

The fast track to strategic sourcing

09:30-13:00, Wednesday 11 March 2009

Le Méridien, Piccadilly, London

The current economic situation is creating new opportunities in supply chains. Whilst there is a temptation to drive down costs to ensure individual survival, some organisations are seeing this as a time to make strategic sourcing work for mutual survival and long-term benefits.

At this seminar, we will discuss our research into short- and long-term reactions to the economy. We will focus on fast-track approaches to strategic sourcing that enable organisations to address cash flow and debt such that they can maintain their earnings per share and deliver on their promises regarding dividends. Rather than investigate traditional approaches to setting and implementing strategic sourcing, we have discovered:

- approaches that enable firms to set their strategy rapidly
- how firms identify where adopting the strategy will have the greatest impact
- the mechanisms that have enabled fast implementation and quick payback.

In discussion with our researchers and fellow practitioners, attendees will learn how other organisations have:

- implemented tactical fact-based sourcing to maximise the knowledge available when creating deals
- developed their sourcing strategy and created integrated (cross-functional, cross-divisional, cross-category) operations to deliver quick returns
- used the latest thinking in supplier management to get rapid benefits without prejudicing long-term success.

Seminar format

The seminar will be highly interactive, with all attendees encouraged to contribute their views and experiences. We will feature short presentations from case study organisations. Questions are welcomed and will be answered by fellow attendees in addition to our consultants drawing on their specific research and wider experience.

The seminar commences at 09:30 and concludes with lunch served at 13:00. Places are limited.

Seminar preparation

To assist preparation for the interaction and questions, attendees will be sent a discussion paper in advance of the seminar. This paper will outline the research results and suggest issues that should be considered in advance of the seminar.

Location and registration

Le Méridien, Piccadilly, London, W1J 0BH. Nearest undergrounds station are Green Park and Piccadilly Circus.

Please contact Lynda Phelps to reserve your place on +44 (0)20 3178 6755 or email lynda.phelps@h-i.com
For further information on H-I Network please visit our website at www.h-i.com.

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