



## **The CIPS Australasia**

# *Procurement Professional Awards 2010*



**PROCUREMENT**  
PROFESSIONAL

# National Essay Competition 2010

**You could win \$2,500 plus an all-expenses paid trip\* to the 6th Annual CIPS Australasia Procurement Conference in Melbourne, 13 - 14 October 2010.**

**Submit an essay of between 1,500 - 3,000 words directly related to any aspect of the CIPSA Professional Agenda 2010.**

As published in April's Procurement Professional magazine issue PP30 and on the CIPSA website at [www.cips.org/australasia/ppawards](http://www.cips.org/australasia/ppawards)

Entrants do not have to be a member of CIPS Australasia, but they must be working or studying in the procurement profession, so start writing now!

\*See essay questions and terms & conditions at [www.cipsa.com.au](http://www.cipsa.com.au)



# CIPS Australia 2010 Annual Conference and Procurement Professional Awards Dinner

## Crown Palladium, Melbourne, 13 October 2010



December's Procurement Professional (PP28)

The CIPS Australasia Procurement Professional Awards Dinner will play a central role in the CIPSA Annual Conference on Wednesday 13th October.

While the dinner will once again be held at the prestigious Crown Palladium, the CIPSA Annual Conference has now outgrown this venue and will be held at the brand new 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 – although we can't imagine anyone wanting to miss out on the conference!

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](http://www.cipsaconferences.com.au)

We look forward to seeing you on the night and showcasing Australia & New Zealand's finest procurement teams.

## A new way to demonstrate best practice

Following the success of our Procurement Professional Awards programme over the last three years, we are delighted to be launching the Procurement Professional Awards for 2010. These awards have now become established, prestigious and popular, with more entries last year compared to the year before, despite the GFC and its drive of humility.

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 new, 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.' These 4th Annual CIPS Australia 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.

With the adoption of a new category, Most Innovative and Effective Use of Technology, the award categories now recognise all three levers that improve procurement capability – people development, process improvement and the deployment of technology. In addition, following the initiative announced at the last PP Awards dinner, we will again 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 6th August 2010, for the benefit of your stakeholders and your organisation – not just yourself. Show us a new way to demonstrate best practice.

Both the CIPS CEO David Noble and I look forward to seeing you at the PP Awards dinner on the evening of 13th 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

## Best Example of Socially Responsible Procurement

This category encompasses externally-focused social, ethical, sustainable, environmental and community initiatives in a supply chain context. The judges will be looking specifically at the role a procurement or supply management function has played in safeguarding or enhancing an organisation's reputation and brand values in an SRP context - throughout the supply chain.

**Sponsored by: Eco Buy**



## 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 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 helped to deliver real improvements in performance.

**Sponsored by: Vertical Talent - Sydney**



## Best Process Improvement Initiative

Entries in this category should focus on how procurement or supply management processes have been upgraded or changed, and the resulting improvements from adopting them.

**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 and what the benefits have occurred for both parties.

**Sponsored by: RossJuliaRoss**



## Most Improved Procurement Operation

Judges will be looking for evidence of success from a procurement function that has undergone a substantial improvement. This could be an entirely new department where little or no professional procurement has previously existed; alternatively it could be an established team undergoing radical change.

**Sponsored by: Visa Commercial**



## Young Procurement Professional of the Year

Open to those aged 30 or under when the project or initiative was started, the judges will look for evidence of achievement that is significant and beyond what is normally expected from managers of this age and experience. The impact upon the organisation is more likely to be at an operational or functional rather than strategic level. The judges will also look for evidence of further potential, evidence of further study of procurement or commitment to the subject as well as their wider contribution to their team. Nominations may be submitted by an organisation or an individual on behalf of themselves or another person, with their prior permission.

**Sponsored by: ProcureNet**



## 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. Judges will be looking for evidence of the procurement contribution to successful project management resulting in on-time and on-budget delivery. In addition, evidence of other wider benefits from the project will be sought, both qualitative and quantitative, that delivered a better outcome to a wider range of project stakeholders.

**Sponsored by: Australian Procurement and Construction Council**



## Most Innovative and Effective Use of Technology

Judges will be looking for evidence of innovation and effective deployment of eProcurement, eSourcing or Business Intelligence solutions, that have resulted in substantial and quantitative improvement in procurement processes, practices and outcomes.

