

2-Day Intensive Workshop on

Supply Chain Risk Management

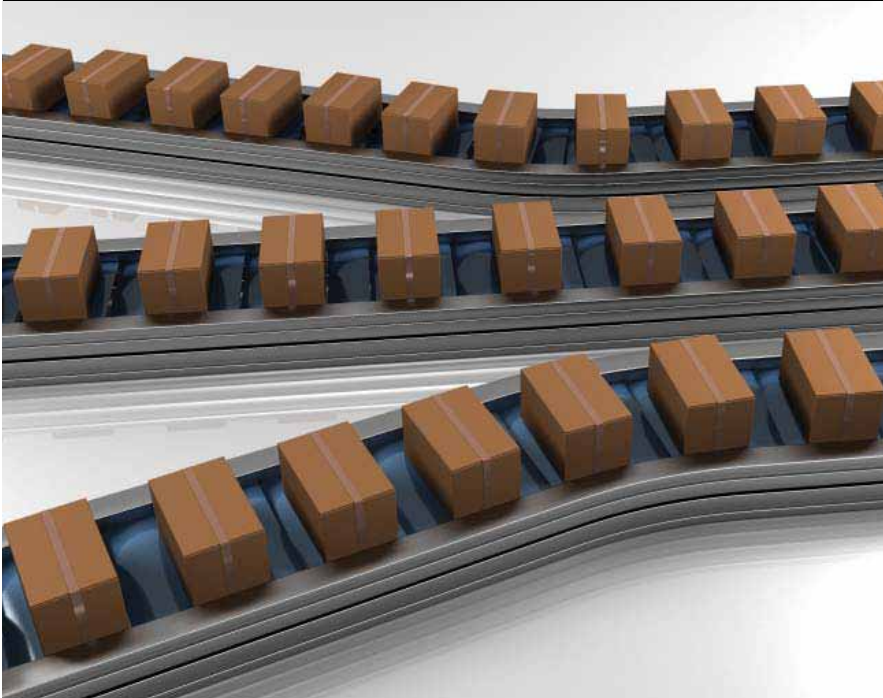
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Identify, Evaluate & Mitigate Your Supply Chain's Strategic & Operational Risks in Today's Economic Downturn!

IN 2 LOCATIONS!

▶ 22 – 23 June 2009
The Excelsior, Hong Kong

▶ 25 – 26 June 2009
Holiday Inn Atrium, Singapore



Unique Features:

- Tools to **identify & measure** different aspects of risk management
- Progressive approach to understanding contexts for **risk identification & control**
- **Immersive learning sessions:**
 - Supply Chain Risk questionnaire analysis
 - Case studies from different sectors including **IT, Automobile, Telecommunications, Airline & others**
- Highly interactive sessions with **tailored action-learning experiences** to obtain immediate feedback from the workshop leader & peer delegates

Led By:

Gerry Mattios, Head of Practice, Procurement & Supply Chain, Atos Consulting Asia Pacific



- Experience in delivering projects with over 30 supply chain & procurement consultants in Asia
- Worked in senior purchasing positions in industries across Europe & Asia before joining *Atos Consulting*
- Advised companies such as *Chem China, UK Ministry of Defense, Airbus, Ford, Caterpillar* & others on global sourcing & strategic supplier management
- Trusted advisor to CPOs & procurement executives

Workshop Highlights:

- Analyse the **nature & scope of risks** for your supply chain
- Assess the **sources of risks** & the **likely impact** of those risks upon your purchasing & supply function
- Plan & implement an appropriate **risk management process** in order to protect your supply chain
- Examine how the **economic downturn** can bring about **potential risks in supply chains**
- Understand how **supplier appraisals, pre-qualification of suppliers & contract monitoring** can help to mitigate risks
- Develop systems for **testing risks & monitoring them** accordingly
- Implement **risk management principles** to various **purchasing & supply management scenarios**
- Determine the implications of **international trade risk** & risk management in **low-cost country sourcing**
- Apply a range of techniques to **mitigate risk proactively & reduce consequential losses** in the instance of a risk event occurring
- Share the understanding of building a **risk-aware culture** within organisations

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Obtain Vital Knowledge on Executing a Cost-Effective Supply Chain Risk Strategy & Mitigation Plan!

Over recent years, businesses have responded to growth in demand and price pressure by exploiting global manufacturing and supplier advantages. However, the drawbacks of this globalisation agenda are longer lead times, heavier reliance on logistics and weaker supplier relationships, which are often overlooked during a growth cycle. With the current downturn, businesses are faced with volatile and unpredictable demand, tighter inventory controls, possible supply disruption due to a shrinking supplier base and various other supply chain vulnerabilities. Therefore, it is imperative to re-calibrate your supply chain needs and understand how to manage such risks so as to tide over the financial crisis.

**Do you understand these vulnerabilities and how they can affect your supply chains?
Does your supply chain team have the capability to identify these vulnerabilities and present plans to mitigate them?**

Can you anticipate disruptive events and respond to them promptly?

