

# CIPS

# ‘The Voice, The Standard of Procurement & Supply’

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**Leading global excellence in procurement and supply**

# CIPS: Who we are...



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 Chain



**The global standard for the profession**

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

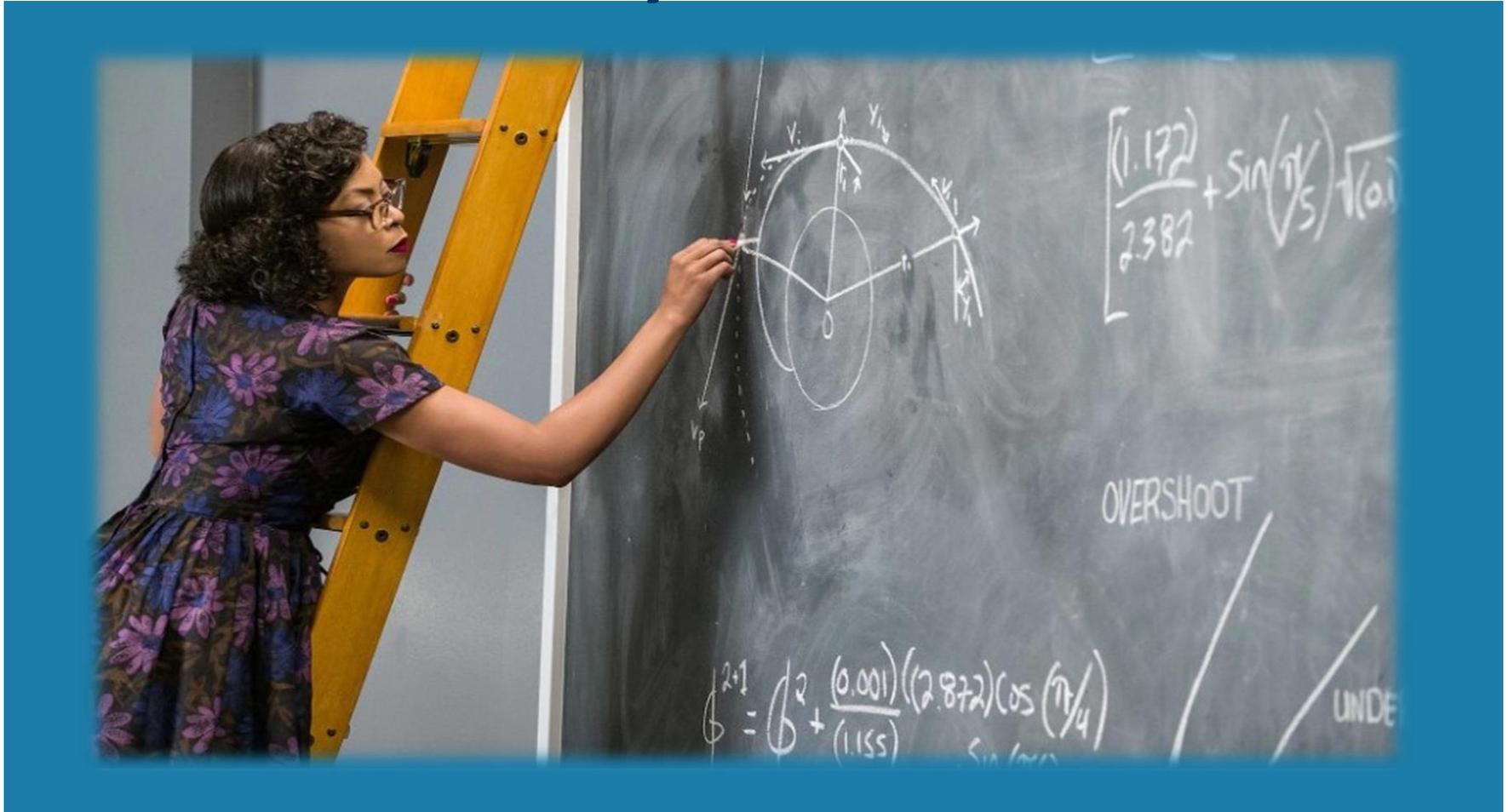


The only professional Procurement & Supply qualifications to degree level, independently regulated

