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UPCOMING EVENTS

7-12 July 2011

IFPSM Summer School,
Salzburg

14-18 September 2011

The IFPSM World Summit and autumn IFPSM meetings will take place in Stockholm as follows:

14 Sep, am
IFPSM Board meeting

14 Sep, pm
IFPSM Europe meeting

15 Sep, am
IFPSM Council

15 Sep, midday – 17 Sep, pm
IFPSM World Summit 2011

18 Sep, all day
IFPSM Asia meeting

23-25 March 2012

IFPSM Spring meetings,
Warsaw, Poland.

28-30 September 2012

IFPSM Autumn meetings,
Toronto, Canada



PROFILE FRANCISCO CASALINS



Francisco Casalins, AERCE, Spain
IFPSM Board Member and Regional
Vice President IFPSM Europe.

I joined IBM in 1979 and am still there! I started working in manufacturing, moving to design and development, marketing, purchasing and consultancy till my current position as CEO of one of the IBM Spain subsidiaries called IBM ISC SA. During my career I had the opportunity to live in many different cities, among them, Valencia (Spain), Tucson (Arizona), Poughkeepsie (New York), Raleigh (North Carolina) and Madrid (Spain).

My professional knowledge encompasses the whole value chain and I am very proud to hold the IBM CSCMP (consultant supply chain management professional) accreditation, a distinction that less than 20 people have in the entire corporation. It recognizes individual leadership competence in the supply chain at corporate level. I have been the AERCE Senior Delegate since I joined the

The very first thing someone who does not know me needs to know about me is my nickname – Paco.

I started to collaborate with AERCE (I know it is really difficult to pronounce in English), the Spanish purchasing institution, at the time I was Purchasing Manager for IBM Spain and Portugal in the late 90s, and since then I maintain, and even reinforce, my deep engagement with AERCE and the Purchasing profession.

Spanish institution and it was really exciting to be elected IFPSM Europe President in 2008 and re-elected for a second term this year. It was not on my agenda to become IFPSM Europe president, but fortunately things in life are rarely predictable! Let me share with you that I am enjoying every minute I spend with all of you, the IFPSM team. In my view this is a great team, very diverse, very open, very straight-forward, very helpful and very much committed with the success of your institutions and practitioners, a real pleasure for me.

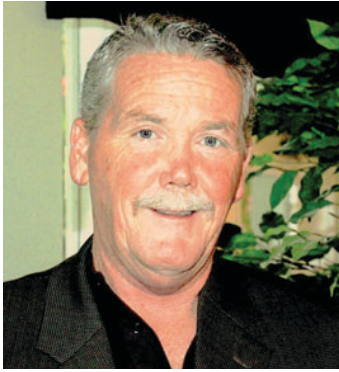
AERCE is a medium size institution which is transforming and transitioning, in all senses, to a greater institution. It aims to deliver top standard services to our members and it is committed to the IFPSM success. We are vocal, and we would like to influence IFPSM, bringing our expertise, reliability and also

the minority considerations. As member of the IFPSM Board I am living first-hand the profound transformation this institution is going through. There is significant change on the way we envision the role of IFPSM and the scope of responsibility for each of the member institutions. We are definitively moving towards a stronger branded institution, aimed at having a more visible market presence, setting relevant worldwide professional standards and transforming the professional landscape, facilitating the quality practitioner competence development and consequent recognition, and also enabling national institution networking, development and progress. That's what I feel we are doing and I just want to offer myself for anything I can help and thank you for being my team mates.



NEWS

HANS OVELGONNE AWARD 2010 CLIFFORD MCCUE



When I heard the news that I was the 2010 recipient of the Hans Ovelgonne Purchasing Research Award, I was totally surprised. To be in a class of scholars, such as last year's recipient Jan Telgen, is truly an honour.

