

# Technological Advancement in PROCUREMENT

## Keynote Topic:

"Improving performance, delivery and efficiency through better procurement - a UK Government Case study".

24<sup>th</sup> March 2014

Movenpick Hotel  
Al Murjan Ballroom-Kingdom of Bahrain

For many years we were doing and performing Procurement business very traditionally, but that was acceptable during the last few years. However with high level of technological advancement and business competition, organisations will have no choice rather to be strategic.



According to David Noble – CEO, CIPS  
“BUSINESSES WILL NEED TO MOVE INTO A NEW AGE”.

Three In One Programme - A Seminar + Two Workshops

## Organised By:



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# Technological Advancement in Procurement

Keynote Speaker:

**DAVID SMITH** CB FCIPS



After 26 years in senior procurement roles and 11 years as one of UK government's most significant and influential Commercial Directors, David recently retired from his role in UK's Department for Work and Pensions (which has an annual procurement spend of £5 billion pa).

A highly respected senior civil servant with significant management and board level experience with a very strong record for change. He has also become a leading figure in procurement and commercial management over the last 25 years with a strong national and international profile.

He is a Past President and past member of the Chartered Institute of Purchasing and Supply Board of Management and Council. He has advised and lectured extensively and regularly in the United Kingdom, Europe, Africa, Middle East and Australia and advised governments around the world on procurement strategy and delivery

Speaker:

**BAQER KHALAF**



Baqer Khalaf worked for 22 Years in Senior procurement roles. Also he worked for 15 years in Ministry of Health as Head of procurement for Engineering, Projects and Medical and non-Medical Equipment with budget of over 7 million BHD.

One year experience as Facilities Manager in EDB. He worked for 7 years as Senior Facilities Manager responsible for 6 departments : Procurement & tendering, Health & Safety, Project & Maintenance, General Service, Security and Facilities.

**Qualifications:**

Master Degree in Purchasing & Logistics

CIPS Full Member

TEFM Certified Facilities Manager (Tertiary Education Facilities Management Association)

ILM Fellow Member (Institute of Leadership Management)

Speaker:

**AHMED AL BANNA**



Ahmed has over 30 years practical experience in Human Resource Development, Consulting and General Management covering esteemed and prestigious organizations in Bahrain ranging from Aviation, Aluminium, Governmental, Financial and Oil Industries. He has been an expert resource for workforce and leadership development. He was responsible for implementing the Levy system in Bahrain while in the Ministry of Labor.

**Experience**

Ahmed has held important positions across different sectors of the economy:

- Chief Executive ; ORIGIN GROUP April 2010 to Date
- Chief People Officer, GULF AIR, 2007 to March 2010
- Asst. Under Secretary ,MINISTRY OF LABOUR, BAHRAIN 2000 to- 2007
- Head of Human Resources ; ARAB INSURANCE GROUP (ARIG)1998 - 2000

Speaker:

**FAISAL ALKHABBAZ**



**Experience**

Worked with Bahrain Petroleum Company (BAPCO) from 1989 to 2006

- Senior Chemical Engineer

**Currently**

Have been working with Bahrain Tender Board since 2006 up to date

- Tender Evaluation Specialist
- Head of Prequalification and Financial Evaluation Unit
- Project Manager for e-Tendering Project

**Qualification**

- BSC in Chemical Engineering from Teesside University- UK
- Master in Business Administration from Glamorgan University – UK

## Workshop One:

### Inventory and Stock control

Stock control is defined as "the activity of checking a shop's stock". Many shops now use stock control systems. The term "stock control system" can be used to include various aspects of controlling the amount of stock on the shelves and in the stockroom and how reordering happens. Typical features of stock control software include:

- Ensuring that products are on the shelf in shops in just the right quantity.
- Recognising when a customer has bought a product.
- Automatically signalling when more products need to be put on the shelf.
- Automatically reordering stock at the appropriate time from the main warehouse.
- Automatically producing management information reports that could be used both by local managers and at head office.

These might detail what has sold, how quickly and at what price, for example. Reports could be used to predict when to stock up on extra products, for example, at Christmas or to make decisions about special offers, discontinuing products and so on. Sending reordering information not only to the warehouse but also directly to the factory producing the products to enable them to optimise production.

## Workshop Two:

### Efficiency of Supply Chain Management

Supply chain management is being recognised as the management of key business processes across the network of organizations that comprise the supply chain. While many have recognised the benefits of a process approach to managing the business and the supply chain, most are vague about what processes are to be considered, what sub-processes and activities are contained in each process, and how the processes interact with each other and with the traditional functional silos.

In this Workshop, we provide strategic and operational descriptions of each of the eight supply chain processes identified by members of The Global Supply Chain Forum, as well as illustrations of the interfaces among the processes and an example of how a process approach can be implemented within an organization. Also the aim of this Workshop is to provide managers/officers with a framework to be used in implementing supply chain management, instructors with material useful in structuring a supply chain management course, and researchers with a set of opportunities for further development of the field.

## Programme at a Glance

Monday 24<sup>th</sup> March 2014

| Time                | Topic / Description   |
|---------------------|---|
| 08.00 am - 09.00 am | Registration & Networking   |
| 09.00 am - 09.15 am | Official Opening,<br>Ahmed Al Banna - Challenges of Global Labour Market  |
| 09.15 am - 09.45 am | Dr. Sherif Elaraby - Quality Assurance in Procurement   |
| 09.45 am - 10.00 am | David Smith - Session I - " Improving Performance Delievery & Efficiency through better Procurement                           |
| 10.00 am - 10.30 am | Tea Break   |
| 10.30 am - 12.00 pm | David Smith - Session II - " Improving Performance Delievery & Efficiency through better Procurement                          |
| 12.00 pm - 12.30 pm | Coffee Break / Prayer Time  |
| 12.30 pm - 01.15 pm | Workshop I - David Smith - Efficiency of Supply Chain Managment   |
| 01.15 pm - 02.00 pm | Workshop II - Baqer Khalaf - Inventory & Stock Control  |
| 02.00 pm - 03.00 pm | Panel Discussion : e. Tendering<br>Faisal AlKhabbaz - Tender Board<br>David Smith - CB FCIPS<br>Ahmed Al Banna - Origin Group |
| 03.00 pm            | Lunch and End of Programme  |

Seminar Language

English

# Technological Advancement in PROCUREMENT

## Individual/Group Delegate Registration Form

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### Fees in BD.

BD. **320** per delegate

**Every 5 delegates 1 FREE**

### Fees Inclusive of:

- Free pass to all sessions/workshops
- Participants folder with Seminar materials
- Tea/Coffee Breaks & Lunch available
- A Certificate

**Cancellation/Substitutions** No cancellation will be permitted once a registration form is received. However, substitution is allowed.

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