



The CIPS Australasia

Procurement Professional Awards 2011



PROCUREMENT
PROFESSIONAL

CIPS Australia 2011 Annual Conference and Procurement Professional Awards Dinner

Crown Palladium, Melbourne, 12 October 2011

The CIPS Australasia Procurement Professional Awards Dinner will play a central role in the Annual Conference on Wednesday 12th October.

Following on from last year's success the dinner will again be held at the prestigious Crown Palladium, and the Annual Conference will be held at the Crown Convention Centre.

Bookings for the Award Dinner will open simultaneously with the Conference. As usual, those not wishing to attend the conference can just book for the dinner.

Email alerts will be sent out to members as registration for the conference approaches and progress will be updated regularly at www.cipsaconferences.com.au

We look forward to seeing you on the night and showcasing Australasia's finest procurement teams.



December's Procurement Professional (PP34)

A new way to demonstrate best practice

Following the success of our Procurement Professional Awards programme over the last four years, we are delighted to be launching the Procurement Professional Awards for 2011. These awards are now truly established. Their prestige and popularity has increased annually, with entries doubling in 2010 compared to 2009.

This awards programme highlights the varied contribution that our profession is making to organisations throughout the private and public sectors. This recognition is not only beneficial to the confidence and career progression of individuals working in the profession, but also for their organisations and stakeholders. It will highlight the direct and wide ranging benefits that accrue to them from their investment in professional procurement. This awards programme is a, modern way to demonstrate best practice for everyone's benefit.

Procurement may be the fastest growing profession in business, but its individual practitioners rarely promote their hard-earned achievements or accept due recognition. It is still not really part of our procurement 'culture.' The CIPS Australasia Procurement Professional Awards are just a step in the right direction towards correcting this imbalance.

The judging criteria for the awards will recognise the broad range of skill areas in which procurement professionals excel - including project management, negotiation, supplier management, cost reduction, process improvement, individual initiative, teamwork and growth. In a word it will recognise contribution.

The award categories recognise all three levers that improve procurement capability – people development, process improvement and the deployment of technology. Once again, we will be inviting the Young Procurement Professional of the Year to join the CIPSA Steering Group. This is a great way to hear the future voice of the profession.

Please do not be shy. Enter the awards by 29 July 2011, for the benefit of your stakeholders and your organisation – not just yourself. Show us a new way to demonstrate best practice.

Both the CIPS President, Peter Rushton FCIPS and I look forward to seeing you at the PP Awards dinner on the evening of 12th October at Crown in Melbourne, and enjoying the successes that will doubtless be richly deserved.

Jonathan Dutton FCIPS

Managing Director
CIPS Australasia



CIPS Australasia Award Categories

Most Improved Example of Socially Responsible Procurement

This award will be given to an organisation that can demonstrate the significant contribution of its procurement or supply chain teams to the achievement of social, ethical, sustainable, environmental and/or community outcomes. The award focuses on the role procurement or supply activity has played in safeguarding or enhancing an organisation's reputation and brand values in an SRP context.

Young Procurement Professional of the Year

Open to those aged 30 or under at the time of submission, the judges will look for evidence of achievement that is significant and beyond what might normally be expected from practitioners of this age and experience. The impact upon the organisation by the successful nominee is more likely to be at an operational or functional rather than strategic level. The nominee will be expected to demonstrate potential for further growth, evidence of ongoing study or other commitment to the practice of procurement. Individuals may be nominated by their organisations, or they may self-nominate. When self-nominating, the submission must be endorsed by the nominee's manager.

Sponsored by: ProcureNet



Best Cross-Functional Teamwork Project

Entries in this category should demonstrate how a procurement or supply management team has worked effectively with another team or business unit from the same organisation to achieve a mutual goal.

Best Process Improvement Initiative

Entries in this category should focus on how procurement or supply management processes have been upgraded or changed, resulting in demonstrable improvements to business outcomes.

Sponsored by: Basware



Best Supplier Partnership

This category requires a joint entry by the procurement team and their supplier. The entry should primarily explain how the two organisations have worked together in partnership to achieve mutually beneficial outcomes that go beyond the normal commercial buyer-supplier relationship.

Most Improved Procurement Operation

Judges will be looking for evidence of success from a procurement function that has undergone a substantial change resulting in improvement. Entries could range from the establishment of an entirely new function where little or no professional procurement function has previously existed to an established procurement team that has undergone radical change.