During the course of a faculty's professional development, there are many milestones - such as the publishing of one's first book, or an article that is considered seminal in its field. But to receive an honor such as this far surpasses those individual accomplishments. To be recognized by those who may benefit from our academic pursuits is the ultimate purpose of our effort. In fact, if I have contributed in some small way to the development of the field of supply management, and receiving the Award is an indicator of that contribution, then I made the right choice.

When I started in the area some time back, I was nervous that many of my colleagues would find the area of public procurement too narrow, without academic credibility. But what keeps me going was the need to see the public procurement profession develop, both in terms of practice and academic credibility. Although we are still struggling to find our place among the storied disciplines such as political science and economics, we have made tremendous inroads as the quality of scholarship in the field has grown so dramatically over the last decade. Ultimately, to be recognized for a life-time of scholarship in public

procurement, and to be able to work with some outstanding individuals, such as Rick Grimm (CEO of the NIGP), has made the journey personally satisfying and well worth the effort. Receiving the Award once again reaffirms my commitment to scholarship in this critical area, and although we cannot claim that public procurement has reached the status of a profession, we are surely making progress.

The IFPSM Award nominations will be called for shortly for the 2011 Awards – details will be on the new website when it is launched on 7th June.

KNOW YOUR ASSOCIATIONS IPSHK, HONG KONG

The Institute of Purchasing & Supply of Hong Kong (IPSHK) was established in 1973 and incorporated in 1996. The aim, objectives and activities of the Institute are to promote professionals and professionalism in the purchasing and supply disciplines through exchange among members and with relevant local and international organizations.

The Membership, approximately 1300, is classified into Fellows, Members, Associate Members, Affiliate Members and Student Members. The minimum educational requirements for Associate Membership and Membership of the Institute are accredited



LEFT Tim Lam, IPSHK President, and Paul Novak, CEO ISM and IFPSM Board member. **RIGHT** Margareta Funder, ITC, at the IPSHK Training the Trainer event for ITC Modular Learning System.

Associate Degree and Degree in Purchasing/Supply/Logistics Management respectively. The Institute also recruits companies as Corporate Members who are willing to sponsor the Institute's activities.

The IPSHK organizes educational and professional programmes for its members, including training, conferences, seminars, workshops, company visits and study tours from time to time. The Institute is governed by a Council, comprising 12 members elected at General Meetings. It also has a President, and four Vice-presidents who give advice to the Council on strategic issues regarding the Institute's development. IPSHK was also appointed by the HKSAR Government as one of 40 members in the Hong Kong Logistics Development Council (LOGSCOUNCIL) in late 2000.

Our Quality Value Chain Conference of 4 November 2010 was one of the biggest events for IPSHK since 2003. The Conference was initiated when IPSHK was selected to host the 2010 IFPSM regional and global meetings in Hong Kong. IPSHK leveraged the opportunity of inviting some experienced speakers from the IFPSM Council.



NEWS

IFPSM EXECUTIVE ADMINISTRATOR SALLY PAWSON



I am your IFPSM Executive Administrator and some of you will already know me from CIPS. I started my new role on 1st January having been PA to the CIPS CEOs for almost twelve years. When I joined CIPS all those years ago I was Charles Holden's PA when he was CEO. After Charles "retired" I worked for Ken James, who you may remember was President of IFPSM in 2007/2008. Since then, I was PA to David Noble. I joined IFPSM because I always enjoyed working for Charles and the opportunity coincided with a family move to the south coast – but we haven't found the right house yet!

I am very much enjoying my new role which

was challenging to start with but I am settling in and Charles is keeping me very busy. As well as supporting Charles, freeing him up for other IFPSM business, my duties include raising pro-formas and invoices, updating your contact details, arranging meetings around the world, managing the new website and supporting the World Summit which will taking place in Stockholm on 15-17 September. I am married to Ian and we have a daughter who is overly enjoying student life at university. We spend most weekends exploring the south coast in our boat.

I am looking forward to meeting you all in Stockholm in September.

NEW WEBSITE LAUNCHED WWW.IFPSM.ORG

IFPSM has a terrific, new and up-to-date website which we are really excited about. It goes live on 7th June.