This intensive 2-day workshop on “**Supply Chain Risk Management**” has been designed to equip you with valuable skills on recognising, measuring and mitigating risks in your supply chain. Glean insights and techniques on **how to** build a risk management strategy, formulate a risk management process, address potential risk challenges in this downturn and manage contractual issues. Evaluate risks pertaining to international trade, develop a business continuity plan to control and mitigate risks and entrench a risk awareness culture in your organisation. Gerry will lead you to discuss supply chain vulnerabilities and provide you with principles and actions that can be taken to counter these vulnerabilities, which are especially crucial in today’s economic downturn.

Improve your supply chain decision making for greater assurance of reduced risk on investments!

Register *today* and attend this workshop to gain the benefits of enhanced supply chain risk management!

About Your Workshop Leader

Gerry Mattios, Head of Practice, Procurement & Supply Chain, Atos Consulting Asia Pacific

Gerry has worked in senior purchasing positions in industries across Europe and Asia before joining Atos Origin’s Business Consulting function in 2005. He now heads the Procurement & Supply Chain Practice for Asia Pacific with over 30 supply chain and procurement consultants delivering projects in Asia. Throughout his consulting career, he has advised companies such as *Chem China, UK Ministry of Defense, Airbus, Ford, Caterpillar* and others on global sourcing and strategic supplier management. Gerry is also a trusted advisor to CPOs and procurement executives and a regular speaker at procurement conferences. He holds an MBA from CASS Business School of London and a BSc on Transport Management from Aston University.

Atos Origin is one of the largest IT integration and consulting companies with more than 46,000 employees globally and operating in 48 countries. It is also the worldwide IT partner for the Olympic Games.

Who Should Attend

CPOs, VPs, Directors and Heads in charge of Strategic Sourcing, Procurement, Purchasing, Supply Chain, Supplier Relationship Management, Commodity, Category, Contracts, Buying and Training

Be a Sponsor Now!

Secure and grow your organisation’s market leadership positioning by becoming one of our prestigious corporate sponsors. Our **Supply Chain Risk Management** workshop presents your organisation the unique opportunity to showcase your company’s capabilities, innovations, technology solutions platforms, products and services. Capture the interests and influence the decisions of key industry players through various sponsorship options:

Speaking Sessions ~ Luncheon ~ Exhibition Space ~ Promotional Materials ~ Customised Packages

To learn more about Sponsorship & Exhibition opportunities, please contact (Ms) Valerie Low at (65) 6372 2216 or valerie@conferences.com.sg

To Register: ☎ (65) 6372 2201 📠 (65) 6227 1601 ✉ lorraine@conferences.com.sg

Session 1: Understanding the Nature of Risk in Supply Chains

- Defining the terminology used in risk assessment and management
- Analysing potential sources of risk to organise from different perspectives
- Using appropriate segmentation tools to understand the different sources of supply vulnerability

Practical Exercise

What do you think procurement professionals/buyers of the future look like?

Session 2: Positive Benefits of Risk Management for Organisations by Reducing Exposure to Uncertainty

- Recognising that risk management leads to increased confidence both internally and externally
- Preparing for situations where the organisation's reputation may be at risk
- Predicting the impact of changes in the business environment on your supply chain
- Giving examples of the benefits that can be derived from improved risk management

Session 3: How to Select & Build a Risk Management Strategy

- Describing an appropriate risk policy
- Outlining the purpose of a risk management strategy and framework
- The key components of a risk management strategy
- How a risk management strategy will affect the selection of supply chain strategies

Session 4: Identifying & Formulating a Risk Management Process

- Applying a range of qualitative and quantitative risk identification and analysis techniques
- Evaluating the probability of a risk occurring in particular circumstances, the possible consequences and the potential range of mitigating actions required
- Developing an appropriate risk register for the purchasing and supply function, together with procedures for monitoring and managing the key risks identified
- Proposing ways in which third party supplier resources are used to reduce risk and mitigate losses during a risk event

Practical Exercise

Learn how to identify, register and analyse key risks in your supply chain.

Session 5: How the Macro-economic Downturn Brings About Potential Risks in Supply Chains

- Economic situation and trends overview
- Analysing the impact to the supply chains of some industries

Interactive Discussion

Potential risk identification and analysis

Case Study

Risk Management Programme at a multinational IT company

Session 6: Handling Contractual Issues

Contractual issues are too significant to ignore. This session reflects on the practical considerations to mitigating losses when contracts fail and the corrective actions after the failure.

- Recognising how contracts can fail to deal with specific scenarios
- Understanding ways to mitigate consequential losses
- Applying the most appropriate corrective actions after failure of the contract

Case Study

US automobile company vs. Japanese automobile company

Session 7: Risks Specific to International Trade

- Possible causes of delays and damages in your supply chain when dealing with international trade
- Assessing the implications of different standards and operations in international trade and the effect on sourcing and supply chains
- Risk management in low-cost country sourcing
 - What is low-cost now?
 - Where will the next low-cost arena be?
 - How to respond to rising costs in China?