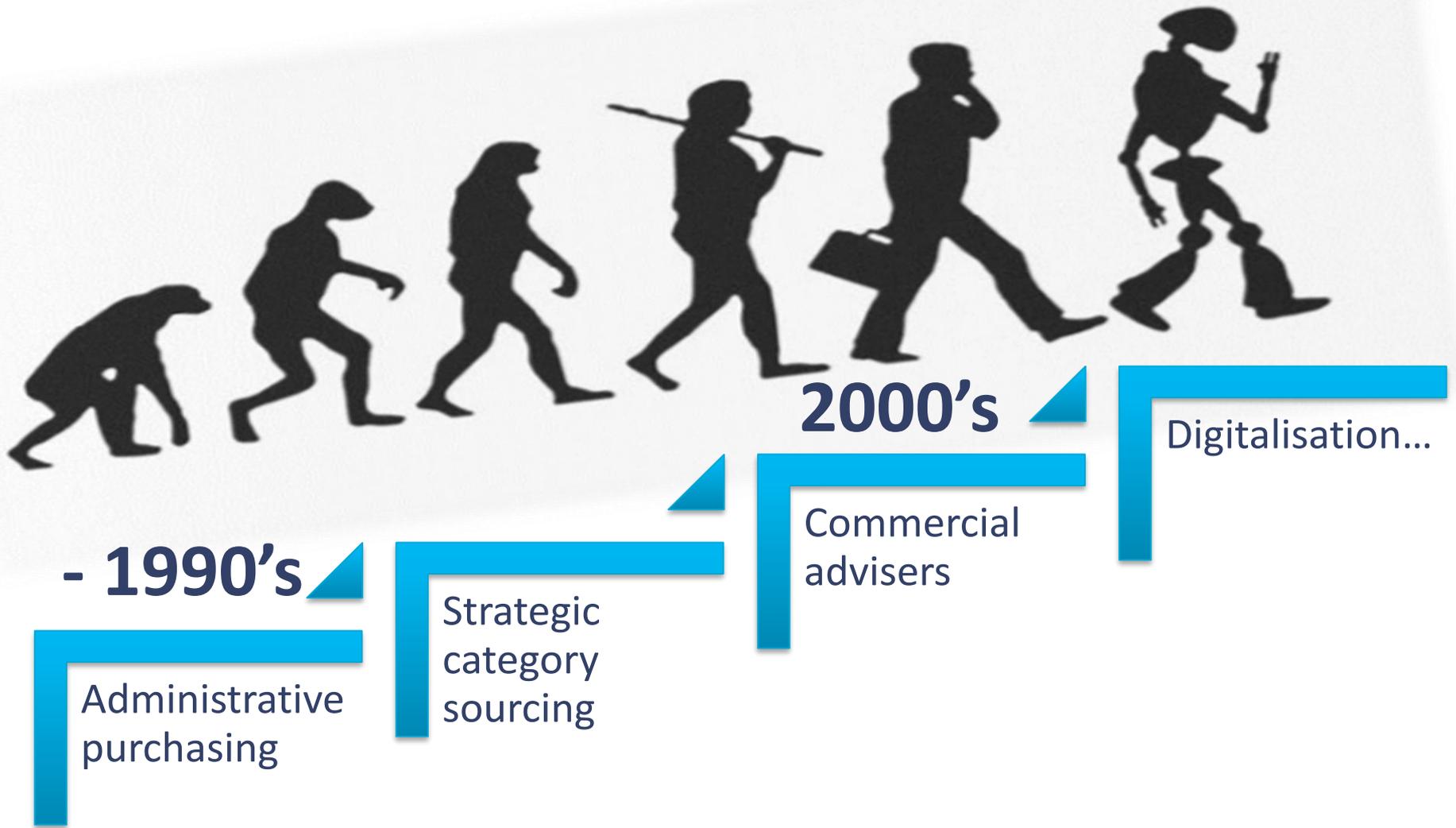
# Where in the world



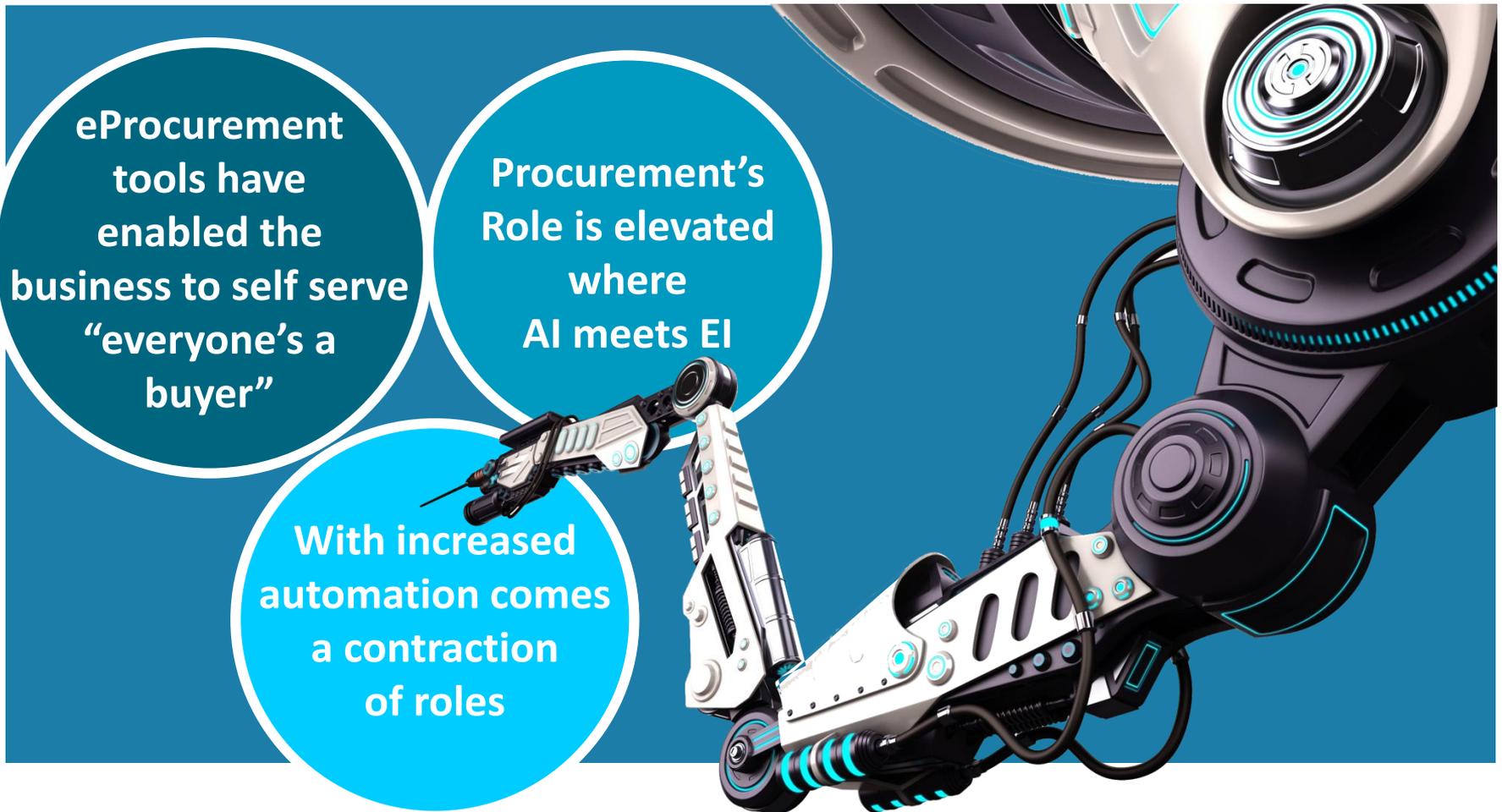
# By 2030 65% of graduates will have jobs that don't currently exist...