With a great deal of help from Redactive, who have a great deal of expertise in this area, we have produced a much better and far more user-friendly site for you to navigate around and we are confident you will agree that it is a huge improvement.

There is all the standard information that you would expect to be available on the website but we have included a new area where you can advertise your products and services so that other associations are aware of what you have available.

If you want to include any of your events or articles on the site please let me, sapawson@gmail.com, know as I shall be responsible for updating and maintaining it.

Please may I remind you it can only be as accurate and up-to-date as the information you provide me with so it is really important you let me have any changes.

Have a look, from 7th June, and see what you think.

GROWING IFPSM ACTIVITY IN AFRICA

The past few months have seen a significant increase of activity for IFPSM in Africa. There are now four member associations – Malawi, Nigeria, Kenya and Uganda – and a new association likely to join imminently – Tanzania.

There are a number of associations forming or already existing who are already making approaches to IFPSM. Recent meetings of this Africa group has resulted in an action plan to address the following issues: developing the procurement educational standards within Africa, improving the international association communications both within and without Africa, the generation of professional practice regional cohesion and maintain good procurement practice throughout Africa as the profession develops.

It is anticipated that there will be regular meetings of this newly evolved IFPSM group and that by early 2012 a clear programme will have been identified to address the issues above.

Watch this space!



IFPSM LEWIS E SPANGLER AWARD

Eduardo Branco of PT Compras receives the 2010 IFPSM Lewis E Spangler Award at the APCADEC, Portugal, conference for his outstanding contribution to the profession of purchasing and supply management.

MID TERM – YOUR PRESIDENT SVANTE AXELSSON

In the last issue, I intimated that I was half way through my term of office. How the world changes with the passage of time. At the Council meeting in Hong Kong in November, the President's term of office was extended from 2 to 3 years which made the term of office a more relevant period. Having made the change, Council very generously invited me, if I was willing – and I was – to extend my Presidency by a year. Now, again, I am half way through my term of office!

The Netherlands, Wednesday, and I am on my way home after having participated in the IPSERA 2011 conference. It is always interesting to check what the academics are doing – what is on their agenda? Does it differ from the agenda of practitioners?

Risk, CSR and sustainability as well as supplier relations as subjects indicates that both academia and practitioners are on the same track.

Half way through my presidency I note, with much pleasure, that my long-standing thesis that “Purchasing is fun” is today more valid than ever.



Today, we represent approximately 20% more practitioners and in 20% more countries around the world than we did 18 months ago.



My students have absorbed the thesis with enthusiasm and at the IPSERA conference laughter prevailed in the gathering of friends, professional and social.

I anticipate that the thesis to be further validated when I attend the ISM conference in May – it is always a very engaging, comprehensive and enjoyable event.

In IFPSM we constantly strive to become ever more relevant to associations and, through them, the profession. In my view we are very successful in our aspirations, especially when one considers the limitation of resource available.

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Having successfully delivered the Purchasing Standard, a CEN Standard that IFPSM was instrumental in developing and is in the process of updating, we are now close to launching the eagerly awaited Global Standard for educational programmes. Wherever and whenever reference is made to its imminence there follows enormous interest and expectation – let us hope that its launch in September fulfils those expectations; I am in no doubt that it will.

We have now reviewed the IFPSM strategies established during Paul Novak's Presidency, and they have proven to deliver good outcomes. The review has resulted in a refreshed set of strategies. The update does not mean a major change – more an adjustment to meet the changed realities of today.

Projects in progress, besides the Standard, include one to help establish a depth of purchasing academia in China and support for the academic development in the whole Asia Pacific region. Another project, or more precisely - “initiative”, is an interesting focus on the development of the political goals of public procurement and is progressing but, is due to the nature of its broad scope, slowly.

