



# AT NIGP FORUM 2011

NIGP PRODUCTS AND SERVICES EXPOSITION

NIGP SERVICES PAVILLION

629

FORUM SCHEDULE



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FRIDAY AUGUST 26TH – 11:30-12:30:

## Developing and Implementing a Savings Delivery Blueprint

presented by Luke Spikes - Spikes Cavell

The pressure is on. Delivering savings is no longer one of a number of initiatives fighting for time and attention. It has risen to the top of all public sector bodies' priorities. Better leveraging what you know about what you spend on goods and services can play a significant part in delivering cash savings. This presentation uses a real "Savings Opportunity Assessment" to illustrate how to begin to create a "Procurement Savings Blueprint" for your own organization.

FRIDAY AUGUST 26TH – 3:00-3:30:

## Spend Transparency – spotlight on spend 140

presented by NIGP and Spikes Cavell

It is coming. At the demand of their citizens and elected officials, more and more public sector agencies are publishing detailed data about their budgets, contracts and procurement spend online in an effort to become more transparent. States have even begun mandating transparency of public sector organizations within their state beyond state agencies. Whether you are interested in transparency or concerned that you'll be asked to implement it, this session will be a live demonstration of how you can increase the speed of delivery and decrease the staff time and resources required to achieve spend transparency.

SATURDAY AUGUST 27TH – 11:30-12:00:

## Spend Analysis, Spend Management and Strategic Sourcing – the NIGP Observatory 140

presented by Luke Spikes and Jonathan White - Spikes Cavell

In order for procurement teams to save money and meet their policy goals, they should start with a clear picture of how much is spent, on what and with who. Twenty of your fellow NIGP member organizations are using the NIGP Observatory to get better visibility over their agency's spend to find savings, manage maverick buying and identify collaborative procurement opportunities in a way that was simply not possible through existing financial management and purchasing card systems. Come along and see what you could achieve with the same visibility through the NIGP Observatory in this live demonstration.

SUNDAY AUGUST 28TH – 10:00-11:30:

## A Spend Analysis Case Study – The NIGP Observatory

presented by William Ward, Purchasing Manager, City of Lee's Summit, MO; Rick Gay, Baltimore County Public Schools, Timonium, MD; Norma Hall, Program Mgr Training, Strategic Planning, Performance Measures, State of South Carolina, Columbia, SC and Jonathan White, Territory Manager – Spikes Cavell

The NIGP Observatory was launched a year ago and today, 30 organizations have participated in the process. They have already received better visibility over their expenditure to find savings which offers ways to manage maverick buying and identify cooperative purchasing opportunities. Hear the real results from those who have realized results through use of the NIGP Observatory.

SUNDAY AUGUST 28TH 4:00-5:30:

## How To Measure Savings and Show the Value of Procurement

presented by Jonathan White, Territory Director – Spikes Cavell

Are you looking for a way to measure the efficiencies and savings delivered by the work of your procurement team and demonstrate the value that you bring to your organization? NIGP is proud to introduce its latest member benefit, Measure. Measure is a web-based application that can capture, collate and analyze the value, type and source of efficiencies for your current and future projects. This session covers what Measure is, why an organization would want to use it, some background information on recording savings, and includes a demonstration of the tool. Your NIGP membership is more valuable than ever before and this session helps prove it.

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