

NEWSLETTER



IFPSM
INTERNATIONAL FEDERATION OF PURCHASING & SUPPLY MANAGEMENT

Upcoming IFPSM events 2016

IFPSM Asia Pacific meeting –
22 July, China

IFPSM Board meeting – 5
September, Kenya

SM Asia Pacific Virtual
meeting – 20 September

IFPSM Europe Meeting -
12/13 October,
Switzerland

IFPSM Asia Pacific meeting
– 4 November, Kuala
Lumpur, Malaysia

Upcoming IFPSM Events 2017

IFPSM Board meeting –
20 September, Taipei, Taiwan

IFPSM Council Meeting – 21
September, Taipei, Taiwan

IFPSM World Summit – 22 &
23 September, Taipei, Taiwan

Update from the President

It is hard to believe that we're already six months into my tenure as President – time does fly when you're having fun! It was my pleasure to welcome the IFPSM Board to Vancouver, Canada back in March, particularly because we celebrated the 100th Board meeting for IFPSM and we embarked on the federation's first ever strategic planning process.

During our intensive planning day, we started with a SWOT analysis of the environment within which IFPSM operates, and we also reviewed the feedback that members provided as part of our pre-work. With a dual focus on the needs of the IFPSM member institutes and the profession at large, we had the following outcomes:

We have proposed some updates to our vision and mission statements. They're not dramatic changes but there is added emphasis on collaboration and providing leadership. We agreed that our three core areas of activity are: membership, leadership and advocacy.

And then we identified the following strategic priorities in each of those three areas:



Membership	<ul style="list-style-type: none"> • Increase facilitation and collaboration • Increase effectiveness of IFPSM regions • Establish a robust sponsorship program • Consider an IFPSM PMI • Create a "knowledge bank"
Leadership	<ul style="list-style-type: none"> • Grow uptake of the certification programs • Provide global leadership on SC issues • Develop a research program leveraging universities and research institutes • After 2017, revisit the World Summit to make it a revenue positive event • Define, endorse and interpret standards • Stop individual awards and start association awards
Advocacy	<ul style="list-style-type: none"> • Develop communications package for stakeholders and a mechanism for demonstrating value • Define position on professional issues and establish advocacy platform on each issue

We then agreed on four priority items to focus on for the balance of 2016:

- Increasing facilitation and collaboration through the creation of a members-only marketplace on the IFPSM web-site and an on-line community forum where we can support each other's day- to- day operations and share resources and best practices
- Grow uptake of the certification programs, particularly with the launch of the new PAS
- Increase the effectiveness of the regions to take on a local facilitation role by conducting an analysis of institute maturity levels and strengthening the RVP role
- Develop the sponsorship program (partnership and resources)

We'll be looking for everyone's support in progressing on these priorities and we look forward to hearing how these activities and priorities meet your needs and expectations as IFPSM members. Please send any feedback to president@ifpsm.org.

IFPSM Launches the new Programme Accreditation Standard (PAS)

The PAS is the successor to the previous IFPSM Certificate of Competence and is only available to IFPSM full and Affiliate members.

The introduction of the IFPSM Global Standard (GS) which has been developed to recognise and accredit full degree equivalent programmes has generated the need to develop a more elementary curriculum assessment which recognises those programmes that train in the fundamentals of procurement and supply.

These programmes are more often than not a number of learning levels below the Global Standard (GS). However, all programmes submitted for assessment to the PAS must meet the requirement of delivering no less than 150 learning hours.

They are primarily vocational/operational in complexion and have significantly less guided learning hours than the GS.

In establishing this more basic level of accreditation, it allows IFPSM to fully accredit a wider range of programmes from introductory certificates, first year foundation degrees, simulated models and also shorter learning and development courses.

The new PAS is focused on providing IFPSM members with a signpost for their courses that ensures:

Relevance for today's procurement and supply chain environment

Applicable contemporary structure and content

Robust assessment checks and balances

Adaptability for the global environment

Differentiation from the Global Standard

The features of the PAS have been designed to streamline the previous process and structure of the Certificate of Competence, and to shift the focus from program content to the structure and process required to produce and deliver high quality learning programmes.

