

CIPS

“The Voice, The Standard of Procurement & Supply”

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Leading global excellence in procurement and supply

CIPS. Who are we?



Established in 1932 to “promote and develop for the public benefit the art and science of purchasing and supply...”



The largest global professional body in Procurement and Supply



The global standard for the profession

- Mandated by sovereign countries, multi-lateral agencies and multi-national companies



The only professional Procurement & Supply qualifications to degree level, independently regulated

Who we work with...



...a number of governments, NGO's, Multinational and local organisations to build capability and create sustainable and ethical procurement and supply chain practices across the organisation.



إكسبو 2020 دبي
دبي، الإمارات العربية المتحدة
DUBAI, UNITED ARAB EMIRATES



The World is Changing

Key Trends / Concerns

- Cyber security
- The ideas economy
- Increasing supply risk
- Industry convergence
- Technology – Ind. 4.0

Changing Business Models

- Digital economy
- The “Uber” effect

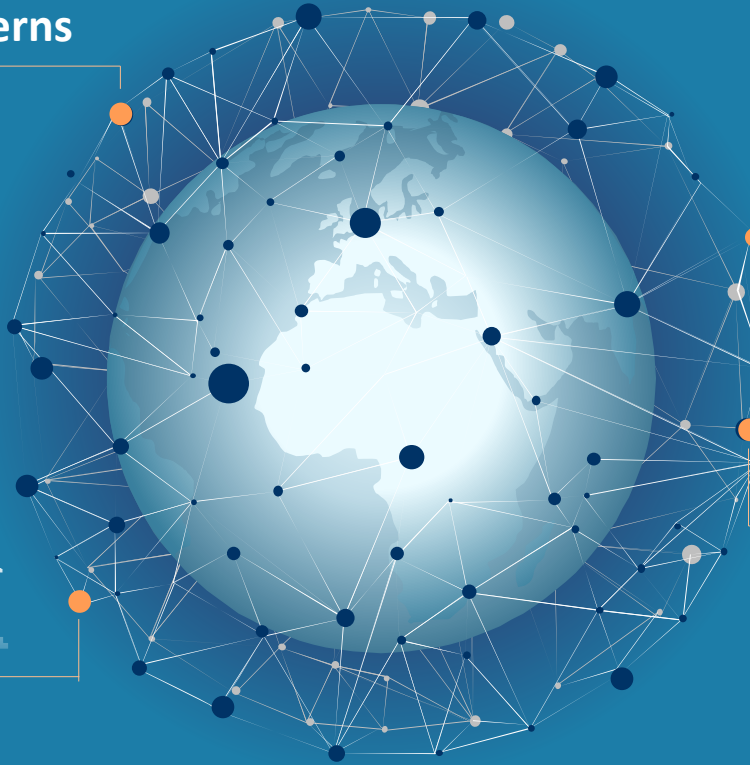
Ethics and Compliance

- Corporate Social Responsibility

Public Procurement



- 10-20% of Global GDP



The Evolution of Procurement



Now...



Early 2000's



- 1990's

Strategic World Class...

- Category Management
- Input at boardroom level
- Innovation
- Mandated spend management
- Commercial advisers
- Corporate Social Responsibility

Strategic Sourcing

- Collaborative Buying
- Outsourcing

Supply Chain Management

- Supply Partnerships
- Supplier Relationship Management

Administrative

- Contract management
- Purchasing

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What is stifling advances in Public Procurement?



Lack of **investment** in **Capability** development



Over-reliance on **law**, less focus on **Codes of Conduct** with enforcement.

Licencing the procurement profession



Those who spend other people's money without being qualified to do so are "enthusiastic amateurs..."

Margaret Thatcher, UK Prime Minister, 1979 - 1990



We will establish a Code of Conduct which will allow for clear sanctions against practitioners who breach procurement ethics. These sanctions could include demotions, dismissals and black-listing.

Hon. Sarah Adwoa Safo, Minister for Public Procurement – Republic of Ghana. 2019

Licensing the procurement profession

<p>Medical</p> 	<p>Human responsibility: Patient health safety and welfare</p> <p>Estimated Quantum per annum: One GP = 1800 patient average</p> <p>Typical risks: Chronic or acute adverse health or death</p>	<p>Accountancy</p> 	<p>Human responsibility: Client financial overall protection and welfare</p> <p>Estimated Quantum per annum: One accountant = 200 client average</p> <p>Typical risks: Error/fraud leading to financial loss</p>
<p>Dentistry</p> 	<p>Human responsibility: Patient health safety and welfare</p> <p>Estimated Quantum per annum: One dentist = 2300 patients average</p> <p>Typical risks: Chronic or acute pain and complications</p>	<p>Legal</p> 	<p>Human responsibility: Client safety overall protection and welfare</p> <p>Estimated Quantum per annum: One solicitor = 250 client [final] impact</p> <p>Typical risks: Client loses case implications various</p>
<p>Procurement & Supply</p> 	<p>Human responsibility: Workers and stakeholder health safety and overall welfare</p> <p>Estimated Quantum per annum: Industrial procurement professional = 3000 workers average and stakeholders unlimited</p> <p>Typical risks: Life of misery, hardship and poor health, vulnerability, premature death, stakeholder health and safety exposure</p>		