# New Age, New Challenges



# Inevitably, roles will change...

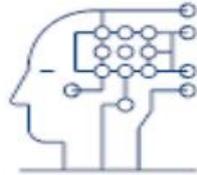


# Digitalisation Technologies

3D Printing



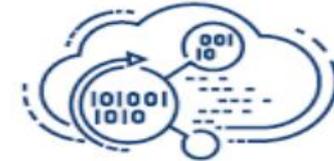
Artificial Intelligence



Augmented Reality



Big Data



Cloud Computing



Internet of Things



Omni Channel



RFID



Robotics



Sensor Technology

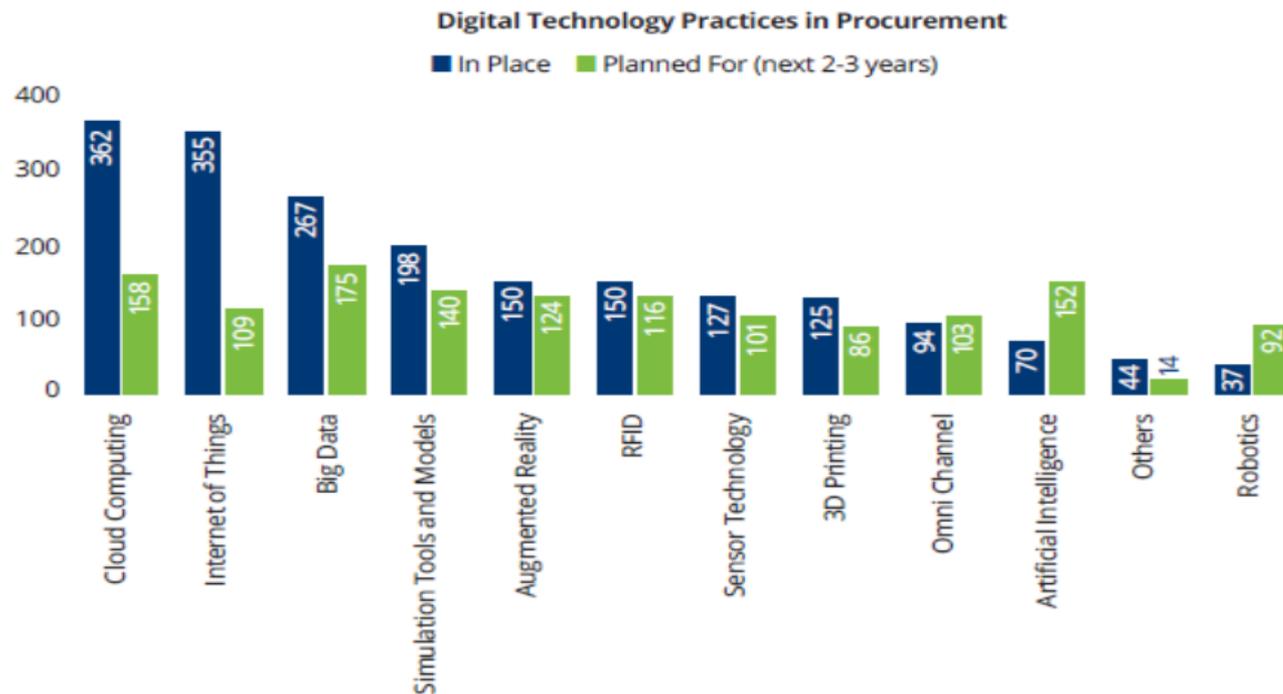


Simulation



# Digital Enablers in Procurement & Supply

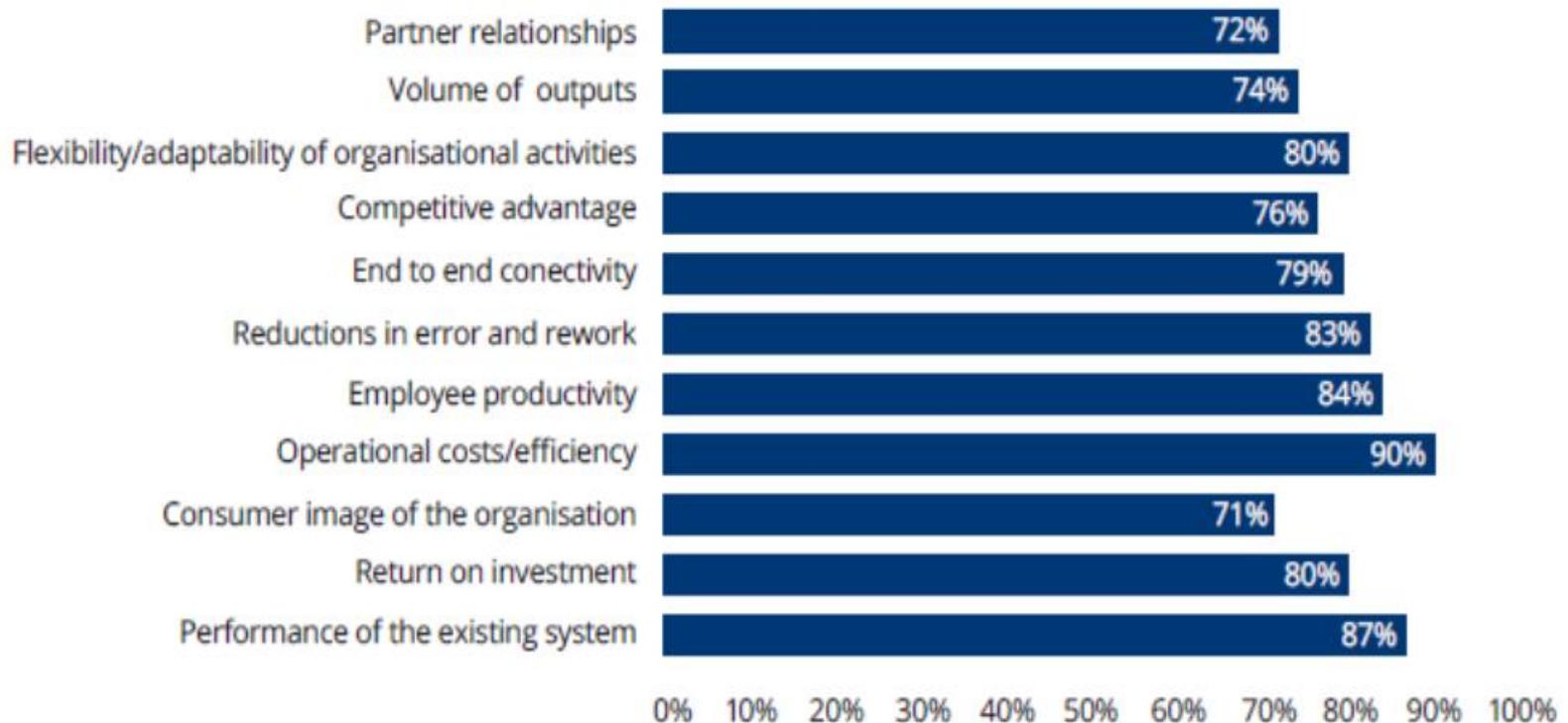
*97% of companies use at least one these 11 digital enablers\**



\* Source: Digitalisation of Procurement & Supply – CIPS and University of Melbourne - 2019