Sponsored by: OfficeMax



Best People Development Initiative

This category covers training or development programmes that have substantially raised the understanding and/or skills of the procurement or supply management team, and/or the procurement/supply understanding or skills of the organisation and helped to deliver real improvements in performance.

Sponsored by: Vertical Talent



Best Infrastructure & Capital Works Project

This category recognises the importance that leading practice in procurement has in influencing the outcomes of major capital works programs in both the public and private sectors and will be given to the best recently completed infrastructure and capital works program. Evidence of procurement's contribution, quantitative and/or qualitative, to successful project outcomes, such as being brought in on-time and on-budget, is essential. This award is for a project that is enduring in nature and which is capitalised on the balance sheet.

Sponsored by: APCC



Most Innovative Use of Technology

This is an award for innovation in the deployment of eProcurement, eSourcing or Business Intelligence solutions that have resulted in substantial improvement in procurement processes, practices and outcomes as indicated by quantitative and qualitative evidence. Innovation will be demonstrated by reference to how the nominee's use of the technology differs from practice of other organisations in the same business sector or jurisdiction or more broadly.

Sponsored by: Fieldglass



Procurement Recruiter of the Year

Open to recruiters whose organisation has met CIPS accreditation standards, the judges will look for a recruiter with a thorough knowledge of the procurement profession and the key organisations involved. The recruiter will need to demonstrate an ongoing commitment to the procurement and supply profession, proficiency to recruit in this specialist profession and to have upheld high recruitment and ethical standards.

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CIPS Australasia





ProcureNet is the most recognised and trusted name in Procurement and Supply Chain recruitment, having specialised in our profession for 17 years.

We are true specialists, with a sole focus on Procurement and Supply Chain positions across every industry sector. ProcureNet consultants have first-hand knowledge of your requirements and this translates into an expert team, committed to finding the right person for your needs.

ProcureNet is proud to once again be sponsoring the award for Young Procurement Professional of the Year in 2011, as we strongly encourage professional recognition for the young leaders of our profession.

www.ProcureNet.com.au



Vertical Talent – your most trusted partner for Procurement and Supply Chain recruitment. Founded in 2005 as the first specialist procurement recruitment company in Australia, Vertical Talent reduces the risks associated with making an external hire by applying proven and trusted methodologies.

At its heart, Vertical Talent is a boutique agency focusing on cultivating partnerships with select clients and high caliber candidates, with the added benefit of a global backing through Drake International which dramatically extends our reach and capability through global resources and advanced technologies. Our focus is on finding the right balance between the technical and soft skills - we seek people who are the best fit; and we pride ourselves on our industry expertise and depth of knowledge in best practice, ethical recruitment and the procurement and supply chain industry as a whole.

www.verticalltalent.com.au



Basware is the global leader in purchase-to-pay solutions with more than 1,500 customers and over 1,000,000 users around the world, with a growing presence in Australia and APAC.

Our solutions include Invoice Automation, Procurement and Connectivity services for buyer-supplier collaboration.

Basware Procurement Solutions deliver a reliable way to improve spend compliance and make cost savings throughout your procurement cycle – including sourcing, contract management, day-to-day purchasing and supplier connectivity.

Forrester Research Inc. confirmed Basware as a leader in eProcurement Solutions in The Forrester Wave™: eProcurement Solutions, Q1 2011. "Basware scored particularly well for its broad category support and supplier enablement and integration capability."

www.basware.com



The Australasian Procurement and Construction Council Inc (APCC) is the peak council of departments responsible for procurement, construction and asset management policy for the Australian, State and Territory governments and the New Zealand Government.

Papua New Guinea is an associate member. The APCC has established itself as a national reference point for both government and industry on best practices, principles and emerging issues in procurement, construction and asset management disciplines.

