

SESSIONS

PRE-CONFERENCE WORKSHOP - 05/11/2018

MENA Procurement Excellence Summit

5 - 8 November 2018

The Address Hotel Dubai Marina
Dubai, UAE

Identifying & Developing the Next Level of Procurement Talent for Long Term Success

09:00 - 13:00

Designed both for HR specialists responsible for identifying, recruiting, developing and upskilling tomorrow's procurement leaders, and for procurement professionals looking to understand the key skills needed to perform and develop their career.

- Identifying skills gaps and how to close them
- Raising awareness and discussing the importance of self-assessments

Participants

Lisa Campbell - Director of Procurement, University of Sharjah

Lunch Break

13:00 - 14:00

Supplier Compliance, Contract Relationship and Overall Management & Reporting – How Do We Keep on Top of all the Compliance?

14:00 - 18:00

- Contract standardisation
- Key clauses
- Negotiation
- Storage
- Reporting

Participants

Andrew Spafford - Head of Systems and Process, Serco

SCHEDULE

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TIME	
09:00	09:00 - Identifying & Developing the Next Level of Procurement Talent for Long Term Success
10:00	
11:00	
12:00	
13:00	13:00 - Lunch Break
14:00	14:00 - Supplier Compliance, Contract Relationship and Overall Management & Reporting – How Do We Keep on Top of all the Compliance?

SESSIONS

DAY ONE - 06/11/2018

MENA Procurement Excellence Summit

5 - 8 November 2018

The Address Hotel Dubai Marina
Dubai, UAE

Registration & Welcome Refreshments

08:00 - 09:00

Opening Remarks – Informa Middle East

09:00 - 09:05

Chairperson's Opening Remarks

09:05 - 09:10

Participants

Dan Quinn - Procurement Expert, MENA Region

Opening Address

09:10 - 09:40

Participants

Dan Quinn - Procurement Expert, MENA Region

The Next Level: Transforming your Procurement Department into a Centre of Excellence

09:40 - 10:10

Strategic Procurement Transformation: Nokia's Journey to Procure to Pay

10:10 - 10:40

Participants

Said Amara - Source To Pay Transformation Lead, Nokia

Morning Coffee Break

10:40 - 11:10

Using Data Analytics to Specialise Spend & Set Strategic Direction

11:10 - 11:40

Participants

Cory Thwaites - Executive Director Procurement, TECOM Group

Agile vs. Traditional Procurement Strategies

11:40 - 12:10

Are traditional procurement strategies still relevant today or should businesses be focusing on transforming operations to an agile approach?

Participants

Chris Bentley - Head of Procurement, DAS Holdings

Speed Networking

12:10 - 12:40

Is there someone specific you'd like to meet? Or are you simply keen to connect with as many of your peers as possible? Either way this session is designed to help you connect with experts in procurement & supply chain across MENA. We will either invite you to a one-on-one meeting with a supplier that you've specifically requested to meet, or you can simply join the fun and connect with your peers over a series of two-minute discussions. Have a chat with the person opposite you and when the bell rings, move on to the next person... Don't forget to bring your business cards!

Lunch & Prayers

12:40 - 13:40

Round One

13:40 - 14:40

Table 1

Category Management

Industry best practices for dividing procurement into sub-group categories - Direct Materials vs Services
Imran Barlas, Senior Regional Purchasing Manager – IMEA, Henkel

Table 2

Supply Chain Pain Points

A free-for-all discussion uncovering major challenges in the supply chain across various industries
Kunal Gupta, Director of Supply Chain, Bateel's Global Operations

Table 3

Procurement Leadership in the UAE

From education to preparation, how can procurement leaders develop their capabilities to ensure they're ready to lead the next level of technically savvy procurement professional
Jonathan Tungu, Senior Manager - Procurement Operations & SRM, TECOM Group

Table 4

Delivering Value Beyond Savings

Exploring procurement projects and opportunities that contribute to an enterprise's working capital improvement
Emmanuel Augustin, Head of Procurement, Power Solutions, Aggreko

Table 5

Internal Collaborative Innovation: Securing Buy in from the C-Suite

How can we change the perception of procurement from a transactional, cost-centre to a value adding, influential profit generating hub; enhancing revenues and supporting sales targets
Mina Hakim, General Manager Group Procurement, Al Futtaim Ali Sadeddin, Head of Procurement, Khidmah

Participants

Imran Barlas - Senior Regional Purchasing Manager – IMEA, Henkel

Kunal Gupta - Director of Supply Chain, Bateel's Global Operations

Jonathan Tungu - Senior Manager - Procurement Operations & SRM, TECOM Group

Emmanuel Augustin - Head of Procurement, Power Solutions, Aggreko

Mina Hakim - General Manager Group Procurement, Al Futtaim

Ali Sadeddin - Head of Procurement, Khidmah

Networking Break

14:40 - 15:10

SESSIONS

DAY ONE - 06/11/2018

MENA Procurement Excellence Summit

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The Address Hotel Dubai Marina
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Round Two

15:10 - 16:10

Table 1

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Kunal Gupta - Director of Supply Chain, Bateel's Global Operations

Jonathan Tungu - Senior Manager - Procurement Operations & SRM, TECOM Group

Emmanuel Augustin - Head of Procurement, Power Solutions, Aggreko

Mina Hakim - General Manager Group Procurement, Al Futtaim

Ali Sadeddin - Head of Procurement, Khidmah

Short Break

16:10 - 16:20

Take a minute to ensure you've made all the connections you planned to today whilst our table leaders compile notes from across our interactive discussions.

Solution Corner – Sharing

16:20 - 17:00

Don't miss this! During this final session Solutions Corner leaders will present the top three challenges and solutions to the entire audience in a series of quick-fire presentations, taking no longer than 5 minutes each.