At the World Summit in Stockholm this September you will all be comprehensively updated and involved in all these matters. I hope to meet many of you there and for there to be intensive discussions on how to prepare for the good development of IFPSM in serving the purchasing community.

SVANTE AXELSSON
PRESIDENT

IFPSM WORLD SUMMIT – BUILDING A MORE PROFESSIONAL WORLD 15 – 17 SEPTEMBER 2011 / STOCKHOLM

The 2011 World Summit 2011, Building a More Professional World, will take place in Stockholm between 15-17 September. It will be opened by Professor Richard Lamming giving a keynote speech and concluded by Cecilia Hermansson, the internationally renowned economist. In between these special speeches will be a comprehensive programme to help you and your colleagues provide better services for your members as well

as ample opportunity to network with those facing similar challenges to those with which you are grappling in your association. Full details of this event are on the IFPSM website as are the registration procedures. Remember up to 5 members of your association, ideally those involved with governance and staff, attend for free. See the details from 7th June on www.ifpsm.org



DIRECTOR GENERAL A FINGER ON THE EVER STRONGER PULSE OF IFPSM



There is a momentum developing within IFPSM, reflected in the growing membership and projects being initiated. Much of the detail of these aspects can be gleaned from the new IFPSM website, www.ifpsm.org, when it goes live next month – Sally will circulate notification as soon it is live. There are, however, three projects that I would like to elaborate upon in this Newsletter, namely the already mentioned website, the imminent launch of the Global Standard and the evolving initiative to address the consistent political leadership in procurement.

The website has long been a concern of mine. The key issue for me has been the maintenance of the data on the site and the development of the site for it to be an ever more useful facility for our members. I must stress that to date IFPSM has been extremely fortunate to have the technical support of ISM and, in particular, Robb McNabb. The deficiency has been that of IFPSM and the detail generated. Rather than belabor that aspect, I would like to look forward and highlight two aspects that will, I hope, generate a more relevant and interactive website.



Much of the material that will go on the website comes from you – so it is both imperative and in your interests to keep Sally well briefed.



Redactive, the publishers of our e-Zine, have given the website a massive make-over and we now have the services of Sally Pawson. We now have the capability to maintain the detail on the site ourselves – well, Sally has! There is much that we will do to keep this data as up-to-date as possible – but you, too, have an important role to play. Much of the material that will go on the site comes from you – so it is both imperative and in your interests to keep Sally well briefed. You will also find that there are opportunities for you to promote your association products on the site...and more. It is due to be live by 7th June, do visit it and get engaged in keeping it a vibrant member benefit: www.ifpsm.org.

For some time now there has been talk of the need for an independent, international Standard for educational programmes, both within the IFPSM and wider educational community. IFPSM grasped this nettle last year and initiated an independent Board to deliver such a Global Standard. The Standard will be

for degree level equivalent qualifications and it will be an open Standard for any eligible programme provider. The Standard will be launched formally at the IFPSM World Summit in Stockholm in September (see the Summit details on www.ifpsm.org from 7th June), and there will be workshops for members to explore the implications of this Standard.

An area of concern for some time has been the need for politicians and very senior civil servants to properly understand the economic potential of public procurement. It goes without saying that practitioners in public procurement do an outstanding job but they are required to do so within constraining rules and regulations. And it is these rules and regulations that are seen by many politicians and senior servants as the essential elements of a successful supply chain. It is the belief of IFPSM that greater economic benefit can be achieved from public procurement if an awareness is developed by ministers and their direct advisers that sees rules and regulations as part of a much bigger picture. Consequently, the IFPSM has initiated a long term project, within Europe initially, to address Consistent Political Leadership in Procurement. Details of the evolving initiative will be on the new IFPSM website.



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There is much more going on in IFPSM but space precludes more detail. However, the intention is that Sally and I will keep the website alive with project updates and calls for contributions to the thinking on various projects. Much of what IFPSM does is governed by the level of member input – your contributions are always welcome.



NEW SITE, LIVE 7TH JUNE WWW.IFPSM.ORG