PAS - Application and Assessment

The GS assessment includes a site visit: this will be replaced by a Skype interview between the applicant and the assessor for the PAS assessment. The assessor will map the structure and requirements and produce a report which would be vetted by an independent accreditation board which should include two non IFPSM individuals.

The cost to the applicant IFPSM member is:

£1,000 per programme payable upon application and non-refundable.

Re-accreditation cost at the three year point - £500.

Please follow this link to access the full details and the application process for this exciting new members' exclusive opportunity: <http://www.ifpsm.org/wp-content/uploads/2016/06/PAS-May-2016.pdf>

IFPSM PAS Certificate of Recognition (COR)

As an added value service IFPSM can now produce an individual Certificate of Recognition (COR) for all candidates that successfully achieve a pass in a PAS accredited course or Global Standard programme.

The COR will have the IFPSM and the Provider's logo.

This certificate can be requested from the IFPSM secretariat by the provider by sending a verified list of individual names to IFPSM.

The cost of this service is £10 per student. The Certificates of Recognition would be sent to the IFPSM member association for their distribution to the successful student and will contain an unique hologram that shows the association and IFPSM logos.

IVE in Hong Kong and procure.ch in Switzerland have already placed orders for their successful students who have achieved the IFPSM Global Standard programme and other members such as SCMA have indicated that they see real value in this initiative as it provides further recognition to those individuals who have achieved the required standard within their programmes.



IFPSM Awards 2016

Do not forget that IFPSM is now actively seeking nominations for its three prestigious awards. These recognise the contributions made by individuals to the development of the profession of purchasing and supply management. If your association has its own awards, you may wish to nominate these individuals for one of the IFPSM awards. Nominations close on 31 July so you need to act swiftly and get them to Malcolm Youngson (m.youngson@ifpsm.org) as soon as possible.

The awards are as follows:

1. **Garner Thémoïn Award - Advancement of the Profession Award**

The **Garner Thémoïn Award** is presented to an individual whose modest, unselfish, sincere, and persistent efforts for the advancement of Purchasing, Supply Management and Logistics and whose able assistance and guidance to purchasing agents in their endeavours have eminently qualified him/her for one of the highest IFPSM awards.

2. **Hans Ovelgönne - Purchasing Research Award**

The **Hans Ovelgönne Award** is made to an individual from a University, Company or Association for their outstanding contribution to the development of Purchasing and Supply Management based on Research and Development studies and works.

3. **Lewis E. Spangler - Purchasing Professional Award**

The **Lewis E. Spangler Award** is made to an individual coming from a Company or Association where he/she has proved an outstanding commitment to the profession of Purchasing and Supply Management by evidence of successful contribution to the bottom line as well as by support given to their collaborators in the field of Education and Training.

IFPSM Market Place – a new web based tool

On 10 March 2016, the leadership of the International Federation of Purchasing and Supply Management (IFPSM) met in Vancouver, Canada to develop a strategic plan to guide the work of the organisation over the course of the coming three-year planning horizon.

In addition to identifying a clear strategic direction for IFPSM, members of the Board also sought to be innovative in identifying new strategies and approaches that would truly enhance the value IFPSM offers its member organisations.

A key strategy identified was to “Increase Facilitation and Collaboration within Member Associations”.

Hence as one objective to support this strategy it was agreed that a new IFPSM Web based service should be created to enhance collaboration between association members of the Federation.

It is intended that this service should be created and implemented by the Autumn of 2016.

The IFPSM Market Place will be a web based tool where all association members can place their products and services in a central place which in turn will allow other members to identify these products and services so that they can then identify areas for cross association collaboration and partnership development.

The Market Place will allow associations to have their information uploaded onto the the IFPSM Market Place, across a wide range of categories and services areas including PDF documents with their contact details.

