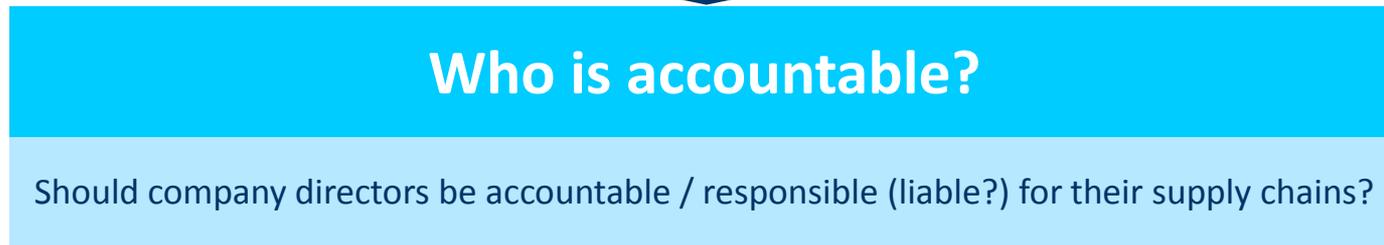


Policy Statement

Licensing the Profession



Licensing the Profession – Road Map



Strong PR

No

“creating the debate”

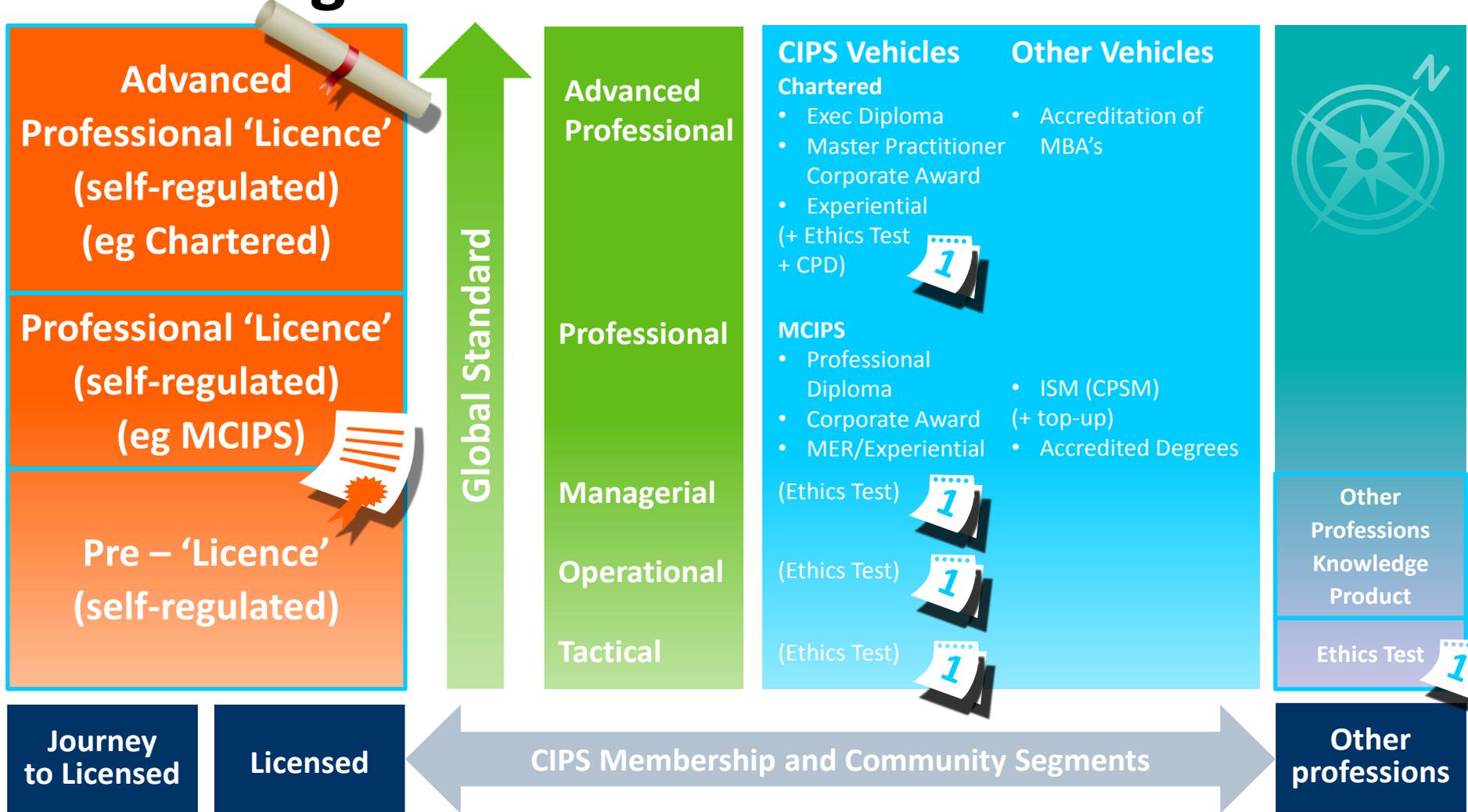
Yes

- Public
- Corporate

Public / Corporate Question



Licensing the Profession – Framework



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

Corporate
'Centre of Excellence'

Corporate
Academy

CIPS
Qualifications

Corporate
Award

Tailored
Skills
Training

Master
Awards

E-learning

Skills Gap Analysis

People

Corporate
Certification
Advanced
Standard

Corporate
Certification
Standard

Process

CIPS
Risk Index

ROSMASM
Performance
Check

CIPS
Sustainability
Index

Performance

The Public Good



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

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A procurement and supply profession open to all, for the benefit of all

United Nations

Negotiation Challenge

Global Public Sector
Partnership with NIGP

Foundation Academies
In country

Graduate Intern
Programme

The Future