The APCC forum is a catalyst for knowledge sharing, intelligence gathering and has the information networks to draw on for innovative business solutions for jurisdictions to deliver expected targets, savings and outcomes. The APCC collective continues to strengthen relationships with government partners and other stakeholders to promote a consistent and coordinated national approach to government procurement.

www.apcc.gov.au



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Fieldglass provides the leading Vendor Management System (VMS) technology to procure and manage contingent workers and services such as Statement of Work projects. Fieldglass developed the first unified technology platform to help achieve procurement efficiencies and provide total visibility into the requisition to check process. From executives and procurement leaders to HR personnel and hiring managers, Fieldglass helps customers in nearly 70 countries realise greater efficiencies, control spend, improve quality and enforce compliance. Customers span industries including financial services, healthcare, pharmaceuticals, high technology and telecommunications, and include companies such as Johnson & Johnson, Monsanto, salesforce.com and GlaxoSmithKline.

www.fieldglass.com

The 2011 Judges

Based on past experiences, the judging panel for the CIPS Australasia Procurement Professional Awards 2011, will have their work cut out for them. The number of entries has grown annually, as has the quality of the submissions. For the judges it is a challenging yet extremely rewarding process, as the quality of the entries demonstrates the ingenuity, professionalism and hard work that exists within the procurement profession.

The judging begins in August when each entry is marked against the judging criteria. Once all entries have been critiqued, the judges spend a day together where they evaluate, discuss and debate the shortlist and finally agree on the eventual winners.

The judging panel features experienced practitioners from all aspects and levels of the profession and will be chaired by Bill Aukett MCIPS.



Bill Aukett MCIPS (Chair of the Judges)

Facilitated Solutions

Bill, a past Chair of the CIPS Australasia Steering Group and the Australian Universities Procurement Network has recently retired from his position as Associate Director of Procurement at the University of Adelaide. He is enrolled as a PhD student at the Curtin Business School and is also an Honorary Senior Research Fellow at the CBS. He is setting up his own consulting practice, Facilitated Solutions.



Professor Guy Callender FCIPS

Foundation Professor and Chair in Leadership of Strategic Procurement, Curtin Business School. Current member of CIPS Australia Steering Group

Professor Callender has extensive experience in the development of education programmes in procurement. He has an extensive local, national and international procurement knowledge, developed through participation in many professional organisations, editorial boards, conferences and joint research initiatives. Guy has acted as an academic mentor to many practitioners and leads the Curtin Business School programmes in procurement.



Greg Kendall MCIPS

Contracting and Tendering Services

Greg Kendall is the Managing Director of Contracting and Tendering Services Pty Ltd (CTS), a management consultancy firm specialising in procurement and contract management. Greg was previously Manager Supply for the State Government of South Australia before becoming a management consultant where he provides expert procurement advice and is a probity auditor for numerous strategic procurement projects. He has also designed, developed and presented over 500 procurement programs, many on behalf of AusAID.



Robyn Hardy

Acting executive director, ACT Procurement Solutions (a division of ACT Treasury)

Robyn has had a long and varied career in the public service, both in the Commonwealth and the ACT Governments. She is an economist, having studied for her undergraduate degree at James Cook University of North Queensland. She has also completed a Masters Degree in public policy at the Australian National University (ANU) and is currently studying for her Doctorate at ANU. Robyn is also the chair for the CIPS Australia ACT Regional Committee.



Dave Nellist FCIPS

Procurement Manager, Lumley General Insurance NZ

Dave Nellist joined Lumley General Insurance as Procurement Manager in March 2009 to drive improvement and align procurement practices with corporate strategy. Dave has 25 years procurement experience and has worked with Plessey Telecommunications, Toyota Europe and Lucas.



Sophie Jarvis MCIPS

Category Manager - Indirects, Portland Group

Sophie Jarvis has extensive experience in managing the procurement and negotiation of strategic services, goods and assets for Portland Procurement Services. Prior to her role with Portland Sophie held senior practice manager roles for Australia Post and is recognised as a highly skilled practitioner and consultant. In 2006, she was the winner of the CIPS Award for Excellence on The Corporate Award Programme.



Rene Kling FCIPS

Founder and General Manager, Supply Chain Management Education Australia (SCMEA)

A past Chair for CIPS' QLD Regional Committee, René has extensive procurement and supply chain experience across large companies, local government and consulting. Specialising in helping organisations achieve process improvements, he regularly presents conference papers and publishes articles on a range of procurement topics. René also lectures at Central Queensland University and SCMEA was the first CIPS Approved Study Centre in Australia.



Allan Leibowitz

Editor of Procurement Professional, the official publication of CIPSA

One of Australia's most experienced business writers, Allan has also served on the judging panels of the Queensland 400 Awards, the Telstra Business Woman of the Year Awards, the National Tourism Industry Awards and the BTTB Travel Management Awards.



Tom Pearson MCIPS

Partner, Supply Transformation

With more than 30 years experience in supply side operations for global organisations including British Telecom and Telstra, Tom has held senior leadership roles and is recognised as a highly skilled practitioner and consultant. A two-time recipient of the CIPS Award, Tom was a member of the CIPSA Steering Group for three years to November 2009.