Associations can then search for products and services across the Market Place and make direct contact with the association that they wish to develop collaboration and partnerships with.

The Market Place will also encourage members to identify areas where they are seeking collaboration with other associations such as event promotion, product development etc.

Members Call for Action

The project has now reached the phase where we need members information to populate the new section of the IFPSM Web Site.

Once the members information has been captured the Market Place initiative will be demonstrated at the 5th September IFPSM Board meeting and if endorsed will be launched immediately after that date.

To meet these deadlines we need to collect members information as soon as possible and no later than **Friday 29th July**.

Please follow this link to access a table that outlines the information that needs to be collected and then used to promote your associations products and expertise: <http://www.ifpsm.org/wp-content/uploads/2016/06/Market-Place-Call-To-action.doc>

The table is not definitive as there may be areas that member's products and services do not naturally fit within the headings.

In this case, members are invited to submit their information concerning these products and services in addition to completing the table.

The information will then be uploaded to the new section of the website and once the IFPSM Board has approved the design it will go live immediately after that.

As with all projects of this nature, meeting deadlines is important so that the project can be delivered as planned and hence I would really appreciate your support by returning the attached form as soon as you can.

IFPSM introduces Mentoring for its Member Associations

William Blake's watercolor of "Age teaching youth", a romantic representation of mentorship. Blake represented this type of relationship in many of his works.

"Mentoring" is a process that always involves communication and is relationship-based, but its precise definition is elusive, with more than 50 definitions currently in use.

One definition of the many that have been proposed is:

Mentoring is a process for the informal transmission of knowledge, and the psychosocial support perceived by the recipient as relevant to work, career, or professional development; mentoring entails informal communication, usually face-to-face and during a sustained period of time, between a person who is perceived to have greater relevant knowledge, wisdom, or experience (the mentor) and a person who is perceived to have less, the mentee.



Mentoring in Europe has existed since at least Ancient Greek times.

At the core of the IFPSM philosophy is to support associations within the IFPSM membership through collaboration and sharing best practice.

The IFPSM membership represents a cross section of associations which are fully mature, growing and developing rapidly, to embryo associations that are just starting their journey of development.

All associations can learn from each other no matter what stage of development that they have reached and our shared vision to support the development of the profession allows members of IFPSM to proactively support each other.

Our unique network offers individual experts across all aspects of association development.

Within your association's team of staff and volunteers you will have experts who may wish to become mentors to others who would benefit from their areas of specialism.

IFPSM intend to facilitate a simple process where associations can share their expert knowledge with other members who are looking for advice and support in these areas.

What commitment may be required?

This can only be answered by the two parties, initially a Skype meeting would be arranged between the two individuals which would allow an introduction to be made and an initial discussion takes place that would expand on the type of mentorship and subject.

It may be that after the Skype meeting the mentor and mentee may agree future Skype conversations or email contact. The partnership may well develop further into a personal contact at IFPSM regional meetings.

It will be important for the mentor and mentee to agree at an early stage their boundaries regarding time commitments.

Mentorship Subjects

Members of IFPSM who have experience in specialised association development subjects or wish to develop a relationship with a mentor within a specific area/region are encouraged to contact the IFPSM secretariat where an initial matching process can be implemented.

Please see below a table that colleagues can use and send to the secretariat that outlines areas of expertise. This document will allow IFPSM to match mentors with mentees.

IFPSM Programme	Mentor	Subject	Mentor Name and Association	Mentee Name and Association
		Income Stream Development		
		Conference Planning		
		Certification Programme Development		
		Partnership Programmes		
		Membership Recruitment		
		Membership Retention		
		Advocacy		
		Board Development		
		Volunteer Recruitment		
		Volunteer Development		
		Financial Management		
		Human Resource Management		

The table may not cover all areas where mentors and mentees wish to support each other so please add additional areas which are not covered.

