



PRESS RELEASE for immediate release

DEPARTMENTS CONCERNED: Finance, Purchasing, Human Resources, Training and Management

**THE PURCHASING FUNCTION: 9th annual conference of the EIPM
"MEASURING PURCHASING PERFORMANCE"**

Archamps (Haute Savoie) September 13 2004. The traditional annual conference of the EIPM (European Institute of Purchasing Management) is a not-to-be-missed event in the profession. This year it will tackle a sensitive subject: measuring Purchasing performance.

Nearly 150 participants are expected on December 2nd and 3rd at the European Purchasing centre at Archamps in France.

Academics, Purchasing Directors and consultants will benchmark on the theme: **measuring Purchasing performance**, or the role of Purchasing measurement systems in implementing company strategy.

During these two days, consultants, academics and the panel of industrialists will provide new perspectives for the 150 European professionals from Purchasing and other departments on how Purchasing manages measurement problems and how to improve the process. This is without doubt the first conference on the measurement of purchasing performance (totally different from measuring financial results).

The Themes dealt with this year are:

- how far measuring systems can go
- what you must know to be able to develop a measuring system
- measuring intangibles compared to tangibles
- the limits of measuring systems
- measuring process and results
- measuring systems for implementing strategies
- financial measuring compared to other indicators
- the links between Purchasing measuring systems and systems for measuring individual performance within the company
- strategic and operational measuring

As every year, four firms of consultants (MC Kinsey, Booz Allen Hamilton, IBM Consulting Service, AT Kearney) will present their approaches to the theme. A panel of industrialists from among others Bristol Myers Squibb, Dow Chemicals and Numico will bring out the successes and difficulties encountered in setting up a Purchasing performance measurement system. Finally, academics will present the results of their research on the subject.

The relevance of the themes dealt with, the quality both of presenters and participants, coming from quite different backgrounds (economic, industrial, research, marketing and management) all contribute to the success of annual EIPM conference, recognised today as the annual conference of the whole European profession. Next 02 and 03 December in Haute-Savoie (France).

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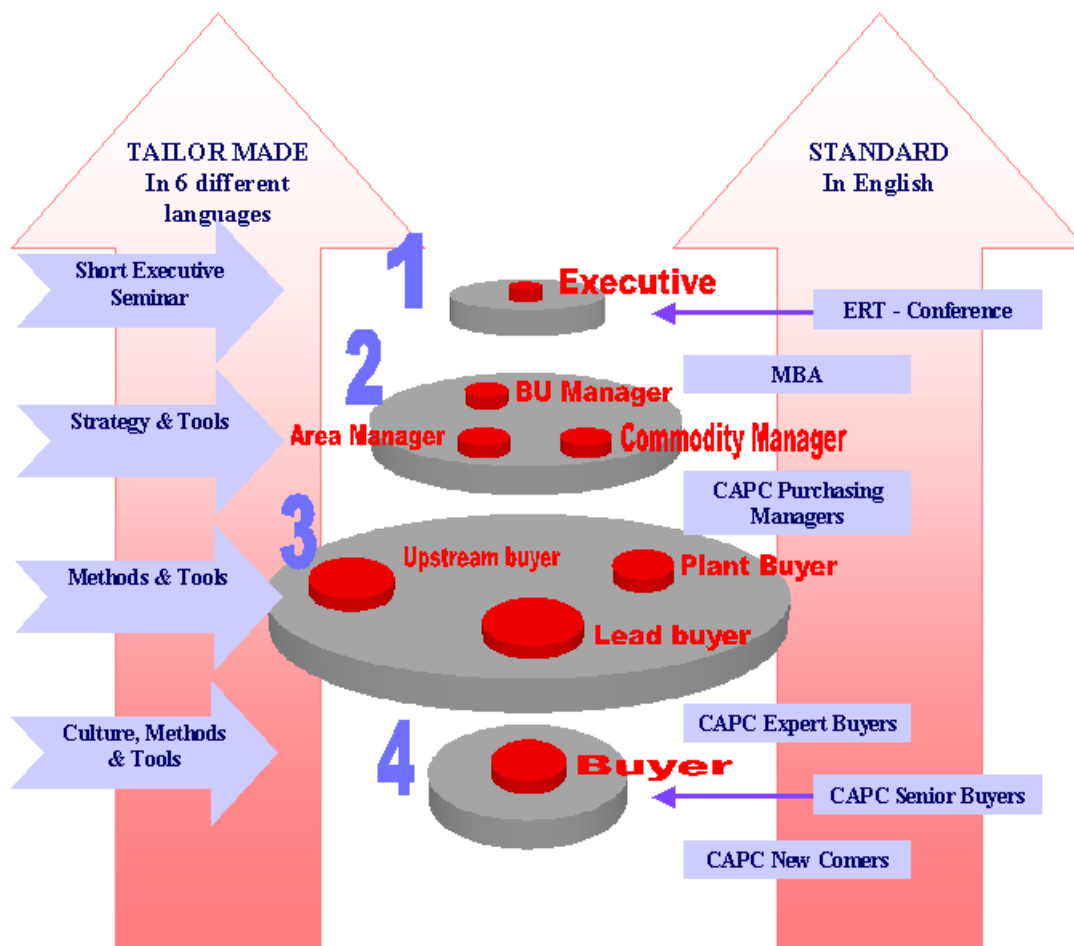


The **EIPM** will organise for the first time ever in France, the World IPSERA Congress (International Purchasing and Supply Education and Research Association) from March 20 to 23 2005. 300 researchers from 20 nationalities will come together at the **EIPM** to work on the development of an even more strategic Purchasing function.

Entrance forms for the annual conference at 33. 450. 31. 56. 78 –
Information from : www.eipm.org

APPENDIX :

Five training modules are available from beginners to executive management level:



- **The CAPC (Certificate Advanced Purchasing Course):** Widely-recognised training courses to begin your career in Purchasing and develop your skills

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- **“Made to Measure” Training Courses:** these are training courses designed to deal with specific company problems, allowing you to use EIPM tools and methods in a company environment.
- **The Purchasing MBA:** the first European MBA specialising in Strategic Purchasing, it allows managers with high potential to develop their business Skills and gives them the concepts and tools to put their strategies into effect.
- **Research:** the EIPM team offers partner companies the opportunity to take part in research projects on precise subjects (Human Resources in Purchasing, Performance measurement in Purchasing, the Balanced Scorecard as applied to Purchasing)
- **Networking:** allows Purchasing Directors to benchmark their practices, to meet their European colleagues, and to discuss new subjects through annual events:
 - **The Annual Conference** which allows 150 Purchasing Directors and Project leaders to benchmark with four Consulting Firms on a specific theme (every year in December)
 - **The European Purchasing Round Table** which will bring together 30 Directors in June.

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