Paul Rogers FCIPS

Freelance Procurement Consultant

Paul has worked in procurement for 29 years as practitioner, academic and now as a consultant. Paul is a current tutor on the CIPS Corporate Award and Procurement Training Programmes. He is a regular contributor to magazines and is invited to speak at conferences all over the World. Paul was awarded Fellowship in May 2007.



Ben Shute MCIPS

Head of Procurement Practice CIPSA

Ben is responsible for the development of CIPSA's body of professional procurement knowledge and for aligning CIPSA's offerings with procurement's professional agenda, also delivering training. Prior to his role with CIPSA, Ben was Head of Sourcing Strategy and Special Projects at Ericsson UK and has worked in procurement at Citigroup, General Motors and Rank Hovis.



Tony Butler FCIPS

Consultant

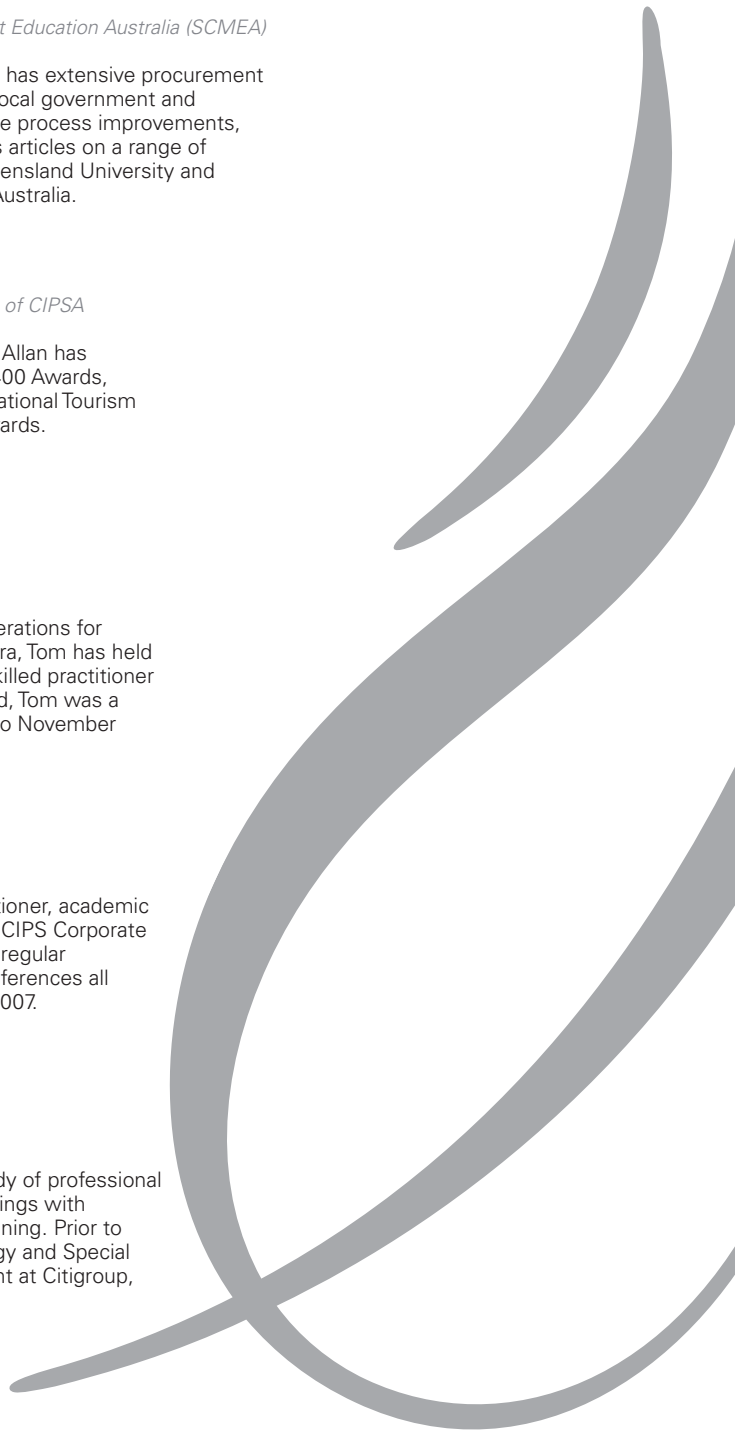
Tony has worked in the Australian public sector in senior roles developing government procurement policy, leading procurement reforms in the Australian Public Service, managing whole of government services, developing systems and procedures and building procurement capacity. He also has extensive international experience and since 2007, has worked as a consultant in Australia and overseas. He was awarded Fellowship in April 2007.



