



IFPSM

INTERNATIONAL FEDERATION OF PURCHASING & SUPPLY MANAGEMENT

HISTORY COMMUNITY KNOWLEDGE



IFPSM

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Chris Oanda
IFPSM PRESIDENT

Celebrating 50 Years of Excellence: A Reflection on IFPSM's Journey

As we commemorate the 50th anniversary of the International Federation of Purchasing and Supply Management (IFPSM), it is a momentous occasion to reflect on the remarkable journey that has brought us to this significant milestone. Over the past five decades, IFPSM has played a pivotal role in shaping the global landscape of procurement and supply chain management through fostering collaboration, innovation and excellence in the profession.

Since its establishment in 1974, IFPSM has been at the forefront of advancing the field of purchasing and supply management. IFPSM has created a legacy of leadership and innovation with signature products such as the annual IFPSM World Summit. Our members constitute 41 national and regional purchasing associations. They together with additional Affiliate Members form the diverse community of procurement professionals who are dedicated to driving positive change and creating value for their organizations. It is this community that IFPSM represents.

IFPSM has a global impact and influence through a network of affiliated member organizations that collectively facilitates the development and distribution of knowledge to elevate and advance the procurement and supply chain management profession. This has favourably impacted on the efficiency of respective countries through improved business practices. Through collaborative initiatives, research projects, and certification of educational programs, IFPSM, through its member associations,

continues to shape industry standards, promote sustainability, and drive innovation in a rapidly evolving business environment.

As we celebrate this important milestone, it is essential to look towards the future with optimism and determination. The next 50 years of our shared future will present new challenges and promising opportunities for IFPSM to further elevate the profession. By embracing digital transformation and artificial intelligence and fostering diversity and inclusion, IFPSM will continue to lead the way in shaping the future of procurement on a global scale. This is achieved through strongly advocating for sustainable and fair-trade practices. The Federation remains steadfast in its commitment to the service of our member associations and is ready and willing to work in partnership with other organizations that share our objectives and core values.

In conclusion, as we mark 50 years of excellence, let us celebrate the achievements of IFPSM. Let us reaffirm our commitment to advancing the profession and making a positive impact in businesses worldwide. Let us continue tapping on technology, innovation, and skills to advance the course of development, alleviate poverty, and contribute to the achievement of the Sustainable Development Goals in their totality. As your president, I invite the current and future generations of leaders in our Federation to always seek relevance in addressing the ever-emerging challenges in our sector. This will guarantee success and growth in our worldwide community and network of professionals.

Chris Oanda

President – IFPSM (2023 – 2025)



IFPSM
INTERNATIONAL FEDERATION OF PURCHASING & SUPPLY MANAGEMENT

WELCOME

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Association for
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Procurement and Logistics

HISTORY

IFPSM has been a cornerstone of global procurement excellence for 50 years, since its establishment in 1974. This milestone celebrates a rich history of fostering networks, promoting professional development, and encouraging collaborative efforts across the globe. Through decades of dedication, the Federation has united professionals, built a resilient community, and continually advanced the standards of purchasing and supply management, demonstrating the power of working together for mutual growth and success.



IFPSM
INTERNATIONAL FEDERATION OF PURCHASING & SUPPLY MANAGEMENT

The first fifty years of IFPSM

by Giovanni Atti, former President of ADACI Italy and Member of the Board of IFPSM

IFPSM is an independent, non-profit, and non-political international organisation that facilitates the development and distribution of knowledge to elevate and advance the procurement and supply chain management profession. IFPSM thus has a positive impact on the standard of living of citizens worldwide. Its operations cover purchasing, materials management, logistics, supply chain management, and strategic sourcing. Its history is the history of forward-thinking people who have dedicated much of their time to it, convinced that collaboration, synergies, and internationalisation will advance the profession and contribute to the sustainable growth of our economic system.

The history of the International Federation of Purchasing and Supply Management (IFPSM) illustrated here is based on the articles 'IFPSM is 10-year-old' by Mike Taylor¹ and 'The History & Continuing Story of IFPSM' by Malcolm Youngson². Information received from BME and other associations is also included. This history describes the birth and development of two large associations³ and the key events that led to the establishment of IFPSM. The events are illustrated through a summary of its first 50 years.

Current geopolitical tensions are changing the global economy. Shifting alliances are creating a new global map of economic relations. We are experiencing three distinct shifts in global trade⁴: from dependence to diversification, from efficiency to security, and from globalisation to regionalisation of strategic supplies. This should not result in restricting global trade, but rather ensuring safer global trade and fostering international collaboration.

Diffusion of Procurement and Supply Management Associations⁵

The global economic system had prevalence of agriculture over industry until the end of the 19th century. Most companies didn't have a structured purchasing office or people dedicated to methodically buy what was needed. Procurement was little known. The first book dedicated to the profession 'The Handling of Railway Supplies, Their Purchase and Disposition' dates back to 1887 and was published in the United States. The book describes the 'materials man' and underlines the importance of his technical knowledge, and his contribution to the profitability of the company. At that time, purchasing received little support

from the management. The management also ignored the potential of purchasing⁶.

Until the foundation of the National Association of Purchasing Agents (NAPA) in 1915, local purchasing groupings had formed in major American cities to exchange information on markets and materials. But they soon realized they needed a national organisation to advance their profession and share useful information in a structured way. Their first attempts were unsuccessful. There was a certain level of distrust associations had to overcome as buyers were practically strangers to each other and feared that their participation would reveal information that could benefit rival companies⁷. In Europe the situation was not different and until 1951, there was generally no connection between purchasers; they lived in professional isolation⁸.

The year 1915 saw the birth of the first two procurement associations: NIMA in Norway and NAPA⁹ in the US. The goals of NAPA were to highlight the importance of purchasing and to encourage purchasers to ensure a professional contribution to the companies they worked for. In 1917, when the United States entered World War I, NAPA offered its services to President Wilson. At the time, materials were scarce, and procurement became a more complicated process as the government put a centralized planning and control in place. In 1930, NAPA arranged purchasing courses at New York University and Harvard. With peacetime free market, purchasers had to face higher costs and increased shortages. Companies then realized that purchasing had become a vital management function. To reflect this shift, NAPA changed its name to National Association of Purchasing Management (NAPM). In 1982, it launched the Purchasing

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Manager's Index¹⁰ (PMI) that was formally recognized by the US Department of Commerce. As procurement grew in complexity and became more global, purchasing professionals found themselves managing integrated supply relationships, not just simple transactions. As a result, NAPM became the Institute for Supply Management (ISM) in 2001.

Birth of BME

In 1954, a group of purchasing managers established BIE, the Federal Working Group for Industrial Purchasing. The aim was to promote professional networks on key themes such as how to overcome shortages in raw materials and materials sources available in the post-war period. In November 1954 its board members founded the Federal Association of Industrial Purchasing. Its main goals were to foster the importance of industrial procurement and to exchange best practices. Thus, they aimed to establish a professional education system and collaboration with the academic world to define scientific models and theories on purchasing processes.

In 1956, BIE organized its first national purchasing conference. The Federal Minister of Economics said in his introduction, that, 'We are interested in the professional management of procurement, and welcome BIE efforts to promote knowledge and competences in this field'. In 1959, thanks to H. Ovelgönne's efforts to stimulate interest in purchasing in the academia, several professors recognised the need for a scientific procurement discipline.

Specialist books were published to contribute to the advancing profession. In 1960, the annual congress emphasised the fact that the buyers' activities had gone far beyond the simple commercial transactions they began as, and named them 'procurement'. In 1969, the association founded the BIE Academy and in 1974 it became BME. In 2008, with the establishment of BME China, the association went international. In 2014, the association succeeded in establishing a Chair of Procurement at the University of Mannheim.

Birth and merger of the two International Federation of Purchasing

The European Federation of Purchasing (EFP) was founded in Düsseldorf, Germany, in 1958 by the Belgian, French, British, and Swedish associations, and it was led by BIE. From the beginning on, EFP organized an international biannual conference where people from different countries could discuss topics of common interest. The first conference was held in Brussels. The presentations given there illuminated the fact that problems in purchasing were similar in all the countries and that forming synergies between the various associations would be beneficial to all. In 1962, Germany hosted the third EFP conference in Dusseldorf, where representatives from Austria, Canada, Denmark, Finland, India, Spain, and the USA met with EFP member associations. EFP also promoted several initiatives. For example, in 1969, ADACI together with the Belgian and the French associations, organized

Date of establishment of P&SM Associations

ISM	USA	1915
Nima	Norway	1915
CIPS	UK	1932
CNA	France	1944
NIGP	USA	1944
AACAM	Argentina	1953
BME	Germany	1954
Procure.ch	Switzerland	1955
NEVI	Netherlands	1956
SILF	Sweden	1956
LOGY	Finland	1957
ABCAL	Belgium	1958
JMMA	Japan	1958
APROCAL	Mexico	1959
IIMM	India	1960
IPMLA	Israel	1962
APCADEC	Portugal	1964
ADACI	Italy	1968
PISM	Philippines	1968
FZUP	Russia	1968
ISMM	Sri Lanka	1972
IPSHK	Hong Kong	1973
CIPSMN	Nigeria	1974
MIPMM	Malesia	1977
EIP	Greece	1978
PSPTB	Tanzania	1978
AERCE	Spain	1981
PSCMT	Thailand	1988
EIPM	France	1990
HALPIM	Hungary	1991
BMO	Austria	1998
PROLOG	Estonia	1999
CFLP	China	2000
PSML	Poland	2002
ZNS	Slovenia	2003
HUND	Croatia	2004
CBEC	Brazil	2004
IPPU	Uganda	2004
PASIA	Philippines	2004
KISM	Kenya	2007
IAPI	Indonesia	2008
CISCM	Ghana	2009
SAPP	Serbia	2012
TÜSAYDER	Turkey	2012
AMCA	Morocco	2012
TASS	Taiwan	2017
ACOPC	Colombia	2017
TÜSMOD	Turkey	2019



1956 first BIE national procurement conference in Frankfurt

H. Dannenmann, H. Rump, and H. Ovelgönne.



1968, 5th EFP congress in Zurich

President Hans Ovelgönne gives thanks to Chancellor Erhard for his outstanding presentation

the International Pedagogical Conference on Purchasing in Geneva, Switzerland. The aim was for the outstanding experts of the field to harmonize syllabi and training methods. In 1970, it presented the first Code of Ethics to its members.

Despite the existence of several initiatives and projects, there was a sense of disquiet inside the European Federation. In fact, no associations outside Europe had tried to affiliate. During the conference in London in 1964, an International Committee was formed to find a way to bring all purchasing associations together. Due to misunderstanding between some people, the natural solution of having one international federation was not reached and this led to the establishment of the International Federation of Purchasing (IFP) on May 15, 1965. The two federations were not hostile to each other, nor did they complement one another. They overlapped, and their rivalry lasted almost ten years. Their unification took place when the international collaboration was consolidating within various supranational bodies such as the United Nations. However, not everyone was convinced that a world federation would have ensured better results.

In its nine years of existence, the IFP published a glossary in English, French, and Dutch, put an extensive committee structure in place, and set up the Export Information Service. Groups of specialists were formed among the members that worked in the same industry. In 1971, both federations nominated two representatives to discuss how to overcome the separation of the federations. As a result, the two councils had a meeting aboard MV Lorelei in Rotterdam with the intention of making a proposal for a merger. The result of the merger was IFPSM.

Establishing IFPMM

On May 13, 1974, at the Oxford and Cambridge Club of London the European and International Federations of Purchasing

The European Federation of Purchasing (EFP) and the American International Federation of Purchasing (IFP) gave rise to IFPSM with their merger.

were dissolved. On the next day, the International Federation of Purchasing and Materials Management was established. It is stated in its Constitutive Act: "The associations named hereunder hereby undertake and agree to establish among themselves and all those who may join them afterwards, an international association called the International Federation of Purchasing and Materials Management, the constitution of which shall be appended to the present act, made as in many copies as there are parties interested."

The German Hans Ovelgönne was elected Founder President of the new federation. The addition of 'and Materials Management' to the name of the federation reflected the activities many associations were already undertaking. The

consensus was that there would be greater added value if procurement, materials planning, and warehouse management were a part of the same organizational unit.