Mentoring cannot only provide benefits to the mentee but also to the mentor and their organisation. Mentors can benefit from personal development through supporting others and their association can benefit from supporting and working in partnerships with other organisations which may lead to a business advantage.

IFPSM World Summit 22 - 23 September 2017 - Taipei, Taiwan



Your World Summit Project Team led by the IFPSM President has made excellent progress with developing the theme and programme for the World Summit in 2017.

The theme of the 2017 summit is **“Sustainability ensures Success”**.

Prior to the World Summit, on **21st September** there will be the IFPSM Council meeting, so please ensure that you have this date pencilled into your schedules.

During the evening of the 21st, after the Council Meeting, there will be an opportunity to discover Taipei through an evening networking event.

The Project Team is also designing a variety of optional partner tours of one to three days in duration.

Taipei offers unique opportunities to discover an amazing city which is rich in heritage and history. Members may wish to consider the World Summit opportunity to extend their stay either prior to, or after the World Summit and explore Taiwan and the Asia region.

Day one of the World Summit will be exclusively open to all members of IFPSM and focus on topics that are of relevance to associations and led by international experts.

The Project Team has already secured a fully sponsored gala dinner which will take place that evening.

Huge thanks to SMIT for attracting the sponsor for the dinner and also to Steve Lai for his incredible leadership in achieving this.

The second day of the World Summit will be open to all members of IFPSM and we will also invite practitioners to attend. The plan is to deliver a series of plenary sessions and workshops which compliment the World Summit theme and which will be of relevance to association executives and practitioners.

The second day will culminate in a debate around the future of the profession.

An informal social event is currently being planned for the evening of the second day.

All members of IFPSM are encouraged to submit their recommendations for workshop titles for both day one and day two plus recommend key note plenary speakers.

In addition to the above recommendations, the Project Team would welcome offers from members who would be prepared to run **"Association Best Practice"** workshops during the World Summit that illustrate specific case studies from their own association's development journey.

Currently SCMA and PASIA have offered to host best practice workshops.

It would very much appreciated if the IFPSM Secretariat could receive your suggestions by Friday **29th July** so that these can be considered as the programme is being further developed and announced over the next few months.

The World Summit Project Team has also developed a sponsorship proposition, please follow this link to access the full sponsorship proposition: <http://www.ifpsm.org/event/ifpsm-world-summit-2017-sponsorship-proposition/>

The Project Team do need your help to publicise this proposition as widely as possible.

The various packages are designed to deliver real value to sponsors before, during and after the World Summit and provides excellent engagement opportunities to organisations who wish to partner with IFPSM, National Associations and Practitioners.

It would be fantastic if you could use this document to alert relevant organisations that you are in contact with to ensure that we maximise the opportunity that the Word Summit offers to the Federation.

We are well advanced with the planning for the 2017 World Summit and with the amazing support of our host association, SMIT, I am very confident that we will deliver the best World Summit ever.

The final programme will be available later in the year and this will be circulated to you at that time.

Please ensure that you have scheduled the dates and I look forward to receiving your suggested topics for the programme and your promotional support of the sponsorship proposition.

IFPSM MEMBER SPOTLIGHT



BUNDESVERBAND MATERIALWIRTSCHAFT, EINKAUF
UND LOGISTIK IN ÖSTERREICH

BMÖ - Bundesverband Materialwirtschaft, Einkauf und Logistik in Österreich (Austrian Association of Materials Management, Purchasing and Logistics) is a group of active and committed representatives in the fields of purchasing, supply chain management, materials management and logistics of distinguished Austrian companies.

The purchasing department is the interface between customer wishes and the possibilities offered by the supply market. The department also takes a big role regarding the communication between all internal and external stakeholders. The strategic function of purchasing is to influence time, costs, quality and innovations. More than 70% of a company's activities are acquisitions. Therefore, the purchasing managers have a big responsibility. Each Euro which can be saved increases the profit of the company. As a result, the purchasing department takes a very important role regarding the strategic targets of a company.