**Sponsored by: Quadrem**



## The CIPS Leadership Award

A special award presented by CIPS Australia to the organisation or person who has offered an exceptional contribution to the profession over the year. It may be presented to one of the category winners, or to a deserving person or organisation that has made a special contribution to the profession or demonstrated outstanding leadership of thought or action.



ECO-Buy is a not-for-profit Centre of Excellence in Environmental Purchasing, and works with buyers and suppliers of more sustainable products and services. Using a proven, award winning approach and a suite of best practice tools, templates and resources, ECO-Buy delivers guidance, advice and range of services to public and private sector organisations across Australia.

ECO-Buy also:

- Operates ECO-Find, an online directory of green products and suppliers
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- Undertakes and commissions green purchasing research
- Provides advisory and project management services

**For more information: (03) 9349 0444 [ecobuy@ecobuy.org.au](mailto:ecobuy@ecobuy.org.au)  
[www.ecobuy.org.au](http://www.ecobuy.org.au)**



Visa Commercial – including Visa Purchasing, Visa Corporate and Visa Business – enable small businesses, multinational companies, medium-to-large enterprises and government entities to streamline their payment processes, manage information and their supply chain and reduce their administrative costs.

Visa Commercial platforms and services are backed by Visa's global acceptance infrastructure and underpinned by the power of our centralised and integrated processing network. Visa operates the world's largest retail electronic payments network providing processing services and payment product platforms. Visa enjoys unsurpassed acceptance around the world and Visa/PLUS is one of the world's largest global ATM networks, offering cash access in local currency in more than 170 countries.

**For more information, visit [www.visa.com.au](http://www.visa.com.au)**



Professionals working within the Strategic Procurement Vertical continue to enjoy a highly specialised service from Asia Pac's leading Procurement Recruitment Experts. Vertical Talent continues to go from strength to strength in 2010. When cost is critical, our clients judge us as "best in class" delivering rapid results, reducing risk and lowering their total cost for recruitment services.

Vertical Talent prides itself on its people, over the last year we have been very fortunate to be able to recruit only the very best talent in the market. We have a very ethical approach and adhere to strict practices and processes to ensure that clients and candidates alike when dealing with us have a very positive experience. As we further establish our reputation as Asia Pacific's most trusted Procurement recruitment provider; make sure you are in our network to receive updates on the best procurement job opportunities or contact us if you need to hire specialist Procurement talent.

**[www.verticaltalent.com.au](http://www.verticaltalent.com.au)**



ProcureNet is the most recognised and trusted name in Procurement and Supply Chain recruitment, having specialised in our field for over 16 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 sponsor the award for Young Procurement Professional of the Year, as we continue to strongly encourage professional recognition for the young leaders of our profession.

**[www.ProcureNet.com.au](http://www.ProcureNet.com.au)**



Basware is the global leader in purchase-to-pay solutions with more than 1,500 customers and 1,000,000 users in over 50 countries around the world. Basware solutions make purchasing goods and services easier and more cost effective, greatly increasing visibility and control of the spending process. Organisations can use Basware solutions to implement smart purchasing policies, consolidate suppliers, improve sourcing and therefore increase operational efficiency.

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The Australasian Procurement and Construction Council Inc (APCC) is the peak council whose members are 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 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. The APCC collective maximises opportunities to leverage off one another and provide leadership to improve and implement new and evolving procurement practices in ways that will deliver service benefits to the Australian, New Zealand and Papua New Guinea community.

**[www.apcc.gov.au](http://www.apcc.gov.au)**



Ross Managed Services delivers inspiring people and process solutions that underpin superior organisational performance. We are an award-winning global provider of sophisticated, end-to-end Managed Services Solutions that reach across the globe. We have more than two decades of proven performance in:

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Our expert solutions result in enhanced productivity and output by improving systems, application of knowledge, process design and organisational structures. Ross' Managed Services solutions apply best practice principles in a bespoke environment. We offer demonstrated capability in managing and controlling highly complex projects within a strict performance framework. Whether your focus is on transforming your entire business or on sustaining performance and building on today's achievements, Ross' expertise on your side will accelerate achievement of your goals.

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Quadrem are experts at procurement supply chain transformation. Quadrem's best in class on-demand technology and supply chain professionals, connect sustainable procurement improvement strategies with world class eProcurement solutions. We drive measurable efficiency and greater profitability for our customers. Quadrem's procurement solutions include hosted and integrated e-procurement, e-sourcing, master data, spend analysis solutions and consulting services.