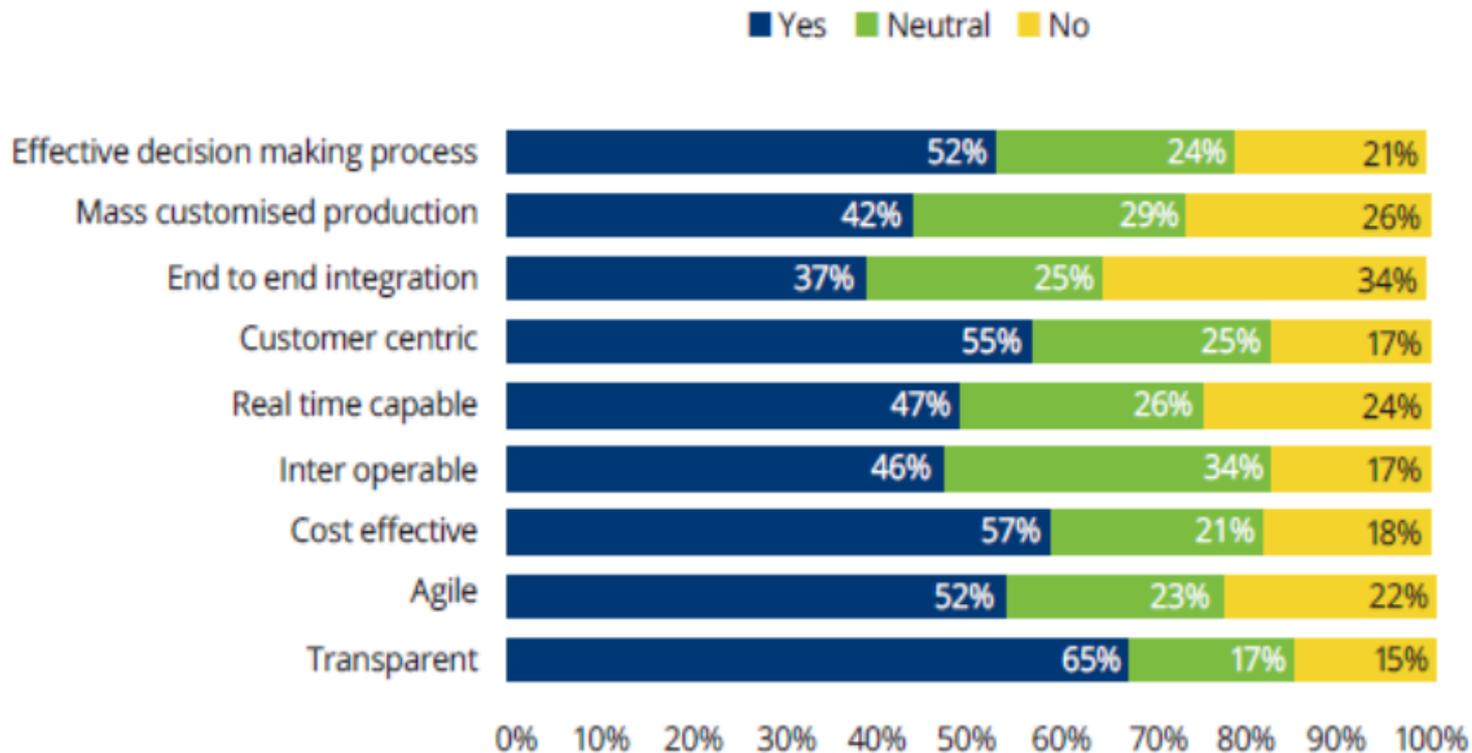
# Motivations for Digitalisation

*Companies seek to leverage autonomous technologies to stay competitive.*