The first IFPMM council appointed an executive committee to manage current activities and decided:

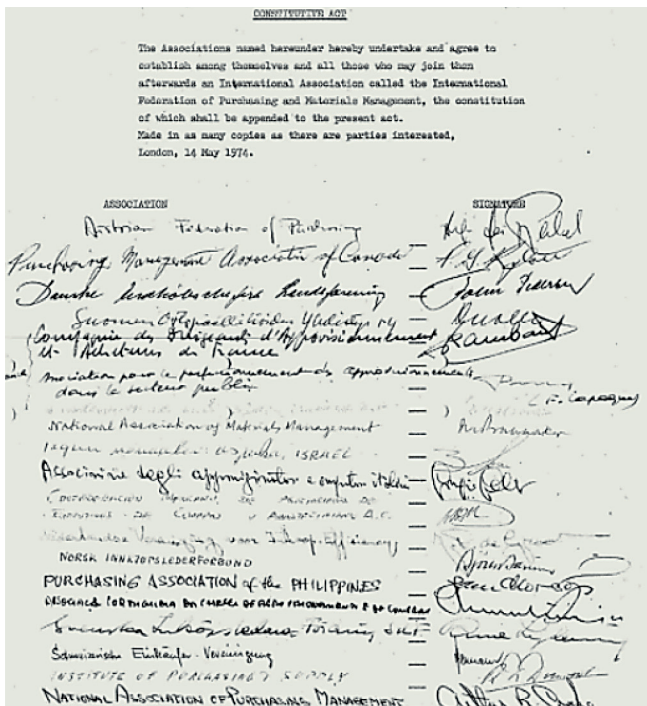
- ➔ that a members' magazine should be distributed, free of charge, to any association requesting it;
- ➔ that information on supply markets should be continued;
- ➔ to set up committees on professional and association development, standardisation, international commerce, and relations with other international organisations;
- ➔ that the activity of specialist groups on raw materials and commodities had to be continued.

Finally, it was decided to symbolize the merger by creating the Garner-Thémoin medal. In it, the name of Harry Thémoin, the first president of IFP, was added to the Gardner medal that was created in commemoration of an outstanding president of the EFP. A council meeting was held in Villa Hügel located in an old park near Essen, Germany in 1976. The meeting is marked by the numerous decisions made. PMAC, the Canadian association, undertook the task of putting together information on training



1970, 7th EFP congress
in Copenhagen

The Gold City Clock is presented
to Prince Henrik



The 26 founding countries of IFPMM:

Argentina, Australia, Austria, Belgium, Canada, Chile, Denmark, Finland, France, Germany, Great Britain, India, Israel, Italy, Japan, Mexico, Netherlands, New Zealand, Norway, Philippines, Portugal, Sweden, Switzerland, USA.



IFPMM Constitutive Act signatories

and education arrangements of the member associations. The key requirements to receive an award handed out by the federation were updated. The aim was to improve the literature on purchasing and materials management. A prize for the best project presented on a theme chosen by the council, the Maple Leaf Award¹¹, was instituted. Furthermore, various IFPMM members took responsibility for association development in neighbouring countries. All these decisions highlighted the vitality and proactive character of the federation.



Congress in Venice

In 1977, the federation held its first congress in Venice with the theme of 'Effective purchasing and materials management: a vital contribution to economic health'. The most distinguished address was given by Professor H.C. Pestel, Minister of Science in the Government of Lower Saxony, Germany. Prof. Pestel was a member of the Club of Rome that had alerted the world of the misuse and waste of potentially scarce resources. The role and objectives of the procurement managers were discussed for the first time. As the topic was extremely relevant, it was decided to organize an international symposium near Helsinki, Finland in June 1978. Pestel's speech also highlighted the importance of discussing key issues among purchasing managers. A.E. Jones (USA) became the new president of the federation in December 1977. His first act was to pay tribute to his predecessor H. Ovelgönne, a person whose vision, intelligence, and pragmatism made it possible for the federation to overcome the difficult years of its consolidation.

List of the Presidents of IFPSM

Year	Name and surname	Country
1974-1976	Hans Ovelgönne	Germany
1977-1978	A.E. Jones	USA
1979-1980	D.F. Cooper	Great Britain
1981-1982	John Petersen	Denmark
1983-1985	Victor F. Diego	Argentina
1986-1987	Madhav L. Capoor	India
1988-1989	Hugo Salvisberg	Switzerland
1990-1991	Ken Snooks	Great Britain

1992-1993	Ashok Sharma	India
1994-1995	Klaus Bapp	Germany
1996-1997	William A. Bales	USA
1998-1999	Stuart Humby	Great Britain
2000-2001	Attila Chikan	Hungary
2002-2003	Richard Moras	India
2004-2005	Rick Grimm	USA
2006-2007	Ken James	Great Britain
2008-2009	Paul Novak	USA
2010-2012	Svante Axelsson	Sweden
2013-2015	Sören Wammen	Denmark
2016	Cheryl P. Farrow	Canada
2017-2019	He Liming	China
2020-2022	Marina Lindič	Slovenia
2023-2025	Chris Oanda	Kenya

List of IFPSM Executives

Secretary General

1974-1981	Mike Taylor	Great Britain
1981	Peter Woodger	USA
1981-1985	Gudde Olsbro	Denmark
1985-1988	Albert A. Rööslä	Switzerland
1989-1992	Lottie Neumüller	Sweden
1993-1995	Ferry de Kraker	Netherlands
1996-2003	Karl H. Panos	Austria
2004-2006	W.J. Wagner	USA

Director General

2007-2012	Charles Holden	Great Britain
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CEO

2012-2014	Mary Woolley	Great Britain
2014-2018	Malcolm Youngson	Great Britain
2019- present	Markku Henttinen	Finland

The Federation Goes West

After its first congress in Europe, the federation held the following two councils and its second congress in America. In 1978, during a meeting held in Canada, five member associations presented business trend analyses as per the commitment taken in Venice. The president asked everyone to identify the objectives that the federation could and should effectively pursue. After two days of discussion, the delegates submitted thirty proposals. Most of them raised the theme of how the federation could effectively support the growth of procurement and materials management operators. The next council was held in Mexico before the second World Congress. The delegates focused on the analysis of the basic contractual conditions and on the procedures that should be adhered to in international purchases. The standard terms proposed by the Swiss association were published in the four languages of the federation. They were also adopted by

the International Chamber of Commerce. It was agreed that IFPMM should focus on international issues and the individual associations should handle matters within their national competence. At the end of the council, D.F. Cooper (UK) was elected to succeed President Jones, whose term was marked by a firm and creative approach to affairs of the federation. At the same time, the 'How to Buy' brochures, supported by the local Chamber of Commerce, began to circulate. The World Congress in Mexico City carried the theme 'Purchasing and Materials Management as Key Factors in World Trade'. The atmosphere at the congress was constructive and open, and the network between the member associations was particularly active.

And so, to Asia-Pacific

The council in 1980 was held in Bombay, India during the annual convention of the Indian association. The decision was made to terminate the specialist groups, as they suffered from language barriers and challenges emerging from information exchange through distance. It was also decided to arrange regional meetings and events, as communication between associations of different continents was problematic and the procurement practices varied accordingly. The European Public Procurement Group played an influential role on European legislation on procurement. It ensured that the lawyers in Brussels understood the implications of the new legislation on the efficiency of public procurement. In 1985, the federation acquired a consultative, non-governmental status in the United Nations. In the same year the Journal of the Federation was launched and the federation began to take formal positions on macroeconomic issues, such as market supply and demand, cartels, the appropriate use of world resources, international trade policies, and technological innovations.

The third World Congress in Stockholm, organized by the Danish, Finnish, Norwegian and Swedish associations, dealt with the theme 'Availability of raw materials and the projection of their prices'. It was preceded by the council, where President Cooper urged the members to define the code of ethics for the federation. At the end of year 1981 John Pedersen (DK) was appointed as the fourth president of the federation. He had portrayed concretism and realism, and he paid attention to the problems the member associations were dealing with. In October 1981 the first issue of the journal of the federation was published. The following year the Swiss association published the bibliography of the federation in four languages.

During the fourth World Congress in Dublin, for the first time in the history of the federation, the Head of the State received the president and the executive committee of the federation. The council approved the code of ethics. The executive committee presented a new edition of the training and education programme, a handbook on the governance of the federation, and various brochures on the theme 'How to Buy'. The former President Ovelgönne made a fund available for advanced research in procurement and three Swiss corporations made a donation for the development of new associations. The congress was marked by two main speeches: Arthur Dunkel, the director

general of GATT¹², spoke about how older industrial economies would be helpful in facing the challenge of commercializing new technologies. The second speech was held by Professor Robert J. Ballon titled 'Technologies as a Means of Prosperity and Corporate Wealth in Developed Countries'. As the congress ended, the President Pedersen received well-deserved ovations for his term of office.

The Birth of Supply Management

In 1983, while defining BASF purchasing strategy, Peter Kraljič¹³ coined the term 'supply management' upon discovering that some cases of purchasing are more complex and critical than others. In the article 'Purchasing must become Supply Management', published in the Harvard Business Review, he presented what would later be called the Kraljič Matrix. It is an evergreen tool to define the purchasing strategy for goods and services based on two variables: the importance and criticality of the supply considered, and the complexity of the relevant supply market. Thanks to Kraljič's intuition, the role of the purchasing function gained importance and supply management created a basis for the development of strategic sourcing, the most suitable business model to create value for the money spent.

In 1983, while defining BASF purchasing strategy, Peter Kraljič¹³ coined the term 'supply management' upon discovering that some cases of purchasing are more complex and critical than others.

The Following Decades

Some noteworthy presidents were in charge during the following decades. In 1983 Victor F. Diego (AR) took over from John Pedersen. He will be remembered for his extraordinary diplomatic and negotiation skills, and for setting up regional conferences. The first seminar of a high-level training course was held during his term. It was an initiative that was beyond the reach of most associations. Albert Rööslly was the Secretary General, succeeding Gudde Olsbro. The offices of the federation were in the headquarters of the Swiss association SVME (procure-ch today). The second half of the 80's was characterized by a major transformation in the purchasing function. The era of globalization was entered. As a result, a majority of purchasers had to change their strategies and policies to pursue their goals in environments with different languages, cultures, and practices.

The Asia-Pacific economic region became a major player in world trade and some countries known as the 'Tiger Countries' began to replicate the success already achieved by Japan with a double-digit annual growth rate. In 1986 Madhav L. Cooper (IN) began his presidential term. He was an exceptionally outstanding executive from India and the first president from the Asia-Pacific region. Appointing a president for the federation from this new player on the chessboard was seen by many as a forward-looking move by the council.



1987, IFPMM World Congress of Rio De Janeiro, Brazil

President **Hugo Salvisberg** thanks Keynote speaker **Henry Kissinger**

During 1988 and 1989, Hugo Salvisberg (CH) was the president of the federation. During his term the currency of the federation was changed to Swiss Franc and the reserves grew to equal the budget. The Falkland war caused friction between the British and Argentine associations, but Salvisberg was able to keep the situation under control. He favoured the adoption of the ISO 9000 norm by the federation, and the assignment of

the Garner-Thémoin to the European Foundation for Quality Management. In his end-of-term report he wrote: 'Success and failure are often close together. A few things got stuck in the beginning because the "chemistry" between different partners was not right. The principle of "pax and commercium" is particularly important in today's world, and we must operate coherently by overcoming the obstacles we often face'.

During the first half of the '90s three great personalities held the presidency: Ken Snooks (UK), Ashok Sharma (INDIA), and Klaus Bapp (DE). Ashok Sharma should be applauded for his enthusiasm and dedication. Ken Snooks has continued to foster excellent relationships between IFPSM members with his wisdom and calm. Klaus Bapp, a leading automotive executive, also had a major impact on the federation. He disseminated the lean management model in procurement, progressively implemented the first business plan of the federation, and promoted the stipulation of a publishing contract with an English company. His actions have resulted in many positive consequences, one of which is an increase in the federation's revenue.

William A. Bales succeeded Klaus Bapp in 1996 and 1997. His end-of-term report titled 'IFPMM, my joyous years' has become a reminder for all the presidents succeeding him of what is important: "Thanks to the experiences and situations faced in these years, I have realized how many great people worthy of attention and esteem there are around us. My terms on the



Camogli Italy
1988

President **Hugo Salvisberg**, on the front row, fourth from the right, sitting to the left of **Gudde Olsbro**, former Secretary General and **Albert A. Röösy**. Behind him wearing a black jacket: **Ashok Sharma**, president in 1992-1993. Third from the left **Karl Panos**, Secretary General in 1996-2003, and **Ken Snooks**, president in 1990-1991.

executive committee as senior vice president and president were truly great. It has been very interesting and instructive to hear different interpretation of a subject as judged by different cultures, education and economic situation of our interlocutors. There is always a chance that what is good for one is not good or at least attainable, for others. We all need to listen more and talk less. Working with Ashok Sharma, Klaus Bapp, and Stuart Humby was a beneficial experience as their personalities were different, but they all had one major goal: the advancement of our federation. Often misunderstood but true is the principle that we can accomplish more together than alone. Easy to say but difficult to put in practice, because the day-by-day problems often favour the individualism. The IFPMM, like any other international organisation, will continue to grow to the extent that it will be able to receive, research and distribute information and knowledge with high added value, in support of the professions it represents. The federation is not perfect, because we are not. No one is always right, but everyone has to do their best in each specific situation. We do not have to agree on everything and we must keep in mind that our goal is the advancement of the profession.

