



4th Annual
STRATEGIC SOURCING
SUMMIT 2017
www.strategic-sourcing.co.za

Bespoke

26 & 27 July 2017
 The Capital Empire,
 Sandton, South Africa

Seminar Day 1

Driving change and managing the supply market through strategic sourcing and category management

Times	Topic	Presenter
08h00 – 08h30	Registration	
08h30 – 08h45	Welcome & Opening	Andrew Hillman, CEO, Bespoke Group and Andre Coetzee, Regional Head: Africa, CIPS
08h45 – 09h15	Keynote Address: Driving change and managing the supply market through strategic sourcing and category management	Prof. Marcus Ambe, Supply Chain Management Department, UNISA
09h15 – 10h15	The sourcing value team process – effective use of cross-functional workshops	Sydney Tshibubudze, Country Head of Procurement, Lafarge South Africa
10h15 – 10h30	Tea / Coffee	
10h30 – 11h30	Developing a business case for commodity sourcing - defining the need	Mashack Mthethwa, Group Strategic Sourcing Manager, AECI Limited
11h30 – 12h30	Embedding Supplier Relationship Management into Strategic Sourcing	Letticia Letsholo, Head of Procurement and SCM, State Security Agency
12h30 – 13h30	Lunch	
13h30 – 14h30	Opportunity Analysis & Total Cost of Ownership – leading sourcing tools & techniques	Sanet Shepperson, Executive: Property and Procurement, Cell C
14h30 – 15h30	Third party spend – analysis, categorisation and segmentation	Bronwyn Engelbrecht, Strategic Sourcing Manager, The House of Busby
15h30 – 15h45	Tea / Coffee	
15h45 – 16h45	The Value Levers Model - a checklist for sources of internal & external value	Steven Wills, MD, Procurement Central UK
16h45 – 17h00	Wrap up & Close	Andrew Hillman, CEO, Bespoke Group



4th Annual
STRATEGIC SOURCING
SUMMIT 2017
www.strategic-sourcing.co.za

Bespoke

26 & 27 July 2017
 The Capital Empire,
 Sandton, South Africa

Workshop Day 2

Success with strategic sourcing using the 5-stage category management approach

Times	Topic	Facilitator	
08h00 – 08h30	Registration		
08h30 – 09h00	Welcome, introductions & expectations	Stephen Wills FCIPS Managing Director Procurement Central UK & Past CIPS Board Member	
09h00 – 09h30	Introduction to Category Management and its relevance to Strategic Sourcing		
09h30 – 10h00	Three foundations of Category Management		
10h00 – 10h30	Tea / Coffee		
10h30 – 11h30	Four pillars of Category Management		
11h30 – 12h30	5-stage category management approach – Part 1		
12h30 – 13h30	Lunch		
13h30 – 15h00	5-stage category management approach – Part 2		
15h00 – 15h30	Tea / Coffee		
15h30 – 16h30	Successfully implementing Category Management in your organisation		
16h30 – 16h45	Wrap up & close		