Closing Remarks

17:00 - 17:10

Close of Day One

17:10 - 17:15

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DAY ONE - 06/11/2018

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09:00	09:00 - Opening Remarks – Informa Middle East 09:05 - Chairperson's Opening Remarks 09:10 - Opening Address 09:40 - The Next Level: Transforming your Procurement Department into a Centre of Excellence
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12:00	12:10 - Speed Networking 12:40 - Lunch & Prayers
13:00	13:40 - Round One
14:00	14:40 - Networking Break
15:00	15:10 - Round Two
16:00	16:10 - Short Break 16:20 - Solution Corner – Sharing
17:00	17:00 - Closing Remarks 17:10 - Close of Day One

SESSIONS

DAY TWO - 07/11/2018

MENA Procurement Excellence Summit

5 - 8 November 2018

The Address Hotel Dubai Marina
Dubai, UAE

Welcome Refreshments

08:30 - 09:00

Chairman – Welcome Back

09:00 - 09:10

The Future of Procurement & Supply Management

09:10 - 09:30

Participants

Sam Achampong - Head of CIPS Middle East & North Africa, Chartered Institute of Procurement & Supply

Solutions Corner: Round One

09:30 - 10:30

Table 6

Supplier Relationship Management: Creating Win-Win Scenarios

Understanding how suppliers can add value to your business; from cost saving and capitalising on inside insights to nurturing a partnership culture
Amit Agrawal, Chief Finance Officer, Avivo Group Ali Sadeddin, Head of Procurement, Khidmah

Table 7

Technology Implementation

What are the challenges surrounding software implementation? What are the risks and affect to workload? Operations? Do new solutions really increase quality and reduce cost? Join this session and learn best practices for implementing SaaS and tips for replacing the traditional way of working with new modern supply chain

Table 8

The Impact of Blockchain on Your Procurement Function

Blockchain = investment. Whilst you might understand and except the need for technology, do you have the budgets? Join the discussion and understand everything you need to know about blockchain
Malik Kotadia, Global Digital Banker, FinTech Expert, best-selling author and serial entrepreneur

Table 9

The Importance of Technology for the Future of Procurement

Do you have a genuine concern around replacing systematic processes with robots? Is this actually something we need or are robotics and other new technologies just fads and buzz words for this new modern world? Joint this session and discuss with your peers? Should everyone agree? Will you be left behind if you don't implement new technologies?

Participants

Amit Agrawal - Chief Finance Officer, Avivo Group

Ali Sadeddin - Head of Procurement, Khidmah

Malik Kotadia - Global Digital Banker, Best-Selling Author and Serial Entrepreneur, Finnovation Labs

Networking Break

10:30 - 11:00

Solutions Corner: Round Two

11:00 - 12:00

Table 6

Supplier Relationship Management: Creating Win-Win Scenarios

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Ali Sadeddin - Head of Procurement, Khidmah

Malik Kotadia - Global Digital Banker, Best-Selling Author and Serial Entrepreneur, Finnovation Labs

Lunch & Prayers

12:00 - 13:00

Solution Corner – Sharing

13:00 - 13:30

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DAY TWO - 07/11/2018

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The Address Hotel Dubai Marina
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Interactive Keynote Workshop: Next Generation Smart Procurement Utilising Digital & Cloud Technology

13:30 - 14:30

In line with the government mandate for all public services in Dubai to be transacted digitally using blockchain by 2020, as a procurement leader you have two options; wait on tenterhooks to discover how this emerging technology will disrupt your operation; or educate yourself with the knowledge you need so that when real time applications start getting developed in the blockchain you can be part of the solution?

- What is Blockchain technology and how does it work?
- How can blockchain solutions further drive down costs in procurement and support business growth?
- Examples of other industries using blockchain and how their examples can be applied to your operation

Participants

Malik Kotadia - Global Digital Banker, Best-Selling Author and Serial Entrepreneur, Finnovation Labs

Kumar Prasoon - CIO, Al Safer Group

Closing Remarks

14:30 - 14:45

Close of Day Two

14:45 - 14:50

SCHEDULE

DAY TWO - 07/11/2018

MENA Procurement Excellence Summit

5 - 8 November 2018

The Address Hotel Dubai Marina
Dubai, UAE

TIME	
08:00	08:30 - Welcome Refreshments
09:00	09:00 - Chairman – Welcome Back 09:10 - The Future of Procurement & Supply Management 09:30 - Solutions Corner: Round One
10:00	10:30 - Networking Break
11:00	11:00 - Solutions Corner: Round Two
12:00	12:00 - Lunch & Prayers
13:00	13:00 - Solution Corner – Sharing 13:30 - Interactive Keynote Workshop: Next Generation Smart Procurement Utilising Digital & Cloud Technology
14:00	14:30 - Closing Remarks 14:45 - Close of Day Two

SESSIONS

POST-CONFERENCE WORKSHOP - 08/11/2018

MENA Procurement Excellence Summit

5 - 8 November 2018

The Address Hotel Dubai Marina
Dubai, UAE

Enabling Procurement Transformation with Next Level Technology

09:00 - 13:00

How is technology influencing procurement? What are the key trends in the industry today? How can these technologies enable next level procurement excellence?

ff *The benefits of technology enabled procurement

ff *Overcoming implementation issues with legacy systems

ff *Who to partner with?

ff *Investing in technology without breaking the bank

Participants

William Durst - Manager, Strategy, Accenture

SCHEDULE

POST-CONFERENCE WORKSHOP - 08/11/2018

MENA Procurement Excellence Summit

5 - 8 November 2018

The Address Hotel Dubai Marina
Dubai, UAE

TIME	
09:00	09:00 - Enabling Procurement Transformation with Next Level Technology