Sincerely,

William A. Bales,
Certified Purchasing Manager."

In 1986 Madhav L. Cooper (IN) began his presidential term. He was an exceptionally outstanding executive from India and the first president from the Asia-Pacific region.

In addition, the IFPMM World Congress played a major role in the development of the federation. It was organized by PMAC in Vancouver, Canada in 1985. Two years later the congress took place in Rio de Janeiro, Brazil, and was organized by ABAM. An impressive seven hundred participants attended the event in a newly developing area on the field. The eighth World Congress took place in Bombay, India in 1993. There were 800 participants at the event that took place in the colourful, picturesque, and hospitable location. During the congress, the governor of Maharashtra, Mr. P. C. Alexander, held a reception for the members of the executive committee at his residence.

It should also be noted that at the time when the IFPMM European Purchasing Journal and the Asia-Pacific IFPMM Purchasing Journal became the official publications of the federation, they began to contribute substantially to its revenues. The 80s and 90s were a compilation of great presidents, successful global events, and other achievements that helped the federation in moving forward.

IFPSM Summer and Winter Shools

Professor Attila Chikan, former Minister of Economic Affairs in Hungary and IFPMM president in 2000 and 2001, launched and initiated the IFPMM summer school in Salzburg. The summer school is an annual event for PhD students in P&SM subjects.



2010, students and academics in Beijing Winter School

During the summer school the PhD students have the chance to meet with senior academics from different regions and to discuss their research in a neutral environment. They consist of five days of total immersion and exchange of opinions even in the evening hours. They present a great opportunity to compare different business models and cultures. In 2014 the school moved to the Netherlands under the management of NEVI. It is now held at the University of Twente, where it has continued to flourish for the benefit of the federation. There is now a growing pool of some 300 summer school alumni, many of whom are on track for an eminent academic career. Additionally, many play an active role within IPSERA, a global association of academics engaged in supply chain matters. To increase participation from the Asia Pacific region, in 2007 the IFPSM board decided to replicate the summer school in that region. The first one was launched in China in 2009.

Professor Attila Chikan, former Minister of Economic Affairs in Hungary and IFPMM president in 2000 and 2001, launched and initiated the IFPMM summer school in Salzburg. The summer school is an annual event for PhD students in P&SM subjects. During the summer school the PhD students have the chance

relationships, and the increasing importance of supply chains have brought procurement into focus more than ever before.'

Richard Moras (IN) led the federation in 2002 and 2003. He was very proactive and organised a few regional meetings. These meetings raised great interest and were a success. Rick Grimm, Chair of the American Institute for Governmental Procurement (NIGP), was the president of the federation for the next two years. During his term, on the 7th of November 2004, IFPMM changed its name to International Federation of Purchasing and Supply Management (IFPSM) to reflect the increased importance of supply management practices. Also in 2004, during the council meeting of Sun City, South Africa, China Federation of Logistics and Purchasing (CFLP) entered IFPSM. The following year CFLP hosted the 14th World Congress with the presence of the deputy Prime Minister, two ministers, and 900 participants.

The New Millenium

The federation during the early 2000s is well described by Karl Panos, a prominent supply management executive of a large German corporation and Secretary General of IFPMM from 1966 to 2003: 'In this period the federation was already strengthened as a result of the selfless work of excellent professionals. It had established customs and traditions, and based on these, it was also open to innovations. In this decade, the world economy developed favourably, companies and governments both trusted in the development on a historic scale. The expansion of trade, the rise of globalization, the strengthening of

Ken James of CIPS (UK) and Paul Novak of ISM (US) chaired IFPSM in 2006-2007 and 2008-2009, respectively. They represented the most prestigious, major associations of the time that had dozens of specialists and subsidiaries in many countries. ISM benefited from the studies carried out by CAPS Research, a supply management research centre at Arizona State University, among other things. The presidencies of James and Novak have been enlightening and involved a lot of discussions and confrontations. In March 2007, the World Summit of the federation took place in the beautiful university city of Bath (Great Britain), and the council approved the proposal of the

board to establish a Body of Knowledge and Learning Network and to include the 'Lobbying activity' into IFPSM strategy. From that moment on, the learning network became an essential activity of the federation. During the European regional meeting in Bath, the AERCE initiative to establish with the European Standard Body (CEN) the European Purchasing Standards was accepted and it was agreed that AERCE would coordinate the management of the initiative.

The importance of procurement risk management process and the opportunity to create clubs of young professionals within the various European association were also highlighted in the meeting.

In the meantime, P&SCM had become a primary function worldwide and the associations were no longer the exclusive point of reference for their procurement communities. The competition, represented by large international consultancy companies, forced many associations to reengineer their organisation and to focus on a few added value activities while keeping an eye on their budget. In 2009 the World Summit was held in Las Vegas, Nevada, USA. Its focus was on the future of supply management, supplier relationship management, and governance of associations. A few years later ISM, NIGP and CIPS left the federation. They had become international, and the federation seemed to curb some of their expectations. In today's world, so complex and divided into blocks, it would be better to stay united than to divide one's forces.

From 2010 to 2012 IFPSM was chaired by Svante Axelsson (SWE). Business models and economic trends were changing so quickly that during the board meeting held in 2010 in Helsinki, a constructive discussion on the future direction of IFPSM was held. Among the various initiatives undertaken, the one related to Political Leadership in Public Procurement deserves mention. Its aim was to support politicians and senior civil servants in understanding the value of the supply chain and the importance of spending taxpayers' money in a better way. The initiative raised the profile of IFPSM in the international forums of public procurement. It was a major achievement when IFPSM was registered as a member of the influential United Nations Commission on Trade Law (UNCITRAL) for procurement issues. At the time, the EU directives on public procurement were undergoing a review and the federation interacted with various officers to contribute to the preparation of the new directives and to update its educational syllabus in advance. All this led to the launch of the IFPSM Global Standard supported by an independent Global Standards Board. It was a crucial initiative to raise the level of professionalism around the world, and to offer the chance of an internationally recognized qualification.

In 2013, during the presidency of Søren Vammen the registered office of IFPSM moved from Switzerland to UK. The Bangkok World Summit was focused on issues related to the optimal management of associations, such as strategic planning, how to make membership attractive, engaging with CPOs, use of social media, how to keep education programmes competitive,

and purchasing standards. Similar issues were discussed during the council meeting in Colombo, Sri Lanka in October 2014 where most of the time was devoted to analysing the best ways to generate synergies between IFPSM member associations and to drive membership recruitment and retention.

On March 2015, NIMA the Norwegian association celebrated its 100th anniversary, and arranged a special conference in Oslo focused on 'Globalisation and Procurement' with the participation of outstanding lecturers such as Peter Kraljič, Martin Christopher, and Arjan Van Weele. In the same year the World Summit took place in Barcelona, Spain where the board approved the new logo of IFPSM and determined that the training course necessary to obtain the Certificate of Competence should require 150 hours of work. This decision created the base for the preparation in 2016 of PAS, the Programme Accreditation Standard.

In 2016, Cheryl Ann Paradowski became the first female president of the federation. During the first board chaired by her, it was decided to arrange a strategic planning day. After a careful SWOT analysis, IFPSM's Vision and Mission were reviewed, and new realistic objectives were set. It was also decided that the federation should have a three-year plan to give direction to the IFPSM office. The plan should include plans of specific actions, board meeting and strategy day. In September 2016, the board meeting took place in Nairobi, Kenya, where the president announced the early end of her mandate. He Liming of CFLP (CHN) was the president in 2017-2019. In March 2017, during the board meeting held in Portorož, Slovenia, it was decided to arrange a partnership agreement with IPSERA¹⁴. IPSERA had the chance to analyse and evaluate IFPSM Global Standard during the following months. It was also decided to extend the Taiwan World Summit by one day to allow practitioners to discuss key topics of the profession. Thus, the federation returned to the old-World Summit pattern, but it was held annually. As the federation is a global body, it was decided to rotate the location of the summit. The first new annual forum was held in Helsinki in 2018, that consisted of three days of visits and constructive discussions. Members from most of the IFPSM member association participated in the summit.



Board meeting and strategy day, March 2016, Vancouver (Canada)

In the board meeting held in France in May 2018 the financial status of the federation was in the focus. The reserves of the federation had decreased significantly. In July 2018 it was decided that the CEO position should be part-time only, and to register IFPSM in Finland. The move from Great Britain took place in Jan 2019 and the Regulation and Constitution of the federation were amended to comply with Finnish law. On the same date Markku Henttinen, CEO of LOGY Finland, was appointed CEO of IFPSM. After a few months, the prestigious European Institute of Purchasing Management (EIPM) became an affiliate of IFPSM.

In September 2019, the World Summit was held in Mombasa, Kenya where Marina Lindič, the Chair of the Slovenian Association, was appointed as president elect in 2019 and elected as president for the period 2020-2022. During her mandate, the federation launched the new Global Standard, a reliable global qualification model for purchasing and supply chain education programmes that qualifies the associations that adopt it, thus raising the professional level of the procurement community.

Covid-19 pandemic forced the federation to meet virtually and to postpone the World Summit of Bali, Indonesia to 2022. Nevertheless, updated vision and mission statements have been issued together with the new strategic plan which is pivoted around six areas: leadership, membership, networking, knowledge, and information. To better support its member associations, IFPSM set up a digital platform for the provision of a variety of services and professional information.

***After 50 years the vitality and
commitment of the federation and
its member associations have
remained unchanged.***

In January 2023, Chris Oanda of KISM (KE) became the new IFPSM president. During his mandate two associations, the French CNA and the Moroccan AMCA, rejoined the federation. Among the various activities and projects managed under his presidency, noteworthy ones are the World Summit of Florence, Italy with participants from 41 countries, the launch of the new federation awards, the project 'IFPSM Competence Qualification Framework for Private and Public Procurement Professionals', the update of the regulation, the revitalisation project of IFPSM, the review of the strategic plan, and the preparation of this booklet to celebrate the 50th anniversary of the federation. After 50 years the vitality and commitment of the federation and its member associations have remained

unchanged. Its activities have expanded adapting to the new socioeconomic context and its updated mission: 'To promote the continuous development of the global P&SCM community, connecting members associations, generating value for their individual members and contributing to the enhancement of the profession', highlights the relevance of the networking and best practice exchange.

IFPSM is a unique global organisation that includes associations from every region or continent. Taking into account that the future economic development will mainly affect Far East Asia and Africa, the associations of these regions will likely drive the P&SCM strategies in the coming decades, ensuring the continuous exchange of information with colleagues from the old world.