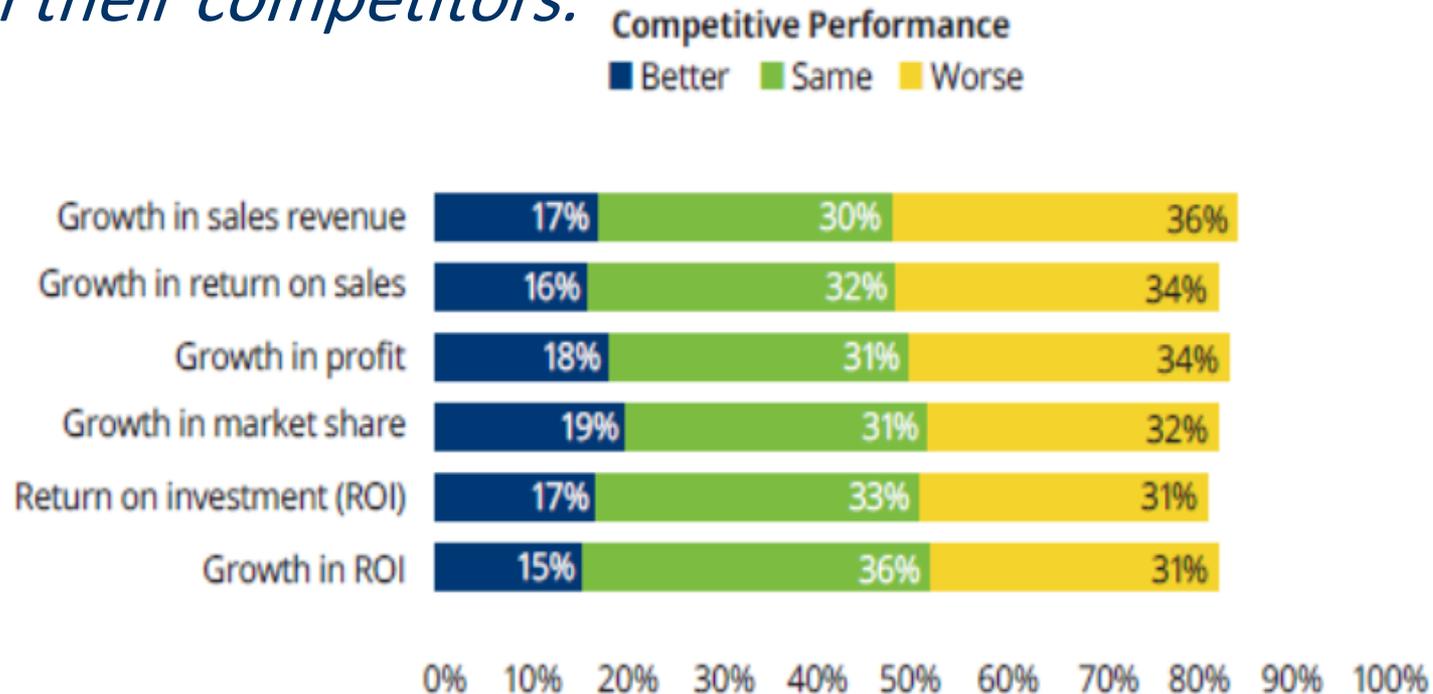
# Digital Supply Chain Outcomes

*Lack of end to end integration, but transparency and cost effectiveness are beginning to show benefits...*