Global customers such as BHPB, BP, Alcoa, Thiess, Rio Tinto and Nestle rely on Quadrem to facilitate and securely manage their automated eProcurement connectivity and digital document exchange with suppliers. Quadrem has the right technology, the right implementation, and the right experience to ensure your successful eProcurement supply chain transformation.

**[www.quadrem.com.au](http://www.quadrem.com.au)**

# The 2010 Judges

Based on past experiences, the judging panel for the CIPS Australasia Procurement Professional Awards 2010, 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)

*Head of Procurement, University of Adelaide  
Chair of CIPSA Steering Group, 2007-2008*

Bill Aukett was a founding member of the CIPS Australia Steering Group in 2004. He was also the former President of AIPMM. Bill is an active member of Australian University Procurement Network (AUPN) and is responsible for significant expenditure at University of Adelaide.



## 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.



## Julia Cabbage

*Chief Executive Officer, Procurement Australia*

Julia Cabbage has gained extensive and broad experience in procurement during her career, and is currently CEO of Australia's largest private demand aggregator. She has recognised expertise in the local government sector and is known as a market innovator.



## 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.



## Denis Henry MCIPS

*Managing Director of Grosvenor Management Consulting*

For over 15 years Dennis has been leading a team which provides strategic and tactical advice to major enterprises in relation to all aspects of procurement and contract performance management. Denis has been a project lead on some of the largest outsourcing contracts offered in Australia and has developed many of the techniques used by organisations to transform their organisational structures and approaches to contracting.



## Sophie Jarvis MCIPS

*Strategic Sourcing Specialist, Australia Post*

Sophie Jarvis has extensive experience in managing the procurement and negotiation of strategic services, goods and assets for Australia Post. 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**

*Group Development Director for PMMS International Asia Pacific*

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**

*Head of Procurement Practice CIPSA*

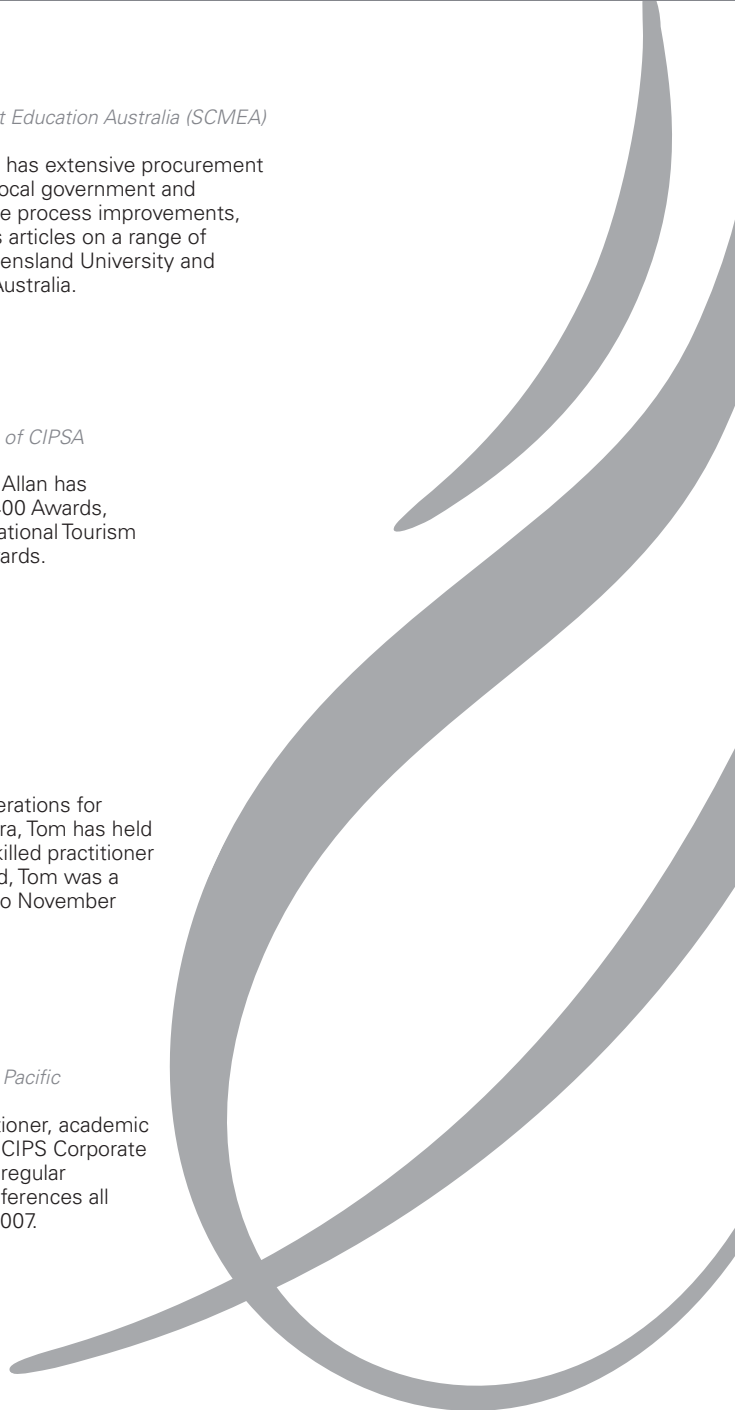
Ben is responsible for the development of CIPSA's body of professional procurement knowledge and for aligning CIPSA's offerings with procurement's professional agenda, also delivering training. Prior to his role with CIPSA, Ben was Head of Sourcing Strategy and Special Projects at Ericsson UK and has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