Giovanni Atti

9.5.2024

1. *The first Secretary General of IFPSM*
2. *The CEO of IFPSM in 2013*
3. *BME (Germany) and ISM (USA), the two associations that promoted and guided the establishment of IFPSM in 1974.*
4. *Ref. A new global map: European resilience in a changing world. Keynote speech by Christine Lagarde, president of the ECB, at the Peterson Institute for International Economics on 22 April 2022.*
5. *The birth and development of procurement associations has many similarities. As an example, this paragraph reports the main events that characterized the growth of two large associations. The American ISM and the German BME. Both, although on different continents and at different times, have made a great contribution to the growth and recognition of the procurement and supply management profession.*
6. *Source: the history of ISM USA, originated in 1915 as the National Association of Purchasing Agents (N.A.P.A.).*
7. *1923, statement of Charles A. Steele, president of N.A.P.A*
8. *Source: History of BME*
9. *Named NAPM in 1968, and ISM in 2001*
10. *In 1985, NAPM transferred to all IFPSM members the know-how to build their national PMIs.*
11. *The winner was given a medal offered by the Canadian association together with a thousand Swiss francs.*
12. *General Agreement on Tariff and Trade, replaced on January 1st 1995 by the World Trade Organisation (WTO).*
13. *Peter Kraljić was a member of McKinsey Dusseldorf. In 2014 Soren Vammen assigned him the IFPSM President Award.*
14. *The International Purchasing and Supply Education and Research Association (IPSERA), a multi-disciplinary network of educators, researchers, academics and practitioners dedicated to the development of Purchasing and Supply Management education, research and best practices.*

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➤ WE BUILD PROCUREMENT & NEGOTIATION CAPABILITY

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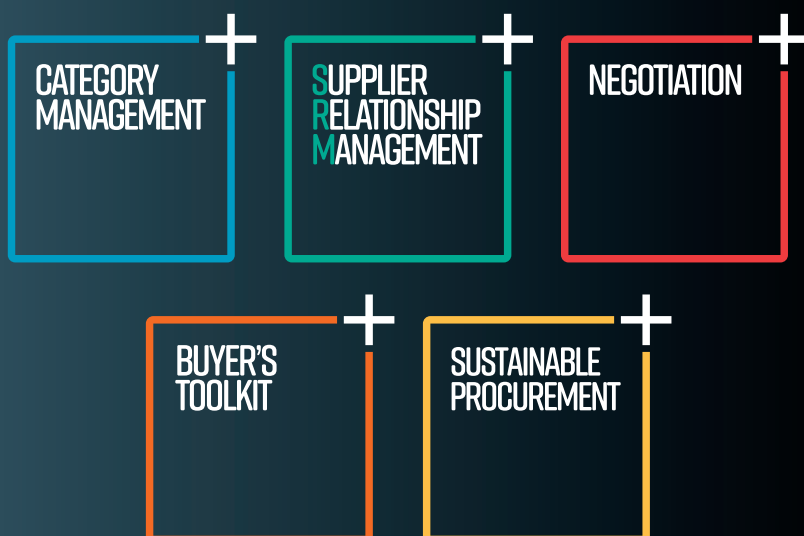
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FEDERATION

In the last decade, procurement has encountered significant challenges due to rapid technological advancements, such as AI integration and digital transformation. These changes demand new skills and processes. The evolving global economy has added complexities, including geopolitical tensions and sustainability concerns. IFPSM has been and still is a pivotal hub, supporting over 40 associations worldwide. It facilitates knowledge exchange and collaboration, helping procurement professionals navigate the intricacies of this new world, embrace transformation, and align strategies with the global market's shifting dynamics.



IFPSM
INTERNATIONAL FEDERATION OF PURCHASING & SUPPLY MANAGEMENT

From Past to Prosperity: The Creation of the Winning Strategy

by Markku Henttinen, former Chairperson and CEO of LOGY, Finland and the current CEO of IFPSM

Rapidly changing business environment and increasing competition

The traditional strengths of national and regional member associations have been training programs, seminars, publications, exhibition partnerships, and, above all, membership events. At member events, it is possible to gain fresh information and a deeper understanding of best practices related to specific themes. At national events, information is largely based on national expertise. However, highly prestigious international speakers often participate, too, and share their expertise.

In the 2000s, and especially after the financial crisis, association activities have faced increasing commercial competition. Commercial, for-profit organizations organize professionally and efficiently conferences and training programs. Various management clubs attract professionals in the field, even if it is for a substantially high annual fee.

Business is globalized. Everyone has access to information through internet with sophisticated search engines and tools like ChatGPT. A national association does not have any monopoly for business information, neither for best practices. The traditional form of association events, discussion forums, and company visits do not always serve the needs of the busy young professionals of today.

The natural need of human beings to connect and be connected and to be part of something bigger remains. It is this need that supports the associations' important role as a not-for-profit organization for the benefit of the entire society.

The natural need of human beings to connect and be connected and to be part of something bigger remains. It is this need that supports the associations' important role!

Turning points in the last years

In the early 2010s, IFPSM's office was in the UK. Malcolm Youngson served as CEO and Sally Pawson as executive administrator, both with great merit. The World Summit was held every 2nd year: in 2011 in Stockholm, 2013 in Bangkok, 2015 in Barcelona, and 2017 in Taipei. The purpose of these events was to bring the key representatives from the member associations under the same roof to discuss current topics. Financing these events was the responsibility of IFPSM, which put a strain on IFPSM's dwindling financial reserves.

CEO Youngson succeeded in establishing global partnerships with commercial companies that temporarily balanced IFPSM's otherwise challenging financial situation. However, the partners' expectations were sometimes not fully met, which affected the continuity of partnerships.

Mr. Youngson also initiated a successful strategic partnership and the Affiliate membership of EIPM, European Institute of Procurement Management. The main income source was still the membership subscription fees supported by minor income from certification programs. The income hardly covered the office expenses. It became evident that a major turn-around was needed to avoid a financial crisis.

Markku Henttinen, member of the IFPSM Board and CEO of LOGY, the Finnish member association, brought to the IFPSM Board a proposal to organize the 2018 World Summit in Helsinki on an open book basis in conjunction with the national procurement day seminar event. This new concept removed the financial risk from IFPSM and placed it on the local member organization. The new professional program is to attract the practitioner and association representatives globally. Similar open-book concept was adapted in the 2019 IFPSM World Summit hosted by KISM, in Mombasa, Kenya. The event collected a huge number of participants from Africa and other regions and was a great success not just as an event, but also financially.

During the Helsinki Council meeting 2018 it was announced that Mr Youngson will retire in June 2019. Council participants experienced a very touching moment when President Mr. He gave his farewell speech to Mrs. Sally Pawson. In his speech, he showed his high appreciation for her passionate and dedicated service as executive administrator since 2011.

The board also discussed who should succeed Mr. He Liming from CFLP, China. His term as a president would come to an end by the end of 2019. IFPSM CEO Malcolm Youngson had previously expressed his desire to retire, but President He had managed to persuade him to continue. Seán O'Dwyer from IIPMM, Ireland, and Markku Henttinen from Finland were candidates for president-elect.

In accordance with the rules at the time, the president-elect would become the next president. During the recess of the meeting, President He Liming actively influenced the discussion, as a result of which Henttinen withdrew his candidacy and Seán O'Dwyer was named president-elect. Henttinen was appointed to become the CEO from the 1st of January 2019. The solution proposed by Mr. He was wise and far-reaching, as the Board of Directors had already decided at its previous meeting that the office would move from the UK to Helsinki, Finland.

The work to enable the move of office of operations from the UK to Finland was initiated already in 2018. Ms. Marjo Ojakoski from the LOGY office made a great input as the first office secretary in Helsinki in supporting the CEO during this quite challenging transit period. After Marjo went to finalize her studies in October 2019, Ms. Saana Rantanen took over the IFPSM secretariat and has since then provided superb support as executive assistant in the IFPSM office.

The first year of the office in Helsinki was 2019. It was not much less dramatic than the previous one. The president-elect, Mr. Seán O'Dwyer, who was supposed to succeed Mr. He as IFPSM President for the term 2020-2022, sent in his announcement to resign. The reason behind his decision was the financial status his Irish home associations was in. He also felt that his new position as procurement manager of the Irish Rail company did not allow him to devote enough time to IFPSM. With Seán, IFPSM lost a very capable strategic minded person, who could have done a lot for the IFPSM community.

Mrs. Marina Lindić, who had served as the treasurer of IFPSM, was elected to be the president-elect for the rest of 2019. In January 2020 she started her 3-year term as the president. Her background as treasurer and procurement leader was of great benefit for IFPSM. Marina greatly supported the CEO and the IFPSM office guiding IFPSM successfully through the Pandemic era.

The successes and challenges on our way to a better future

When the global office began to operate from Helsinki on the 1st of January 2019, the best practices of digital tools for financial administration, bookkeeping, and certification programs were adapted. The IFPSM web page was modernized efficiently. The digitalized certification process became a necessity as the demand for IFPSM Global Standard and PAS (Program accreditation standard) programs and their individual diplomas to students started to grow. To this day, IFPSM has delivered more than 20,000 individual student diplomas in China alone. All these hardly visible changes significantly improved the IFPSM financials. From 2019 to this day, there has been a surplus and the reserves for future investments have increased.

In 2019, the CEO participated in the EU Commission project "ProcurCompEU" as a member of the advisory committee. Many of the member associations contributed to the actual project work with their senior expertise. ProcurCompEU is a tool designed by the European Commission to support the professionalisation of public procurement. By defining 30 key competences, it provides a common reference for public procurement professionals in the European Union and beyond. It recognizes and supports public procurement as a strategic function that delivers public investment for sustainable growth. It helps individual public procurement professionals valorise their competences and facilitates training and professional development. It also supports training providers to build appropriate training programmes. Later, Mr. Giovanni Atti, former president of ADACI, Italy, and IFPSM treasurer, developed together with ADACI management a tool tailored for private procurement with the EU project outcome as the basis for the tool.

In January 2020, we all could read news about a new virus called covid-19 causing large numbers of death cases despite of the best possible healthcare available. Covid-19 meant a new era for the IFPSM global network. The last in-person meeting in the European region was held in early March 2020 in Zagreb, Croatia. Simultaneously, the pandemic started to spread all over the region due to air travelling. Luckily, none of the participants caught the terrifying virus.

IFPSM network showed its agility turning the regional meetings virtual. During the year 2020 IFPSM office organized 10 virtual meetings together with different regions despite of the challenging circumstances. In 2021, 18 virtual regional meetings were held. IFPSM had found a new and efficient way to connect the members. During the pandemic era the virtual meetings had a very important function

in members sharing their best practices to cope with the difficult situation. Nevertheless, virtual meetings are hardly a fully equivalent replacement of in-person meetings.

Unfortunately, the IFPSM World Summit 2020 had to be postponed due to the pandemic. It was supposed to be held in Bali, Indonesia. For the host, IAPI, Indonesia, and for IFPSM office, this took a lot of extra efforts. In 2021, the World Summit had to be yet again postponed. Finally, in September 2022, the World Summit took place. The pandemic still had a negative impact on the number of participants even though the program was excellent. Due to this, the financial outcome of the summit was not a preferable one.

How to move towards a glorious future?

There is an obvious need to be more service minded: the needs of the members and customers need to be understood to be able to provide value for the membership. To succeed in the rapidly changing business environment, the association leaders need to be more marketing and sales minded both in the operational management as well as in the supervisory board. This might be

quite challenging, especially for those procurement leaders who have learned to focus on cost cutting instead of creating value and increasing earnings. In other words, the associations need to be managed and lead like any other service industry. This may prove to be extremely challenging on a volunteer basis.

The global network of IFPSM member organizations and the human knowledge of hundreds of thousands of individuals together form enormous potential to create value not only for the network but for the benefit of our unique planet. However, this won't materialize if everyone is only expecting gain without having to put in any efforts. You may gain only if you give!

Without the input of the member organizations, the IFPSM office can hardly make the change alone. There are great individuals who have through time dedicated their time, energy, and career to bring IFPSM forward, but the association needs the help of its members. The basic pillar of association activities is its members. Understanding the importance of the work put in by the member organizations is just as important now as it was in the years of forming the association.

IFPSM Strategy 2024-2028

In 1995, as reported in the history of the Federation, Klaus Bapp implemented the first business plan of the Federation. Since then, each President has presented his own strategic plan considering the objectives indicated by the board, the CEO and the Member organizations.

The IFPSM's current president Mr. Chris Oanda, a brilliant strategic thinker from Kenya, started the strategy process in the beginning of his term spring 2023 to outline the route to success and growth. In this process the Mission and the Vision of IFPSM were crystallized and strategic goals were set:

➤ Mission

To provide a global platform connecting member associations that creates value for their individual members and the profession.

➤ Vision

IFPSM is recognized as the leading global reference in procurement and supply chain management standards and best practices, providing the primary resource for global networking, and developing a robust community of committed member associations.

Strategic goals:

➤ Network

To become the primary resource for global networking and in formation of procurement and supply chain management.

➤ Reference

To foster its role as the leading global reference in procurement and supply chain management standards and best practices.

➤ Community

To develop a robust global community of committed member associations.

Conclusion

The history of IFPSM is full of challenges that have been overcome time after time. Many great challenges lie yet ahead. Most importantly, many of the member associations are still struggling with lack of sufficient financial resources. The input of committed volunteers is decisive both on a national level and for the IFPSM community. However, IFPSM is going towards a glorious future and further successes for the next 50 years with active collaboration and contribution of the member associations, affiliate members, and commercial partners.

Strategic goals and core activities 2024 – 2028:



IFPSM today

by Markku Henttinen, CEO of IFPSM



IFPSM is an independent, non-profit oriented, and non-political international organization facilitating the development and distribution of knowledge, business models, and best practices to elevate and advance the procurement and supply chain management profession, both in the private and in the public sector. It encourages the Supply Chain Management community to combine the concept of 'value for money' with sustainability and innovation objectives, thus favourably impacting the standard of living of citizens worldwide and the creation of an open and collaborative economic system. IFPSM is the union of over 40 national and regional purchasing and logistics associations worldwide, making it the largest network of professionals in the sector that collaborates and exchanges information to best meet the needs of their companies and countries.