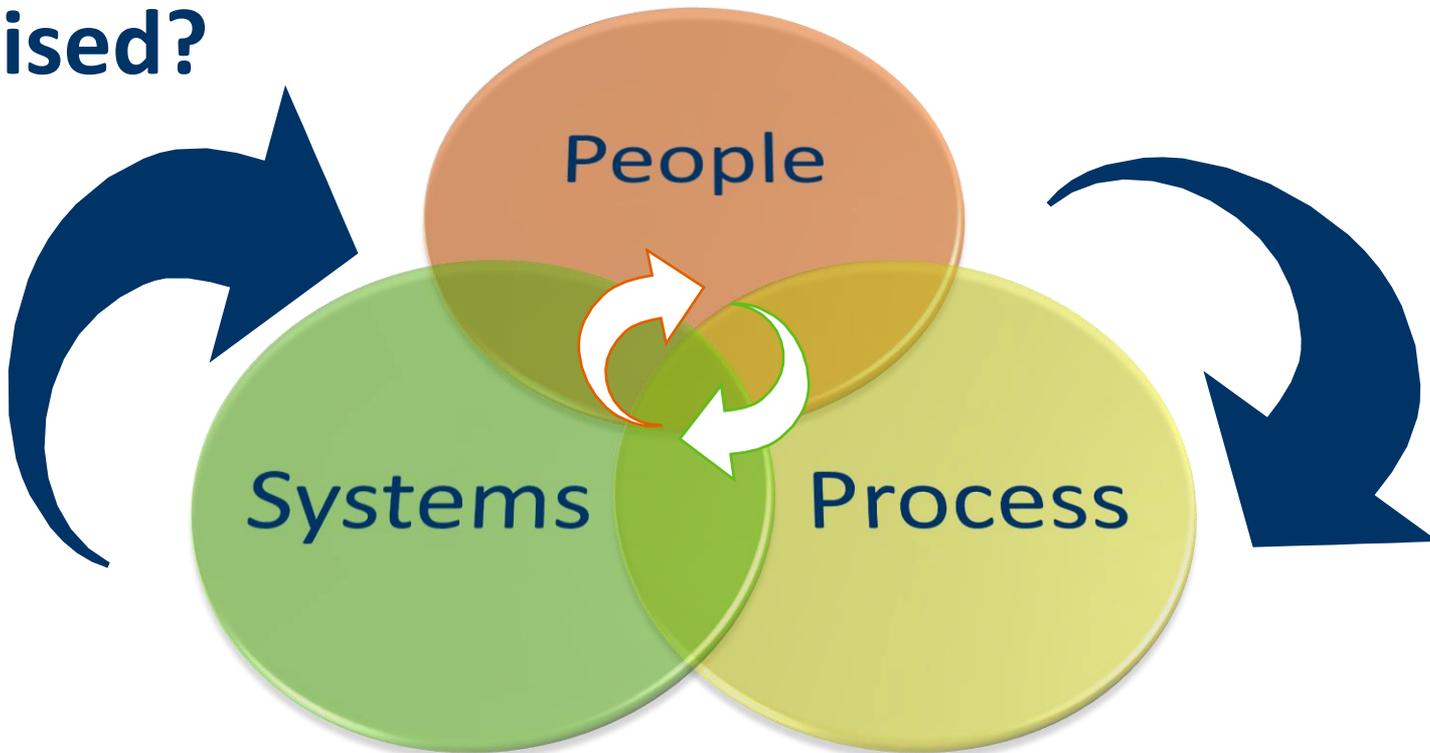


# Does Digitalisation improve Competitive Performance?

*31-36% of companies reportedly performing worse than their competitors.*



# Why is the positive impact yet to be realised?



*Requires a proper alignment between People, Process and Systems as well as correct deployment, implementation and setting of required goals...*

# Skills needed for Industry 4.0

## Key focus for Procurement & Supply professionals

### Key Skills Shift

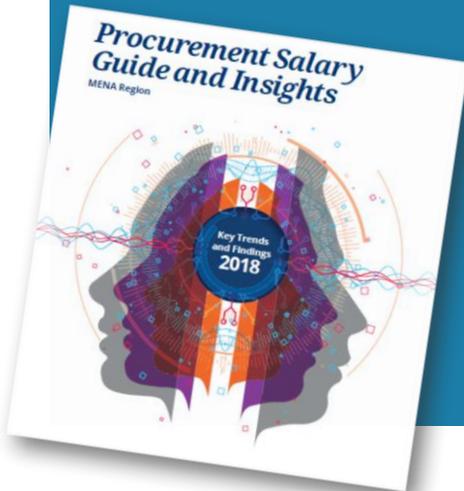
Negotiation skills makes way for Influencing Skills and Stakeholder management, along with the need for highly skilled commercial managers to manage core/strategic spend

### New Skills

Translating Procurement & Supply Management Skills into System requirements and vice versa (analysing big data).

### Core Skill

Managing risk is the overriding role of a Procurement & Supply leader.



# CIPS Knowledge: Staying Relevant