Marissa Brown

Supply Chain Specialist, Suzlon Energy Australi

Marissa has managed procurement requirements for major defence projects and lead the restructure of BAE System's procurement training program, culminating in BAE winning the Best People Development Initiative in 2007. In 2009, she won CIPS 'Young Procurement Professional of the Year' Award and joined the CIPS Steering Group for 12 months. Marissa has recently moved into the renewable energy sector, working as a supply chain specialist for Suzlon Energy Australia.





Bill Aukett, Chair of Judges, offers some tips on how to improve your chances of winning.

It is an honour to be chairing the judging panel for The 5th Annual CIPS Australasia Procurement Professional Awards. I am looking forward to reading this year's entries, and anticipate continuing high quality submissions from your organisations. The judges would like to take this opportunity to provide you with some tips that should help you prepare your entries for the 2011 Awards. While I cannot guarantee that these tips will ensure success, I am certain that, if followed, they will significantly increase your chances!

Bill Aukett MCIPS, GAICD

- Head of Procurement, University of Adelaide
- Chair of CIPSA Steering Group, 2007-2008
- PP Awards Judge, 2008-2011
- CIPS Leadership Award, 2008
- Chair Australian Universities Procurement Network 2008-2011
- President of AIPMM, 2003-2004

Tips on entering

1. Submit completed projects

Do not submit entries where the project is not complete or hasn't been completed for long enough for the results to be quantified. Such projects would best be submitted next year.

2. Start early

This will allow you time to collect and collate your supporting data and information. It will also give you time to have someone outside the submission team read the entry and provide any feedback. The deadline for entries is 29 July 2011 (no extensions).

3. Appoint a leader

The leader should be supported by the rest of the submission team. The person in charge should take responsibility for planning the entry submission process and allocating responsibilities and due dates for action.

4. Be honest

Stick to the facts and do not exaggerate, as this could alienate your internal stakeholders and damage your reputation. If you've had external help (e.g. from consultants), tell us about it and explain briefly how you've used them. We all need outside support from time to time!

5. Choose a category

Decide which category fits your project/organisation best. You may enter more than one category however, a new submission will need to be done for each category.

6. Register your entry

Visit www.pponline.com.au to download the category templates and register your entry for a particular category by 30 June 2011 (entries don't need to be submitted until 29 July).

7. Keep it relevant

Refer to the judging criteria and category template as you are creating your submission to ensure it stays relevant. Ensure those reviewing your submission are familiar with the judging criteria.



8. Present it well

The presentation quality of your entry is marked, so ensure it looks professional. Innovation is great, but don't make your entry too gimmicky. Whatever the presentation format, ensure it sticks to the overall aims and the page limit.

9. Structure your submission

Your five page (single sided) entry should follow the template provided by CIPS.

The most important part of your submission is demonstrating the benefits of the project and how they affected:

- procurement practices and results,
- other departments within the organisation, and
- the profession as a whole (if applicable).

You must demonstrate the relevance of your submission to your chosen category by clearly linking category attributes to the benefits your project achieved.

Supporting material

Use examples and references in your supporting material such as data and input from other departments and key stakeholders, supplier testimonials or further detail of savings calculations. Testimonials from senior personnel (e.g. your CEO) would be beneficial, as would external references. Any appendices to the main submission must be included in the supporting material. **However, supporting material must be limited to 5 pages (single sided) so make sure everything supplied is RELEVANT.** Do cut and paste relevant information from larger reports (reference) rather than include the complete report. Supporting material won't be marked, but they may help to give the judges a better feel for your organisation and the project.

10. Judging Criteria

The main criteria used by the judges to select winners will be the magnitude, importance and clarity of the benefit(s) to the organisation arising from the project or initiative submitted.

This will be demonstrated by your responses in each section of your submission.

Where the award is for the 'best' of something they will be making comparative judgements on the merit of the described projects from amongst the submissions in the given category.

Where the award is for 'most improved' judges will be looking for evidence about the scale and impact of the change from 'before' to 'after'.