IFPSM, the network of decision makers

The basic pillar of association activities is its members. IFPSM's network covers more than 40 member associations. Individuals can join the member associations as individual members or through their organization. The network of IFPSM reaches today approximately 250,000 procurement and supply chain management professionals and decision-makers globally. Activities are organized in four geographical areas: Africa, Americas, Asia/Pacific, and Europe. Some of the members focus mainly on procurement, private or public, and others deal with the full scope of supply chain management, including procurement and logistics operations.

If we take a closer look at the positions of the individuals, some interesting numbers emerge. 61% represents procurement sector, 73% work for the private sector, and over 40% of the practitioners have a top-level position as CEO or director.

Code of Conduct

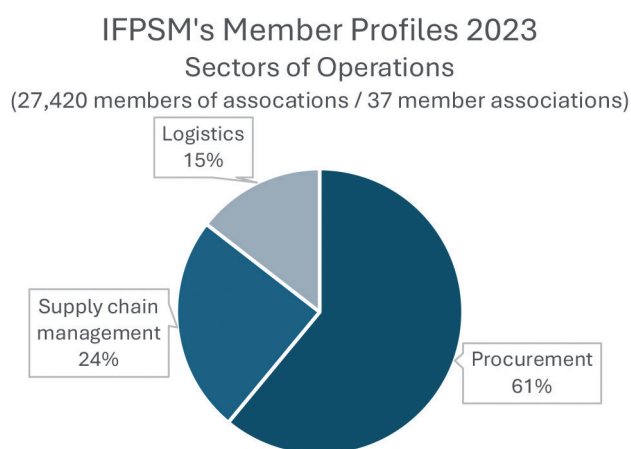
IFPSM Code of Conduct is compliant with the basic principles of the UN's Global Compact platform and represents a guide to procurement and supply management professionals. Its acceptance is a prerequisite to become a member of the Federation.

The code is based on four core values:

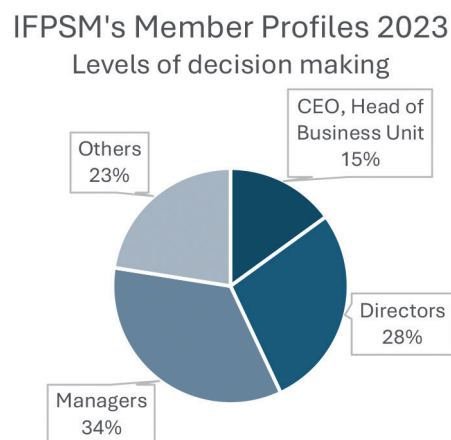
- ➔ business ethics
- ➔ expertise and objectivity
- ➔ open competition, and
- ➔ sustainable procurement and supply management

It revolves around four core subjects:

- ➔ legislation and regulations
- ➔ personal interest
- ➔ conduct towards competitors, and
- ➔ corporate social responsibility.



Pic 1. Member survey 2023: Sectors of operations



Pic 2. Member survey 2023: Levels of decision making.

IFPSM eServices

In November 2021 the IFPSM office signed an agreement with EIPM, France (European Institute of Procurement management). EIPM, with its owner and dean Mr. Bernard Gracia, became the first strategic partner and supplier of high-class virtual educational services to IFPSM members and practitioners. IFPSM office developed together with an external Finnish partner the IT technology needed for the virtual educational services. The new service platform was branded as "IFPSM eServices", see pictures 3 and 4.

After a successful implementation through the IFPSM network, the IFPSM eServices provides the global market of more than 250,000 practitioners and decision makers the best procurement and Supply Chain Management related information, services, and educational programs. This worldwide ecosystem has tremendous value and will benefit greatly the member associations, affiliate members, and commercial partners. The IFPSM network of fellow organizations will secure the best global knowledge also on a national level.

IFPSM accreditation and certification programs

IFPSM Global Standard (GS) is accreditation for the organization providing the training in its entirety and it includes all the train-

ing courses provided by the university or the institute. Accreditation is divided into two different parts: Part A is concerned with the eligibility of the training organization itself and Part B is concerned with the content of the program. The IFPSM Global Standard is governed by an independent Global Standard Board. The process to apply has 6 stages.

The IFPSM Program Accreditation Standard (PAS) has been designed to recognize and accredit a single course that meets the criteria regarding the program design and structure, learning objectives and quality control. Course submitted for assessment to the PAS must meet the requirement of delivering no less than 150 learning hours. A minimum of 80% of its content should be specific to some aspect of purchasing and supply chain management. The PAS is focused on providing applicant organizations with a signpost for their courses that ensures:

- ➔ relevance for today's procurement and supply chain environment
- ➔ applicable contemporary structure and content
- ➔ robust assessment checks and balances, and
- ➔ adaptability for the global environment.

The PAS has been designed to recognize and accredit programs that are sector, industry, supply chain related, etc., but still general in nature and composition.

IFPSM eServices



IFPSM eServices mission is to create extra value for your members through digital services.

IFPSM eServices is a new online platform for Procurement and Supply Chain Management Professionals gathering relevant services and valuable information in one place.

- IFPSM eServices is a platform that reaches up to 250 000 Procurement and Supply Chain Management Professionals all over the world.
- The platform provides useful and interesting global services and events to professionals and companies to develop their skills and competences.
- IFPSM eServices has been created and developed together with IFPSM member associations. Every member of IFPSM member association has access to the platform.



Easy and secure to use

Pic 3. IFPSM eServices – a new source for information and knowledge



Pic 4. Categories of the eServices platform



Pic 5. IFPSM Global Standard accreditation and certification process.



IFPSM
INTERNATIONAL FEDERATION OF PURCHASING & SUPPLY MANAGEMENT



FEDERATION

MEMBERS

Discover more about our vibrant IFPSM community! The International Federation of Purchasing and Supply Management associations proudly represents members across four continents, connecting over 200,000 professionals in procurement and supply chain management. Our network spans diverse regions and industries, fostering collaboration and knowledge sharing among experts dedicated to advancing global procurement and supply chain practices. Join us to tap into a wealth of resources, support, and innovative solutions that drive excellence in the field.



IFPSM
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Affiliate Member

MEMBERS



ABCAL

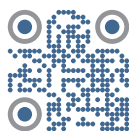
Belgian Association of
Purchasing, Logistics and
Supply Chain Professionals

Foundation Date: 1958

Members: 1,017

President:

Current president: Emmanuel
Stenier (2022-2026), Previous
President: Willy Glaude (2013-
2021), Marc Fourny (2009-2013)



www.abcal.org

Description: ABCAL is a Belgian association for executives and professionals in purchasing and logistics. It offers networking, training, and knowledge-sharing opportunities to promote excellence and innovation in procurement and logistics management.

Main Annual Events:

JCAL, Prospective conference day – JCAL is a one-day conference that aims to bring to participants prospective topics and business case for reflexion 17/10/2024

Time to Connect! 14/03/2024

Experience Tour Belgium – Entr'acheteurs / Echanges d'expertises, Supplier Code of Conduct 19/04/2024

Experience Tour Belgium – Entr'acheteurs / Echanges d'expertises 06/06/2024

Club Scal – Visit of Multipharma's automated warehousing facility, Pharmacy supply chain and last mile challenge March/April 2024

Main Training & Education Courses:

DAP – Purchasing

PITRASC – Supply chain

Strategic Procurement Management

Value Management – Value Added Optimisation

DAL – Logistic

Certification:

Diplôme DAP

Diplôme Pitrasc

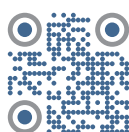
Diplôme DAL

Certificat Junior et Senior de Logisticien (ELA)



ACOPC

The Colombian Association
of Procurement Professionals
(ACOPC)



www.acopc.com.co



MEMBERS

Young Purchasing Professional Activities: Campus Project: 80-hour course on P&SCM for students of 13 universities YPP participate at no cost to main events

R&D Committee: Latest Researches: Critical Raw Materials, AI Applications in P&SCM and Talent Management

Government Recognition: As per Law 4/2013 ADACI is authorized to define the qualification syllabus in P&SCM and to release Qualifications

Main Annual Events:

Fucinandum Innovation – Review of education syllabus & training programmes by qualified teachers, academics, managers and HR experts.

Opportunity Manufacturing – Buyer and Suppliers discuss P&SCM hot topics

Negotiorum Fucina – Annual Forum of P&SCM community, key commodities round tables & plenary sessions

CPO Lounge Community – CPO Forum to discuss key topics of the profession and successful case studies

Public Procurement Symposia – Two annual meetings to analyse and discuss the main issues of public procurement

Main Training & Education Courses: Basic Course on Procurement – Explorer Course for Senior Buyers – Executive Course on P&SCM, ESG and Multiphase and Multilevel Negotiation

Certification: Pursuant to the Law n. 4/2013, ADACI releases three different Qualifications: L1 for Buyers, L2 for senior buyers/middle management, and L3 for CPOs.

Awards: Annual awards on: ESG, Diversity & Inclusion in Procurement, Enabling Technologies & AI applications, Risk Management and Advanced Logistics



ADACI

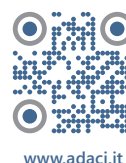
Associazione Italiana Acquisti e Supply Management

Foundation Date: 1968

Members: 1,260 members spread in 6 territorial sections and divided into students, ordinary, honorary and corporate members

Organisational Structure:

President, Board, Council; General Assembly, Auditors and 8 employees; President and Council at section level



www.adaci.it



Description: AERCE represents the interests of professionals and Purchasing, Contracting and Supply departments in Spain, both from private companies or organizations and from Public Administration Entities and Bodies. Its mission is to promote the development of a sustainable purchasing function by driving innovation in supply chain management and creating value through the search for excellence.

Young Purchasing Professional Activities

AERCE provides complete and comprehensive training throughout the purchasing professional career. The school's most complete training is conceived in three complementary cycles, which make up a comprehensive program equivalent to a university master's degree. There are three levels of training: Purchasing Expert Course, Advanced Purchasing Management Course, and Purchasing Management Course. La Salle University certifies the training modules of AERCE, so that the training is offered with the possibility of obtaining a post-university degree, enabling professionals and companies to configure the training itinerary that best suits their needs.

Main Annual Events:

27º Congreso de Profesionales de Compras 05/22/2024

Premios AERCE, AERCE's Procurement Awards 11/21/2024

Procurement Days: Catalunya, Valencia, Andalusia

Expert in Purchasing Course: The necessary training to ensure knowledge of the purchasing function, including purchasing processes, supplier management, contract management, the purchasing unit, and the role of the purchasing unit in the company.

Advanced Purchasing Course: The necessary training to ensure the concepts of excellence and quality in purchasing.

Purchasing Management Course: The strategic training necessary to lead the purchasing function • Master Executive in Purchasing Management: Procurement and purchasing management • Specialist Training in the UNE 15896 Standard in Purchasing: UNE 15896 Purchasing Standard



AERCE

Spanish Association of Purchasing, Contracting and Procurement Professionals

Foundation Date: 1981

Members: 7,000

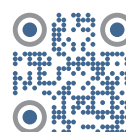
President:

Current President:

Gonzalo Fornos (03/30/2023 -)

Previous President: Cristian Lienes (06/15/2021 - 03/30/2023)

Previous President: José Francisco Garrido (01/28/2021 - 06/15/2021)



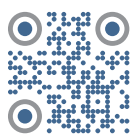
<https://aerce.org>



MEMBERS



AMCA
Association Marocaine de La
Communauté Achats



www.amca.ma



APCADEC
Associação Portuguesa de
Compras e Aprovisionamento

Foundation Date: 1964

Members: 450
(30 are company)

President:
João Correia Botelho

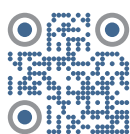
Description: APCADEC is a non profit organization that congregates procurement and supply chain professionals promoting the knowledge around Procurement and Supply Chain topics, a strong network, training and events. Aims to strengthen the skills of the associates, bring a more strategic view around procurement, contribute to the growing ethic of procurement activities in Portugal through the creation of the first Procurement Ethic Code (already subscribed by a significant number of Portuguese companies), increase the networking and best practice sharing between Procurement professionals and give visibility on the main trends in the market.

Main Annual Events:

Seminars, conferences, webinars and network events

Certification:

Professional training actions. Connection to the Universities in the field of the postgraduation studies and certification of the graduated professionals. Agreement with EIPM and Top Portuguese Business Schools.



www.apcadec.org.pt



MEMBERS

R&D Committee:

Digitalization in Latin America
Supply Chain Risks in LATAM
Best Practices for Cost Control
Collaboration with Instituto Mundial e Organización – World Organization Institute (related to the United Nations) in order to develop knowledge and training material to deal with collapsed supply chains.