Case Study

Different approaches to handling single-sourcing risk in the telecommunications industry

Session 8: Developing Monitoring & Control Techniques for Testing Risk & Contingency Plans to Overcome Risk Situations

- Various methodologies and tools used in risk monitoring and control
- Discussing the role of technology in mitigating risks
- Key components of a business contingency plan and how a business continuity plan is put into practice
- Key contingency measures used by a business contingency plan
- Benefits of business contingency planning from the operational, financial and reputational perspectives

Case Study

Innovation in products but not in supply chain – A lesson from the airline industry

Session 9: Building a Risk Awareness Culture Within Organisations

- Defining risk awareness and the benefits of awareness
- Describing an appropriate communication programme to promote risk awareness
- Promoting a risk awareness culture among key elements of the supplier base
- How suppliers can assist in the promotion of risk awareness
- The impact of a risk event at the functional level
- The benefits of a cross-functional team when assessing, preventing and minimising risk

Supply Chain Risk Management Workshop

22 – 23 June 2009, The Excelsior, Hong Kong | 25 – 26 June 2009, Holiday Inn Atrium, Singapore

5 Ways to Register or Enquire

Contact Ms Lorraine Tiang via:

- 1 Tel : (65) 6372 2201
- 2 Fax : (65) 6227 1601
- 3 Email : lorraine@conferences.com.sg
- 4 Web : www.conferences.com.sg
- 5 Post : Pacific Conferences Pte Ltd, 5 Shenton Way, #26-08 UIC Bldg, Singapore 068808

Please register the following delegate(s) for the event

(Please photocopy for more delegates)

- 2-Day Workshop: Hong Kong, 22 – 23 June 2009 Singapore, 25 – 26 June 2009
- I would like to claim a 10% discount as a member of PASIA SIAA SIMM (Membership number): _____
- I am unable to attend but please put me in your mailing list
- I am interested in sponsorship opportunities

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Workshop Fee	Early Bird (Payment Before 20 May 09)	Regular (Payment After 20 May 09)
Hong Kong / Singapore	S\$1395	S\$1595

** Package discount is available if you also register for our May 09 "Strategic Sourcing in Asia" workshop. For more information, please contact lorraine@conferences.com.sg

Important Note

- Singapore registered companies need to pay fee with additional 7% GST.
- Only corporate registrations will be accepted.
- Group Discount:** Groups of 3 or more booking at the same time from the same company and of the same billing source will receive a 10% discount off the total delegate fees.
- Early Bird Promotion:** Fees will only be valid if payment is received by 20 May 2009 after which Regular fees will apply.
- Full payment is mandatory upon registration for admission to the event.**
- Walk-in delegates will only be admitted on the basis of space availability at the event and with immediate full payment.
- Fee includes lunch, refreshments and documentation.
- The organiser reserves the right to make any amendments that it deems to be in the interests of the event without any notice.

Cancellations & Replacements

A replacement is welcome if you are unable to attend. A full refund less 10% administrative charge will be made for cancellation received in writing by **27 May 2009**. A 50% refund and a set of workshop documentation will be given for cancellation received by **10 June 2009**. Regrettably, no refund can be made for cancellation received after **10 June 2009** or for "no show" participant. You will however receive a set of documentation.

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Payment Methods

All payments to be made payable to **Pacific Conferences Pte Ltd** in **S\$** and are nett of bank charges. **Bank charges are to be borne by registrants.**

Please tick and fill in the following:

- Cheque / Bank Draft No.**
Please mail payment in S\$ with registration form to **5 Shenton Way, #26-08, UIC Bldg, Singapore 068808**

- Overseas delegates may pay by **Telegraphic Transfer** to **Pacific Conferences Pte Ltd**
A/C: 201-328-051-9, United Overseas Bank, Anson Rd Branch,
10 Anson Rd #01-01 International Plaza, Singapore 079903

Please fax confirmation of bank transfer to Lorraine Tiang at (65) 6227 1601 **quoting your company's name, delegate's name and invoice number** on your fax and bank transfer.

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Workshop Venue & Hotel Reservation

The Excelsior, Hong Kong 281 Gloucester Road, Causeway Bay, Hong Kong Tel: (852) 2894 8888 Fax: (852) 2895 6459 Email: talee@mohg.com Attn: Tammy Lee – Banquet Coordinator	Holiday Inn Atrium, Singapore 317 Outram Road Singapore 169075 Tel: (65) 6733 0188 Fax: (65) 6734 3968 Email: res@hiatrium.com Attn: Oliver Tey – Business Development Manager
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Hotel room reservation and hotel billing are to be made by delegates directly with the Hotel. To enjoy applicable corporate room rates, please quote **"Supply Chain Risk Management Workshop"**. Hotel reservation and travel arrangements are the responsibility of the registrant.