Shortlisting

In each category, a short list will be drawn up as a result of the judges' assessment. The shortlist will be published prior to the conference on PPOne and all shortlisted candidates contacted via email. The judges will then select a winner for each category from the short list, with the winners announced at the Annual Awards Dinner.



Some samples of past year's submissions can be found on the PP Awards page www.pponline.com.au/html/ppawards.cfm

How to enter

1. Prepare a written submission of up to five sides of A4 (minimum text size is 10pt). This can be formatted in Microsoft Word or PDF.
2. Collate your supporting material and ensure it is no more than five sides of A4 (minimum text size is 10pt).
3. Complete the entry form – email or hard-copy submissions will not be accepted without an entry form.
4. Chase down your company logo (in JPEG or EPS format) from your marketing department.
5. E-mail the **submission**, the **entry form** and any **supporting material** together with your **company logo** to marketing@cipsa.com.au.
6. Send 12 complete hard copies for each entry by post to:
CIPS Australia,
Level 8, 520 Collins St,
Melbourne, VIC 3000.

PLEASE NOTE

When sending hard copies to CIPS please ensure your **company name** and **award category** is listed on the envelope.

Entries should be submitted by a member of the procuring organisation, and their contact details should appear on the entry form.

Service providers – consultants, software companies, public relations agencies, etc – may assist in compiling entries, but they **CANNOT** submit these on behalf of clients.

Projects or initiatives need **NOT** have started and finished in 2010-11. However, the judges will expect entries to be both contemporary and to demonstrate business benefits already achieved.

Benefits of entering & winning

Every organisation that enters the CIPS Australasia Procurement Professional Awards will benefit. Examining individual or business activities over 12 months helps identify areas of success, areas for improvement and will assist with strategic planning. Judges feedback will also provide you with a benchmark against your peers and competitors. Other benefits of entry include:

- Improved staff morale through being part of a business willing to invest in rewarding achievements
- Improved business relationships
- Greater brand recognition within the industry and with key external stakeholders

If your organisation is recognised as a winner, additional benefits will include:

- Enhanced staff pride
- Profile in *Procurement Professional* magazine and on the CIPS Australia website
- CIPS Australia winners' trophy and framed certificate
- Official letter of recognition from CIPS
- Team photograph for keepsake
- Greater recognition as a rewarding employer which increases your ability to attract excellent and talented employees
- The right to use the Category Winner logo in your business communications and marketing until 30 September 2012

The deadline for entries is COB Friday 29 July 2011.



Entry Form

YOUR DETAILS

Name of organisation: _____

Contact name: _____

Job title: _____

Email: _____

Telephone number: _____

Facsimile number: _____

Address: _____

Postcode: _____

Nature of business: _____

Annual turnover: _____

Total number of staff: _____

Number of staff in procurement: _____

CIPS AUSTRALASIA AWARDS CATEGORIES

You must select one category per entry

- | | |
|---|--|
| <input type="checkbox"/> Best Example of Socially Responsible Procurement | <input type="checkbox"/> Most Improved Procurement Operation |
| <input type="checkbox"/> Best Cross-Functional Teamwork Project | <input type="checkbox"/> Young Procurement Professional of the Year |
| <input type="checkbox"/> Best People Development Initiative | <input type="checkbox"/> Best Infrastructure & Capital Works Project |
| <input type="checkbox"/> Best Process Improvement Initiative | <input type="checkbox"/> Most Innovative Use of Technology |
| <input type="checkbox"/> Best Supplier Partnership | <input type="checkbox"/> Procurement Recruiter of the Year |

Important

- Each entry will only be considered in ONE category. You can enter multiple categories - but a separate submission is required for each category
- Entries must be received by no later than COB Friday 29 July 2011.

Award winners will be featured in *Procurement Professional* magazine.

CIPS Australia may also wish to use shortlisted and winning entries as case studies in its efforts to develop and promote the procurement profession. However, confidential information will not be released into the public domain. If you do not agree to CIPS Australia using your entry in this way, please tick this box.

Please photocopy/scan and submit as the cover page with your entry. Return to:

CIPS Australia, Level 8, 520 Collins Street, Melbourne, Victoria 3000, Australia.

Email: marketing@cipsa.com.au **Tel:** 1300 765 142 **Fax:** 1300 765 143

Int Tel: +61 3 9629 6000 **Int Fax:** +61 3 9620 5488 **www.cipsa.com.au**



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