Main Annual Events:

IPFSM World Summit 2024
CISA (Congreso Internacional de Suministros Aprocal), October

Main Training & Education Courses:

Diploma in Procurement (72 hours) – 2 or 3 times per year
Diploma in Logistics (81 hours) – New
Specific workshops (Services purchasing, Finances for buyers, Negotiations, etc.)

Certification:

CEPAM – Certificado como Profesional en Abastecimiento en México
(Certified as Professional in Purchasing in Mexico)
CECP – Certificado como Especialista en Contratación Pública en México
(Certified as Specialist in Public Contracting in Mexico)
CPLM – Certificado como Profesional en Logística en México
(Certified as Professional in Logistics in Mexico)



APROCAL

Asociación de profesionales en compras, abastecimiento y logística, A.C.

Foundation Date: 1999

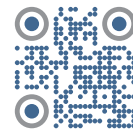
Members: 98

Organisational Structure:

President, Board (6 volunteers), 2 employees

President:

Since 2023
Cesar S Leal Rodríguez
2020-23
Mario Andrade Sariñana



www.aprocal.org.mx



With over 10,000 members, BME is the leading association and network for procurement, supply chain, and logistics professionals in Germany. More than 300 volunteer members actively participate in the 38 regional committees, and around 400 companies are engaged in over 25 specialist groups within the association. BME is currently prioritizing Sustainable Procurement, Digital Supply Chains, Mobility Transition, Modern Purchasing Organizations, Public Procurement, Global Supply Chains, and Geopolitical Developments. Annually, BME and its subsidiaries host around 1,000 events.

Main Annual Events:

BME Symposium (November, Berlin): over 1,200 participants; over 160 presentations
eSolution Days (May, Düsseldorf): over 1,000 participants; workshops and presentations
SME Forum (February, Mannheim): over 400 participants; connecting SMEs
Purchasing Initiatives (in cooperation with the Federal Ministry for Economic Affairs and Climate Action): over 2,500 B2B contacts per year

Additional conferences:

BME Sustainable Procurement Summit, BME Public Procurement Day, BME European Procurement & Supply Chain Excellence (CPO Forum),

BME Service Portfolio for members and professionals:

Knowledge: Trainings (Webinars, Seminars), Certification in co-operation with IHK, Qualification, Master Classes, etc.

Services for companies: B2B-Matchmaking (global sourcing), Market research & Benchmark (KPI), Job-Platform (recruitment) • In-House Trainings, Whitepapers, Studies, BME Code of Conduct, BME Newsletter (in German and international), BME Magazine (BIP), MyBME (Online Community), Young Professionals • Regional networking events, Global B2B network, Expert Councils, BME-SME Initiative

Certifications: Certified Procurement Manager, Certified Procurement for SME. Various certifications in compliance, sustainability, and innovation in procurement.



Association for
Supply Chain Management,
Procurement and Logistics

BME

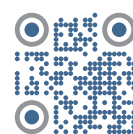
German Association of
Supply Chain Management,
Procurement and Logistics

Foundation Date: 1954

Members: +10,000

in 38 regions
(+ 1,100 young professional)

President: Gundula Ullah



www.bme.de



MEMBERS



BUNDESVERBAND MATERIALWIRTSCHAFT, EINKAUF
UND LOGISTIK IN ÖSTERREICH

BMÖ

**Austrian Federal Association
of Purchasing, Materials
Management and Logistic**

Foundation Date: 1998

Members: 165 company
16 personal

President: Stefan Braun

The BMÖ was founded with the aim to support and strengthen the role of purchasing within companies. The association protects and promotes the further development of purchasing, supply chain management, materials management and logistics in Austrian companies. BMÖ established a comprehensive network with a wide range of offers. We are standing for a dynamic purchasing and supply management. The BMÖ provides a wide network.

Description: BMÖ is an autonomous and non-political federation established under Austrian Law to strengthen the profession of Purchasing & Supply Chain Management in the economic and educational system and to satisfy the needs of organisations in the area of Procurement, SCM, Materials Management and Logistic, both in the public and private sector.

Service Portfolio: Further the BMÖ started different task forces to different topics such as Financial Service Providers, Responsible Supply Chain Management, Big Data, Internet of Things, Industry 4.0 and the consequences on purchasing and Supply Chain Management and the last one is the Sustainability in the Supply Chain. These groups consist of more than 10 managers of different Austrian companies. The aim is to provide a road map for small and medium sized companies and further to improve the competitiveness and innovative strength of the Austrian industry.

Main Annual Events and Award: At the annual conference "Österreichisches Einkaufs-Forum" managers meet to discuss different current topics in purchasing and supply chain management. At the gala event, on the evening of the first conference day, takes place the award ceremony on behalf of the "Austrian Supply Excellence & Einkauf 4.0 Award". The award promotes solutions along the supply chain. Through our conferences, expert dialogues, round tables, sourcing days and our annual conference "Österreichisches EinkaufsForum" purchasing and supply chain managers get access to relevant information, trends and developments in their field of work.



www.bmoe.at



HRVATSKA UDRUGA NABAVNE DJELATNOSTI
CROATIAN ASSOCIATION OF PURCHASING

CAP (HUND)

**Croatian Association of
Purchasing**

Foundation Date: 2004

IFPSM Member: since 2007

Members: 110+ divided into
students, ordinary, honorary
and corporate members

President:

1st president: Vesna Jungić
from 2004 - 2025

2nd president: Mirela Senica
from 2015 - till now

Description: HUND is non-profit organization, gathering procurement professionals in Croatia with the aim of promoting the procurement profession within the business and social community, exchanging experiences and best practices in the domain of procurement. The association was conceived as a central place for connecting procurement professionals from various branches of activity, both from the private and public sectors, in order to improve their knowledge, competences and skills in the field of procurement, but also to enable them to build a business network with other procurement professionals from Croatia and abroad.

Young Purchasing Professional Activities

Cooperation with the universities in croatia:

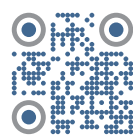
YPP participate at no cost to main events

Main Annual Events:

ANNUAL CONFERENCES – in last 18 conferences CAP gathered 2500+ participants from 550+ companies with 100+ speakers and pannelist

QUARTERLY EVENTS – member's discussion about procurement trends, challenges and best practices

ADRIATIC PROCUREMENT EVENTS – event for experts in the field of procurement, supply chain and all those who strive to improve their business in this sector



www.hund.hr

MEMBERS

30

Description: CBEC is a non-profit association with nationwide coverage, whose objectives are to promote the appreciation of the purchasing area by recognizing its strategic character, enabling the exchange of experiences and better practices among its members, consolidate the identity of the Purchasing area and encourage the practice of the highest ethical principles and efficiency in the exercise of the profession, in order to increase the competitiveness of companies.

Main Annual Events:

Purchasing Competitiveness Forum
Purchasing Sustainability Forum
International Purchasing Congress

Certification:

CPP- Certified Purchasing Professional (5 levels: basic – under development – advanced – outstanding – excellent)

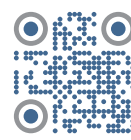


CBEC

Brazilian Council of
Purchasing Executives

Foundation Date: 2004

Members: 262
(12 are industrial groups)



www.cbec.org.br



Members: The China Federation of Logistics and Purchasing (CFLP) is the most authoritative non-profit organization in China that promotes the development of the logistics, purchasing, and supply chain fields through research, training, standards, and related services. CFLP is also responsible for publishing the Chinese PMI. CFLP collaborates with partners worldwide to promote professionalism and best practices in the industry.

Main Annual Events:

There are over 100 conferences and seminars organized by CFLP every year, and including several global and international events, such as Global logistics technology conference, Global cold chain logistics summit, Logistics academy annual conference and Logistics entrepreneur annual conference.

Training & Education Programs:

CFLP offer certification programs to validate the knowledge and skills of professionals in logistics and purchasing. These certifications may include designations such as Certified Supply Chain Professional (CSCP), Professional Proficiency Certificate of Purchasing Practitioners (PPCPP), or other industry-recognized certifications.

Academia Programs:

CFLP have collaborations with academic institutions and offer academic programs related to logistics and purchasing. And China Society of Logistics (CSL) is under the CFLP, which serves as a platform and provides CFLP with professors, scholars, and academia who specialize in the purchasing and supply chain domain.



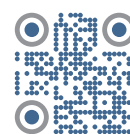
CFLP

The China Federation of
Logistics and Purchasing

Foundation Date: 2000

Organisational Structure:

Mr. He Liming,
Vice President: Mr. Cai Jin
(Board member of IFPSM,
senior delegate for IFPSM)



chinawuliu.com.cn



MEMBERS



CIPSMN

Chartered Institute of
Purchasing and Supply
Management of Nigeria

Foundation Date: 1974

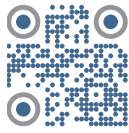
Members: 5,540

President:

ALHAJI Sikiru Oladepo Balogun
(January 2023-December 2024)

ALHAJI Ado Jibrin (January
2019 - December 2022)

ALHAJI Diekola Oyewo (January
2015 - December 2018)



www.cipsmn.com

Description: CIPSMN vision is to excel as the National Reference point within the core competence of the purchasing and supply chain Management Profession in Nigeria. CIPSMN mission is to become the most preferred in Inventory Management and Physical Distribution, Development of local content, Wise spend management, Industrial and Commercial Outsourcing, Investment and Innovation, Promoting Impartiality, Absolute Transparency and Honesty. The motto of the association is „Value for Money“.

R&D Committee: The function of the committee is to carry out appropriate research and report to the institute. Various research projects are ongoing.

Government Recognition: Listing of Certificate in the Scheme of Service

Main Annual Events:

- Annual General Meeting, December
- Annual Conference, August
- Examinations, June and December

Main Training & Education Courses:

Mandatory Professional Development Programme:

- Procurement Audit as a Tool for Combating Procurement-Related Fraud and Corruption
- Strategy for Engendering Sustainable Procurement Practices in Nigeria
- Significance of Artificial Intelligence for the Future of Supply Chain Management Functions
- The Role of Efficient Contract Management in Project Delivery
- Team Building and Leadership Attributes of a Procurement and Supply Chain Management Professional (April and September)

Certification:

- Graduate Diploma Certificate • Chartered Certificate • Fellow Certificate
- Honorary Fellow Certificate • Associate Certificate • Corporate Certificate



CISC

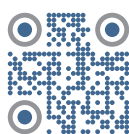
Chartered Institute of Supply
Chain Management

Foundation Date: 2009

Members: 1,010

Organisational Structure:

President: Richard O. Okrah



www.cisc.org

Description: CISC is the Integrated (end-to-end) Supply Chain Management Professional body with global membership headquartered in Ghana, incorporated in 2009. Its focus is on the macro supply chain management - mindset and thinking, leadership and integration. Mission statement is to promote the recognition of end-to-end supply chain management through sound leadership, research, training, engagement and ethical professional service for sustainable development and growth. Core values: integrity, knowledge, effective application, honesty, dedication, service and safety. CISC now is hosting the Africa Region Chairmanship for IFPSM.

Main Annual Events:

Annual investiture and induction ceremony - World supply chain week commemoration
Women in supply chain annual conference - CISC Recognition nighAdvocacies engagements on integrated supply chain management mindsets

Main Training & Education Courses:

Continuing professional development - Competence based seminars and workshops

Certification:

Diploma, Advanced Diploma and Professional Diploma in Integrated Supply Chain Management

Awards:

Best Supply Chain Practitioner of the Year, Male and Female Categories, Best Supply Chain Organization of the Year, Small, Medium, and Large Organizations

MEMBERS

Main Annual Events:

Soirée de gala, Universités des Achats 2024,
Innovation et souveraineté, CNA en scène |
HA Lab' décarbonation, Décarbonation,
Forum Achat Public, La commande publique et l'Europe.
Baromètre DPS

Main Training & Education Courses:

- HA Lab' Énergies, Énergies
- HA Lab' Décarbonation, Décarbonation
- HA Lab' Charte & Label RFAR, Charte & Label RFAR
- HA LAB' Transport, Transport
- HA LAB' Contrat IT, Contrat IT

Certification:

The Higher School of Supply (ESAP)
Charte Relations fournisseurs et achats responsables (RFAR)
Label Relations fournisseurs et achats responsables (RFAR)
<http://www.rfar.fr>

Awards:

Trophées CNA - Décision Achats
<https://www.trophees-decision-achats.fr/content/categories>



CNA

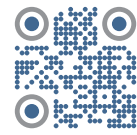
Conseil National des Achats/
National Purchasing Council

Foundation Date: 1944

Members: 20,000. Memberships of the National Purchasing Council are focused on professions in the Purchasing function such as purchasing directors, purchasing managers, buyers, student buyers, consultants and CNA volunteers.