The BMÖ was founded with the aim to support and strengthen the role of purchasing within companies. The association protects and promotes the further development of purchasing, supply chain management, materials management and logistics in Austrian companies. BMÖ established a comprehensive network with a wide range of offers. We are standing for a dynamic purchasing and supply management.

Further, the BMÖ provides a wide network. Through our conferences, expert dialogues, round tables, sourcing days and our annual conference "Österreichisches EinkaufsForum" purchasing and supply chain managers get access to relevant information, trends and developments in their field of work.

In Autumn 2015 the BMÖ started a task force to discuss the current topics - Big Data, Internet of Things, Industry 4.0 and the consequences on purchasing and supply chain management. The group consists of more than 10 managers of different Austrian companies. The aim is to provide a road map for small and medium sized companies and further to improve the competitiveness and innovative strength of the Austrian industry.

At the annual conference "Österreichisches EinkaufsForum" managers meet to discuss different current topics in purchasing



Each year more than 100 managers of the fields of purchasing, materials management, logistics and supply chain management meet at the annual conference of the BMÖ called „Österreichisches EinkaufsForum“.



The BMÖ is happy to announce the winners of the award "Austrian Supply Excellence & Industrie 4.0 Award 2015". The winners are following companies: AVL List GmbH, ÖBB-Holding AG, Österreichische Post AG.

and supply chain management. At the gala event, on the evening of the first conference day, the award ceremony takes place on behalf of the “Austrian Supply Excellence & Einkauf 4.0 Award”. The award promotes solutions along the supply chain.

The BMÖ-academy offers different educational programs including our Certified Professional Program and our academic MBA-program. Those programs are directed at managers and employees who work in purchasing and supply chain management. We also provide in-house training.

Contact information:

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The BMÖ-academy provides different types of extra-occupational educational programs.

IFPSM Global Standard Board

After more than 5 years of dedicated service Dr Paul Davis has decided that the time was right at the Global Standard Board meeting on Friday, 24th June in Amsterdam to stand down from his position as Chair.

Dr Davis has played a vital role in the successful development of the Global Standard which has seen significant growth in applications over the last few years particularly from the Asia and Africa continents.

Dr Davis has provided superb leadership of the Global Standard Board and has supported the IFPSM community both as Chair and also through being an advocate for the profession over many years.

While Paul will no longer have a close involvement with IFPSM over the next period of time he has offered to continue to make himself available to the IFPSM community when his advice is sought.



Paul Davis being presented with the President's Award by Soeren Vammen at the IFPSM World Summit 2015 dinner in Barcelona

Paul will continue his academic work but is also developing a new business in the Irish Whiskey industry and has planned to open the first new distillery in Ireland for many years in the near future.

On behalf of the whole IFPSM family, I would like to place on record our sincere thanks for his support and commitment and wish him all the best for what seems to be a very exiting future.

During the Global Standard Board meeting Margaret Bowden BSc, MPA, PEng the CEO of Medbuy in Canada was confirmed as the new Global Standard Chair.

Margaret has been a member of the Board for many years and this provides excellent continuity and of course her professional experience will continue to benefit the Global Standard into the future.

A full bio of Margaret will be issued over the next few weeks.

On behalf of IFPSM, we would like to congratulate Margaret on this new role and also to thank her for the ongoing commitment and support.



During the Global Standard Board meeting we also welcomed a new member to the Board, Dr Kune-Muh Tsai from Taiwan. Dr Tsai is a professor of the Department of Logistics Management and Dean of College of Management at NKFUST - National Kaohsiung First University of Science and Technology, Taiwan.

As Dean of College of Management at NKFUST, Professor Tsai leads a team to promote the AACSB (Association to Advance Collegiate Schools of Business, based in U.S.A.) accreditation for College of Management and College of Finance and Banking.

Dr Tsai will provide his international expertise to the Board and on behalf of IFPSM we welcome his appointment and look forward to benefiting from his expertise and experience over the upcoming years.

Malcolm Youngson
CEO IFPSM

