Benchmark and Improve Your IT Procurement

A hands-on workshop for senior procurement professionals with the latest best practice knowledge, tools and feedback to improve effectiveness and results

- **Discover the most comprehensive set of best practice tools and techniques in enterprise IT procurement and how to apply them**
- **Benchmark your current procurement methods and identify priorities for improvement**
- **Get a free guide book on solving specific procurement problems**

"The topics we raise here are critical to our businesses. There is nowhere else I know of where we can get together and tackle them at this level."

Profit from Experience

Although well established as a starting point for world class performance in business processes, benchmarking has not been widely applied to IT Procurement.

The PROBE benchmarking tool is based on a newly accepted ISO standard for procurement process assessment. Incorporating recommendations from the 12 most popular best practice guides, it provides a Europe-wide methodology that organisations can be confident to use.

This approach has been validated with 35 major European IT users in a year-long study to identify and understand which best practices are most effective in different business and procurement contexts.

Who should Attend?

Senior procurement managers from IT and Purchasing backgrounds. Recognising the need for better value and service from IT systems and suppliers, and for more effective internal processes, you will be:

- Involved with major IT acquisitions
- Determining strategy, requirements and selecting technology and suppliers
- Negotiating and implementing contracts with IT suppliers

"There is no group like this where senior people can get together looking at strategy and practice."

Quotations are from companies who have taken part in meetings of The Open Group's European Procurement Forum.

What will I Gain?

By attending this workshop you will:

- Learn where to find and how to apply relevant best practices for your needs
- Obtain a benchmarking report validating your good practices and highlighting improvement areas
- Learn how to plan and organise more effective procurement projects

You will also receive complimentary copies of three practical documents:

- *Beyond the Contract*, a new practical guide to Procurement Best Practice based on the benchmarking topics
- The *ISPL Guide Introduction*, on the effective planning and organisation of procurement projects
- The *European Benchmarking Report*, enabling you to compare results against 100 other companies

"If we are to remain leading edge in our use of IT we need to be aware of what is happening through a group like this."

The Workshop Covers

What Works and What Hurts

Gain a birds eye view of the best practice resources and guidebooks underpinning benchmarking, which IT procurement practices lower costs and increase success and which don't, how they can be applied to specific procurement issues, and measuring procurement project performance.

Preparing for Benchmarking

See the PROBE tool in action, learn how to use it, and how to interpret and compare the results.

Self Assessment

Use the PROBE tool live on notebook PCs to score your own organisation's procurement practices, print results, and provide confidential input to the European Benchmarking Database.

Making Improvements

Understand self-assessment results, create an improvement plan, and consider key improvement strategies and case studies.

AGENDA	
09.30	Workshop Introduction
09.45	Procurement Best Practice - What Works and What Hurts
10.30	Preparing for Benchmarking
10.45	*Break*
11.00	Self-Assessment – How do You Compare?
12.30	*Lunch-The Atrium*
13.45	Review Benchmarking Results
14.15	Making Improvements
15.00	*Break*
15.15	Better Procurement Management
16.00	Solving Common Challenges
17.00	Close

Better Procurement Management

Learn about the new ISPL planning, management and tracking method for procurements, especially projects with high services content. Examine ISPL's guidebook and tools for reducing procurement risks.

Solving Common Challenges

Introduces the European Acquisition Forum, and key agenda issues: Lease or Buy, Outsourcing, Supplier Strategies, Major Vendor Relations, Procurement Teamworking, Training & Skills. Collaboration opportunities.

16 November 1999 Reading, England

Call Now to Register

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This workshop is supported by the European Commission through the SPRITE S2 Programme PROBE Project

The Probe Pro ect

PROBE is a 12-month project partially funded by the European Commission to assist organisations in improving the way they purchase information and communications technology. The 100 IT user organisations involved benefit from the practical information being created and through interacting with other participants. *PROBE* will deliver a searchable online library of case studies on procurement improvement and innovation and a Europe-wide benchmarking database. They will be launched in February 2000, together with the new European Acquisition Forum.

The pen Group

The Open Group is a worldwide membership organisation of IT suppliers and buyers with combined IT budgets of over   25 billion annually. It develops and deploys standards, testing and branding for enterprise integration and the interoperability of solutions from different vendors. There are also quarterly conferences on strategic commercial and technology issues. The procurement programme focuses on commercial themes and priorities with European and US Enterprises. The Open Group is a founder member of the SPRITE Procurement Best Practice programme.

See The Open Group Web Site at http://www.opengroup.org

Workshop eaders

David Rose is an innovation and change consultant with extensive business experience in technology-driven organisations.   e has worked with The Open Group since 1   3 on new projects and ventures including organising the European Procurement Forum, forerunner of the SPRITE Procurement Best Practice projects. David is a key contributor to SPRITE, on teamworking and organisation development, and on research and case studies with participants.

Scott Hansen has 20 years experience as a procurement specialist managing IT systems and software projects involving external suppliers.   e has worked with user organisations and most of the major hardware suppliers. More recently, Scott has provided IT procurement consulting services across Europe, and co-ordinated the European Commission SPRITE Procurement Best Practice projects from which this workshop was developed.

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16 November 1999

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 ull workshop and location details will   e sent
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Workshop ee

GBP 1 5.00 + AT
 he workshop fee covers the costs of venue refreshments materials and e uipment.   his su sidised fee is made possi le   financial support from the European Commission.

ocation

Ape Pla a   he pen Group Head uarters is ad acent to Reading mainline railwa station.

B Train 30 minutes   fre uent service from ondon Paddington mainline station

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