President:

Since 2019 Jean-Luc Baras
2012-19 Marc Sauvage



www.cna-asso.fr



Description: EIPM is at the intersection of the business and the academic worlds. Currently with branches in Geneva and Shanghai and partnerships in Brazil, India, Mexico, North America, Poland and the United Arab Emirates, the Institute has developed a complete range of solutions to meet the training and development needs of its large base of international clients in all sectors of industry and service. With a wide geographic coverage, providing solutions to companies across four continents, EIPM's multinational staff and international network allow EIPM to organise educational programmes all over the world, balancing global objectives and local requirements. EIPM publishes regularly, notably the EIPM Value Creation Observatory, the EIPM Journal of Supply Excellence and the book Global Industrial Trends. The Faculty is composed of prominent professors, consultants and executives of leading companies from different sectors. EIPM maintains a dedicated customer service team, responsive to individual and organisations' needs.

Main Annual Events:

Workshops & Webinars
CPO Round Table
CPO Breakfast
EIPM Annual Purchasing Conference

Certification:

EIPM Certification For Newcomers
EIPM Certification for "Cat-man" & Lead Buyers EIPM Certification for Managers
Executive Diploma in Purchasing
Executive MBA in Partnership with IEDC



EIPM

European Institute of
Purchasing Management

Foundation Date: 1990

Founder & President:

Bernard Gracia

Research & MBA Director:

Hervé Legenvre



www.eipm.org



MEMBERS



Supply Chain Canada

Foundation: 1919

CEO and President:
Martin Montanti

IFPSM member
since 2004 and 2024

Member network Association of over 4,000 professionals. Supply Chain Canada is a nationwide association, in existence for more than 104 years. We are the principal source of supply chain training, education, and professional development. We create critical networking opportunities, provide valuable engagements for member feedback and professional input. We advocate for members and their careers with governments and businesses across the country. Our member-centered approach is focused on advancing the needs and interests of supply chain professionals working across the end-to-end supply chain. Through our 10 Provincial and Territorial Institutes, Supply Chain Canada grants the Supply Chain Management Professional (SCMP) designation, the highest achievement in the field and the mark of strategic leadership.

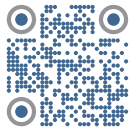
Main Events: SCC Fall Virtual Symposium Risk & Resilience in Supply Chain September 19, 2024

This virtual event will feature exciting keynote speaker Rachel Flanagan - Assistant Coach of Toronto from the PWHL, sessions from top experts on Bill S-211, engaging workshops with peers AND our partners at Inchainge will be presenting 'The Fresh Connection'. During this interactive session you'll make all the decisions in a special Risk & Resilience scenario: A virtual manufacturing company facing financial ruin will also experience some unexpected events... and only optimal supply chain decisions can save it!

Supply Chain Canada National Conference June 11 – 13, 2025 in Calgary, Canada

Supply Chain Canada will host our annual National Conference in stunning Calgary, Alberta June 11-13th, 2025. Conference theme is Chain Reaction: Powering Supply Chain Innovation and will feature industry experts from Alberta and across Canada discussing the future of Supply Chain. With over 15 education sessions, networking events and an amazing chance to connect with peers, attendees will access a once in a lifetime conference experience.

Trainings: Procurement and Supply Management • Global Sourcing • Supply Chain Management for the Public Sector • Operations and Process Management • Procurement and Supply Management



www.supplychaincanada.com



FZUP

Federation of Purchasing
and Supply Management -
Russia

Foundation Date: 1968

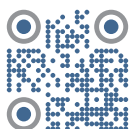
Members: 209
(14 are company)

President: D.N. Lapin

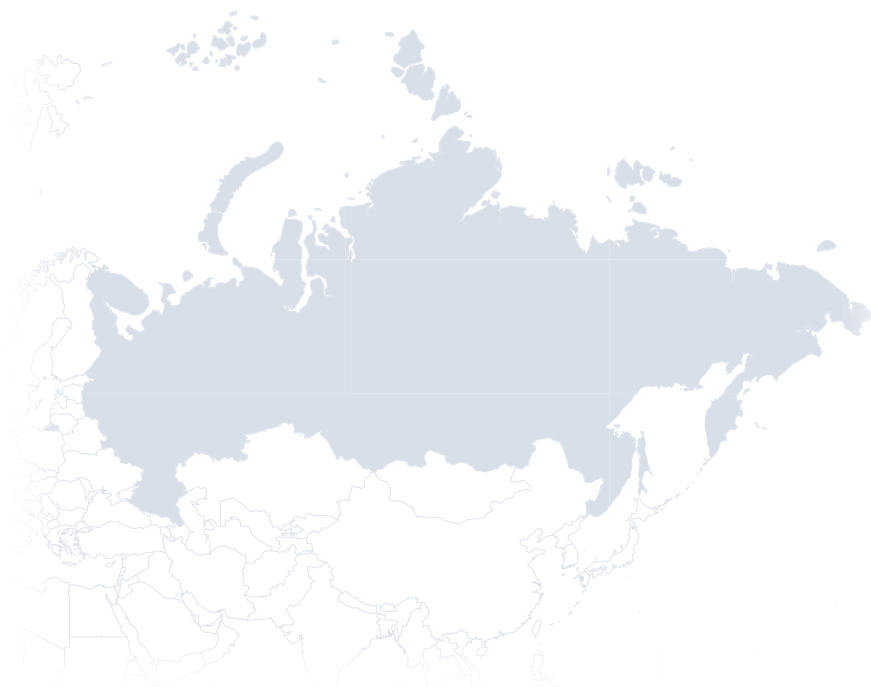
Description: FZUP is an Interregional Trade Union of Supply Workers aimed at the development of departments of organisations, business processes, specialist, from performing the functions of cost reduction to achieving the functions of creating added value.

Certification:

CSMP - Certified Supply Management Professional



www.fzup.ru



MEMBERS

34

Description: HALPIM considers supply chains as an end-to-end, integrated process. HALPIM's members come from various industries and functions, from procurement, supply chain management, production to inventory management, logistics, warehousing. The association's main goal is to provide a platform for networking, knowledge development, and information sharing.

Main Annual Events:

Annual Procurement Conference, purchasing, supply chains, digitalization, supplier development May 15, 2024

32nd Annual Congress, SCM Overall, November 5-7, 2024

Logistics Day, April 18, 2024

Main Training & Education Courses:

- Supplier Risk Management
- Negotiation Techniques
- Fundamentals in Purchasing
- Inventory Management
- Production Planning

Certification:

Modular logistics training system

Awards:

- Purchasing Manager of the Year
- Purchasing Team of the Year
- Logistics Excellence Award
- The Young SCM Talent of the Year
- Logistics Manager of the Year



Hungarian Association of Logistics,
Purchasing and Inventory Management

HALPIM

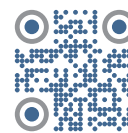
Hungarian Association of
Logistics, Purchasing and
Inventory Management

Foundation Date: 1991

Members: 1,200

President:

The current president,
Mr. Peter Horváth,
Supply Chain Manager,
HIRSCH Porozell Kft. has served
two terms from 2020-2022 and
2022-2024.



www.logisztika.hu



Description: HPI is the Hellenic Non-Profit, Non-Political, Non-Union Association with the purpose of Research and Study, Presentation and Promotion of modern Scientific Methods, Measures, Systems and Mechanisms as well as the developments of international practice for the promotion, development and more efficient operation of the vital sector of Purchasing, Procurement and Supply Management of Organizations, Businesses and Legal Entities of Public and Private Law

Main Annual Events:

National Conference Procurement & Supply Management

Certification:

CSM - Certificate in Supply Management

CL - International Logistics Certification



HPI

Hellenic Purchasing Institute

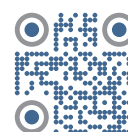
Foundation Date: 1978

Members: 85

(25 are company)

Organisational Structure:

President: Ignations Michailidis



www.hellenicsupply.org



MEMBERS

35



IAPI

Indonesia Procurement
Professional Association

Foundation Date: 2008

Members: 492

President:

Current : Sonny Sumarsono :

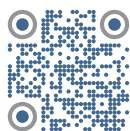
2018 - current

Previous : Ikak Gayuh

Patriastomo : 2012 - 2018

Previous: Agus Rahardjo :

2008 - 2012



www.iapi-indonesia.org

Description: IAPI want to become a vehicle and forum for Indonesian Procurement Experts to improve capabilities and exchange information and cooperation between members to make a positive contribution to the welfare of society in the field of procurement of goods and services. Mission: increasing national capacity through the procurement of goods and services; building synergies and partnerships with all stakeholders to develop the professionalism of goods/services procurement experts in Indonesia.

R&D Committee: Some research undertaken

- Digital Transformation in Government Procurement in Indonesia
- Supplied by Owner Mechanism in Construction Procurement

Government Recognition: IAPI has been recognized as key partner by Government of Indonesia through National Public Procurement Agency (LKPP) for national capacity development of procurement professionalism.

Main Annual Events:

Indonesia Procurement Forum & Expo (IPFE) IAPI 2024, 06 - 08 May 2024

Indonesia International Mega Procurement Exhibition & Conference 2024, November 2024

Certification:

- Certified Procurement Officer (CPOf)
- Certified Procurement Specialist (CPSp)
- Certified Contract Management Specialist (CCMS)
- Certified Strategic Procurement Specialist (CPSt)

Awards:

- IAPI Honorary Award
- IAPI Regional Office Awards
- IAPI Knowledge Sharing Awards



IIMM

Indian Institute of Materials
Management

Foundation Date: 1960

Members: 9,000

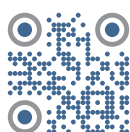
President:

Mr. Lalit Raj Meena – Current

National President – (2023-
2025)

Mr. H K Sharma – National
President – (2021-2023)

Mr. Malay Chandan Mazumdar
– President – (2019-2021)



www.iimm.org

Description: IIMM is the only Indian Professional body representing professionals from Procurement: a wide spectrum of professionals engaged in various facets of materials management, responsible for planning, sourcing, control, and distribution of materials and services (Private and Public Sector organizations).

R&D Committee:

The centre for research in Materials Management (CRIMM) is set up jointly by Indian Institute of Materials Management and University namely Techno India with a sole focus for Advanced Research in the Name of Logistics, Supply Chain Management and Materials Management for catering to needs of Professionals who wished to carry out Quality Research in these areas. The governing body of CRIMM consists of 8 members nominated by the National President of IIMM and 8 members from the University. We are publishing a monthly journal called „Materials Management Review,” which features the latest articles on supply chain and logistics management.

Government Recognition:

Courses recognized by AICTE:

- Post Graduate Diploma in Materials Management
- Post Graduate Diploma in Logistics & SCM

Main Annual Events:

NATCOM: yearly two-day national event of Convention / Technical seminars, deliberating on the latest trends in Materials and Supply Chain Management.

Certification: • Lean, Green and Zero-Defect Certification • Graduate And Post Graduate Diploma In Materials Management • Post Graduate Diploma in Logistics & SCM • Diploma in Supply Chain Management • Professional Diploma in Contract Management • Professional Diploma in Stores Management • Professional Diploma in International Trade

MEMBERS

IPLMA – The Israeli Purchasing and Logistics Management Association was founded over 60 years ago; the society brings together executives and managers from all areas and levels of the purchasing, materials management, supply chain, and logistics fields. We are a public, non-profit, volunteer-based association founded in 1962, a network of purchasing executives, supply managers, material management, and logistic managers.

Government Recognition:

Recognized training provider

Main Annual Events:

Annual Israeli conference in Purchasing and Logistics

Certification:

CPM – the Certified Purchasing Manager (CPM), accredited by IFPSM Program Accreditation Standard (PAS)

APLP – The syllabus for the Accredited Purchasing, Logistics, and Warehouse Practitioner (APLP), accredited by IFPSM Program Accreditation Standard (PAS)

Awards:

Awarding a certificate of appreciation to an outstanding students and an excellent teacher.