**Phil Weir MCIPS**

*Manager - Government Procurement Development Group, New Zealand Ministry of Economic Development, Vice chair of CIPSA Steering Group*

Phil has experience in procurement spanning both public and private sectors. He has previously held roles at the State Services Commission where he developed a community of practice for procurement practitioners; and a District Health Board where he developed collaborative arrangements with other hospitals. He has also worked in supply chain, contract management, logistics and procurement roles for a variety of private industry organisations.





**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 4th 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. CIPSA would like to take this opportunity to provide you with some tips that should help you prepare your entries for the 2010 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, 2008-2010
- CIPS Leadership Award, 2008
- Chair Australian Universities Procurement Network 2008-2010
- 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 6 August 2010 (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

Contact CIPS for a copy of the category templates and register your entry for a particular category by 30 June 2010 (entries don't need to be submitted until 6 August).

### 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 include:

### a) Introduction

Your introduction should include:

- background on your organisation,
- why the project was needed, and
- the aims and objectives of the project.

### b) Project outline

Your project outline should include:

- who was involved in the project and in what capacity – particularly the level of involvement from the procurement team,
- what the project achieved,
- where the project occurred, and
- when the project took place.

## c) Relevance and benefits

**This is the most important part of your submission.**

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

### d) Summary

Conclude your submission with a short, succinct summary that outlines the key points.

### e) 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.

Benefits may be 'hard' (e.g. cost savings or reduced lead times) or 'soft' (e.g. improved supplier relations or better trained staff). But it is important that every entry does relate in some way to the organisational benefits achieved. Claimed benefits should be supported by facts and figures, and entrants are strongly advised to include validation of these from stakeholders outside the procurement and supply management function – internal customers, suppliers, etc.

The judges will also consider:

- The clarity of the project aims and objectives
- The quality of the planning and execution
- Demonstration of best practice
- Innovation and creativity
- Evidence of teamwork and involvement of stakeholders (where applicable)
- Quality of entry presentation



*Some samples of last year's submissions can be found on the PP Awards page [www.pponline.com.au/html/ppawards.cfm](http://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](mailto:marketing@cipsa.com.au).
6. Send 12 complete unbound hard copies for each entry by post to: CIPS Australia, Level 10, 520 Collins St, Melbourne, VIC 3000.

### PLEASE NOTE

If supporting material is to be submitted electronically, it must be in Word (.doc), Excel (.xls), PowerPoint (.ppt) or PDF (.pdf) formats only and must be formatted to print on A4 paper.

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 2009-10. 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 2010

**The deadline for entries is COB Friday 6 August 2010.**



# 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

(Each entry can only be submitted for one category)

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

### Important

- Each entry will only be considered in ONE category.
- If you do not select a category, one will be allocated for you.
- The judges reserve the right to move an entry to an alternative category if they deem it more appropriate.
- Entries must be received by no later than COB Friday 6 August 2010.
- CIPS Australia does not accept entries for The CIPS Leadership Award.

**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 10, 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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