Ethics in Procurement & Supply

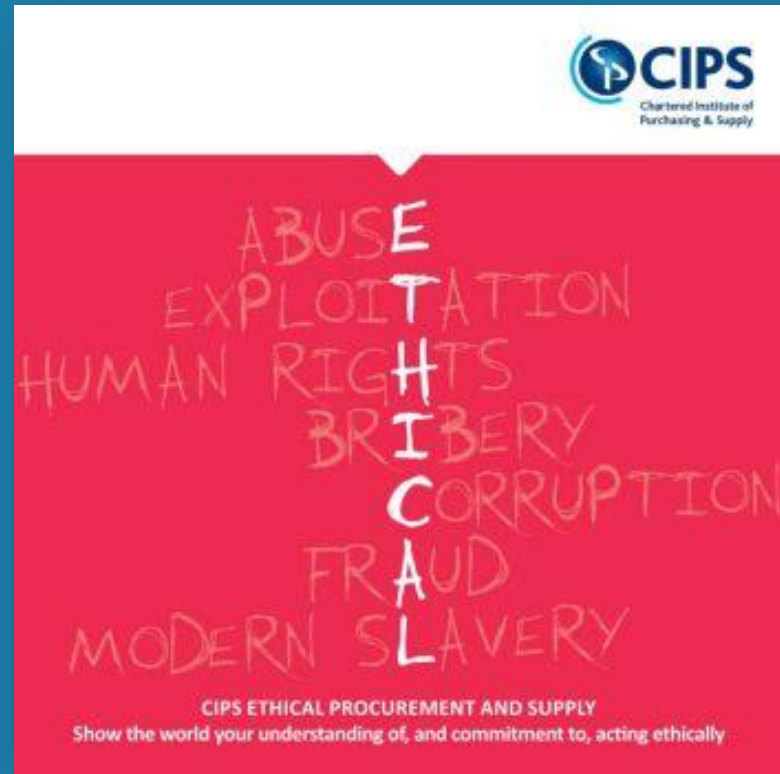
45.8m people are forced to live in slavery

Third world 20% leakage in government budgets due to fraud

More than US \$1 trillion are paid in bribes annually

Corruption adds 10% to the cost of business and 25% to public procurement in developing countries

Every day 6,300 people around the world die from work-related accidents or diseases





The globally recognised standard

Qualifications contextualised in accordance with the region, country or organisation.

Chartered – Advanced professional licence

MCIPS – your professional licence

Professional diploma in procurement and supply

Advanced diploma in procurement and supply

Diploma in procurement and supply

Advanced certificate in procurement and supply operations

Certificate in procurement and supply operations



Creating a Procurement Centre of Excellence



People

- Licenced professionals
- Ethically certified
- **Skilled commercial managers**
- Category specialists
- Technologically fluent
- Emotionally intelligent



Systems

- Key enablers
- Appropriately deployed



Infrastructure

- Framework for success
- Laws and policies
- **Enforcement**
- Facilitation



Processes

- Fit for purpose
- **Aligned to strategy**
- Compliant
- Sustainable

Case Study: Generating Investment



“...achieving the CIPS Procurement Excellence award is a testament to all of our planning and hard work, which will help to ensure the delivery of an exceptional Expo.” **H.E. Reem Al Hashimy – UAE Minister of State for International Co Operation and Director General of Dubai EXPO 2020.**

Case Study: Capability Development



ADNOC have an in-house CIPS accredited procurement academy.

Over 700 ADNOC employees are enrolled on the Applied Learning programme designed to build group-wide skills and capacity across the procurement function.



Licensing the profession: CIPS / UNDP Press Statement (2015)

Building on a unique partnership between UNDP and CIPS, today (29 July 2015) UNDP has joined CIPS in stating their support for the creation of a **professional procurement licence**.

The intention would be to **improve corporate governance, transparency and anti-corruption measures** and **recognize the importance of the profession for sustainable development**.

The drive behind such an initiative is to ensure a **greater accountability for organisations and individuals**. In effect a licence will ensure that procurement professionals will have the **appropriate skills and qualifications** to manage the procurement function properly and optimally use the resources of the organisation while supporting its performance.

UNDP/CIPS Procurement Training & Certification: 5000+ UNDP staff qualified



United Nations Development Programme

In Co-operation with The Chartered Institute of Procurement & Supply (CIPS)





Creating a Procurement Centre of Excellence

Procurement Engagement Models