ארגון מנהלי רכש
ולוגיסטיקה בישראל



IPLMA

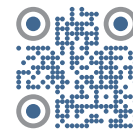
Israeli Purchasing Logistics
Management Association

Foundation Date: 1962

Members: 1,132

President:

Gil Zefoni



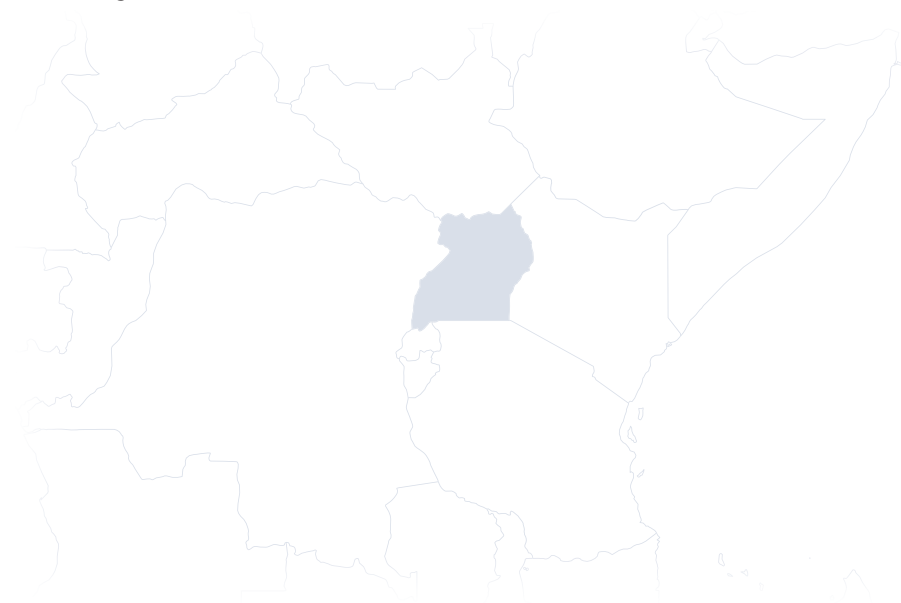
www.iplma.org.il



Description: IPPU is a professional body that was established to bring together both the public and private sector procurement and supply chain professionals in Uganda.

Since 2005, various meetings and consultations between the Public Procurement and Disposal of Public Assets Authority (PPDA), the Ministry of Finance, the Planning and Economic Development (MOFPED) and other partners, led to the formation of a committee which was given the mandate to promote a local professional body.

The organization's main objective is to prescribe, regulate the practice and conduct of members of the procurement profession and to promote procurement professional standards in Uganda.

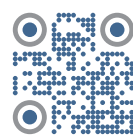


IPPU

Institute of Procurement
Professionals of Uganda

Foundation Date: 2004

Members: 300



www.ippu.or.ug



MEMBERS



THE INSTITUTE OF
PURCHASING & SUPPLY
OF HONG KONG
香港物資採購與供銷學會

IPSHK

The Institute of Purchasing &
Supply of Hong Kong

Foundation Date: 1973

Members: 1,300 Individual
Members and Corporate Mem-
bers composed by Professio-
nals and Practitioners

President: IR Dannies Y.K. Ho

Description: The main objectives of the Institute are to promote professionalism in the purchasing and supply disciplines and to bring into association those engaged in the professions for the advancement of study and practices in the purchasing and supply management functions.

Government Recognition:

IPSHK represents the interests of those involved in Purchasing and Supply Chain Management functions and offering excellent opportunities for networking with Industries. The representative of IPSHK has been appointed by the HKSAR Government as one of the 27 members in the Hong Kong Logistics Development Council (LOGSCOUNCIL) since 2000.

Main Training & Education Courses:

IPSHK is the exclusive training centre of the International Trade Centre -ITC (joint agency of WTO-World Trade Organization& UN -United Nations) for its Modular Learning System / Supply Chain Management programmes in Hong Kong.

The representatives of IPSHK have been appointed by HKSAR Government as the mentors of Trade & Industry Department SME Mentorship Programme and Specialists of Hong Kong Council For Academic Accreditation.

Certification:

IPSHK's License: L1 - Purchase License (Procurement Operational Basis)

L2 - Procurement Professional License (Procurement keys and tools)

L3 - Procurement Strategic Professional License (Leadership and Development)



www.ipshk.org



ISMM
INSTITUTE OF SUPPLY AND
MATERIALS MANAGEMENT

ISMM

Institute of Supply and
Materials Management-
Sri Lanka

Foundation Date: 1972

Members: 1,100

President:

Mr. Jayantha Gallehewa –

April 2023 to March 2025

Mr. Sarath Gamage –

April 2021 to March 2023

Mr. I. G. Perera –

April 2019 to March 2021

Description: ISMM is the leading specialized institution which fosters the professional development of Purchasing and Supply function in Sri Lanka. Recognition of its expertise led the ISMM to obtain the Membership of the Organization of Professional Associations of Sri Lanka in 1976 and the ISMM was incorporated by the Parliament by Act No. 3 of 1981.

Government Recognition:

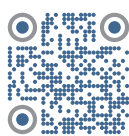
The Government of Sri Lanka has officially declared the 24th of October each year, the Anniversary Day of ISMM, as the 'National Supply Chain Day.' The relevant Cabinet approval for this declaration was granted under Reference No. 405/22/1673/617/015 on the 1st of November 2022. The declaration followed a successful discussion with Hon. Minister of Industries, Dr. Ramesh Pathirana, led by the ISMM team, particularly then-President Mr. Sarath Gamage. The initiative was the brainchild of the then Vice President and current President, Mr. Jayantha Gallehewa. Under the patronage of Hon. Minister of Industries, Dr. Ramesh Pathirana, ISMM signed a Memorandum of Understanding (MOU) with the Industrial Development Board of Sri Lanka on the 10th of April 2023. The objective of this collaboration is to develop a local Supply Chain Framework that is globally acclaimed, aiming to uplift the domestic industry with the collaborative contribution of all stakeholders. The Strategic Management Committee liaised and coordinated with Open University of Sri Lanka and University of Moratuwa and obtained recognition for ISMM "Corporate Membership" to be accepted as "eligibility criteria" under Professional Category for MBA programmes conducted by universities.

Main Annual Events:

- National Supply Chain Day Seminar & CEO Forum, Supply Chains Innovations in Crisis: Exploring New Avenues & Adapting to Global Shifts 24-10-2024
- 52nd Anniversary Celebrations & National Supply Chain Excellence Awards 2024 24-10-2024

Main Training & Education Courses:

- Graduate Diploma in Purchasing and Supply Chain Management – English (GDPSCM)
- Advanced Diploma in Logistics and Warehouse Management – English (ADLWME)



www.ismmsrilanka.com

MEMBERS

Description: Jmma aims to promote the rationalization of management in the fields of material planning, purchasing, outsourcing, inventory, warehousing, transportation, value engineering, and related legal studies, thereby contributing to the prosperity of the industrial society and the increase in corporate profits.

With corporate executives, managers and practitioners of each department as the core, and with the support and guidance of academic experts and government agencies, etc., JMMA will investigate related issues, and also focus on education and enlightenment in each field.

Certification:

„Materials manager“ is a consultant qualification officially registered with the All Japan Management Federation

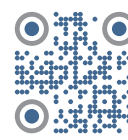


JMMA

Japan Materials Management Association

Foundation Date: 1958

Members: 150
(10 are company)



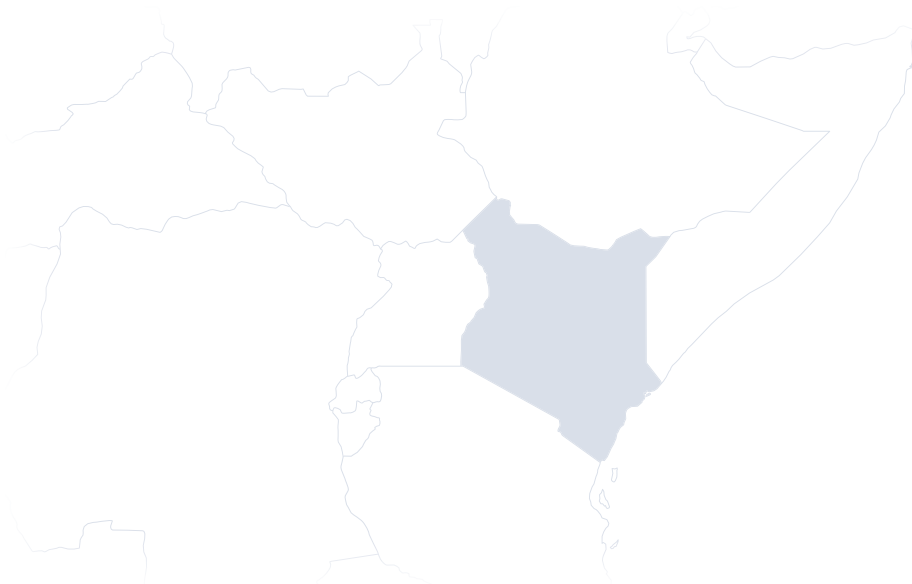
www.jmma.gr.jp



Description: KISM is a national body for professionals in the practice of procurement and supply chain management.

The Institute draws its mandate from the “Supplies Practitioners Management Act No.17 of 2007.” This Act provides the legal framework within which the Institute is established and operates as a corporate body promoting learning, development of best practices, and application of the same to the practice of procurement and supply chain management.

Its mission Statement is to train, register licence, discipline and regulate supply chain management practitioners



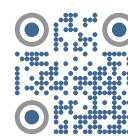
KISM

Kenya Institute of Supplies Management

Foundation Date: 2007

Members: 4,825

President:
John Karani



www.kism.or.ke



MEMBERS



LOGY

Finnish Association of
Purchasing and Logistics

Foundation Date: 1957

Members: 6,991

President:

Chairman of the Boards:

2024-2025 Jyri Vilko

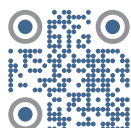
2020-2023 Janne Lehtimäki

2016-2019 Olli-Pekka Juhantila

Executive Directors:

2024- Hanna van der Sten

2012-2023 Markku Henttinen



www.logy.fi

LOGY invests in students and young adults and helps them develop into top experts in logistics and procurement. Our goal is to create opportunities for future promises to acquire networks that reach the entire logistics field at an early stage in our careers. Networking, new contacts, professional development and learning new things create excellent conditions for career development, which is why we want to provide a platform for this activity.

R&D Committee: Committee of the Finnish Foundation for Logistics Research (Logistiikan tutkimuksen edistämissäätiö)

Main Annual Events: LOGY Conference, Revolutionizing Supply Chains - with AI & Sustainability (changes every year) 6.-7.2.2025

Procurement Day, Geopolitical changes in the procurement world 30.5.2024

Transport and Supply Chain Management Seminar 26.9.2024

Internal Logistic Day 31.10.2024

Main Training & Education Courses: The procurement manager's training program

Basics of Procurement training

Procurement training: Deepens skills and method expertise

Procurement training: Strategic capabilities

Supply Chain Management: Deepens skill and method expertise

Certification:

IFPSM Program Accreditation Standard (PAS) of the courses:

• The Procurement manager's training program • Basics of Procurement

Awards: Thesis awards, Procurement/Logistic Award 46th Year for

1. the best licentiate or dissertation

2. the best diploma or master thesis

3. the best thesis done in the University of Applied Sciences, MBA and AMK

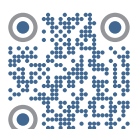


MINTEC

Foundation Date: 1982

President:

Randall Beard



www.mintecglobal.com

Description: Mintec enables the world's largest food and manufacturing brands to implement more efficient and sustainable procurement strategies. It does this through a cutting-edge SaaS platform, Mintec Analytics, which delivers market prices and analysis for thousands of commodities, food ingredients and associated materials. The data and tools empower customers to understand prices better, analyse their spend and negotiate with confidence



MEMBERS

40

Description: MIPMM is a non-profit, self sustainable institution focused on promoting and upgrading educational standards of the profession by providing training and certification to meet the increasing demand for qualified and competent workforce of the industry.

The Institute has shown significant progress during its existence of nearly two decades and has fortified its role as the leading institution in the field of purchasing and materials management. MIPMM is managed by Strategic Alliance Resources (Asia Pacific).

Main Annual Events:

Bi-Annual SCM Summit

Certification:

Certified Procurement Practitioner (CPP)

Certified Halal Supply Chain Professional (CHSCP)



The Malaysian Institute of Purchasing and Materials Management
Pertubuhan Institusi Pembelian Dan Pengurusan Bahan-Bahan Malaysia

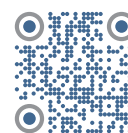
MIPMM

Malaysian Institute of
Purchasing & Materials
Management

Foundation Date: 1977

Members: 208
(26 are company)

President:
Yang Chor Leong



[www.aplf.net/members/
MIPMM.aspx](http://www.aplf.net/members/MIPMM.aspx)



Nevi (association) is the Dutch knowledge network for Procurement, Contract and Supply Management. We are committed to raising the purchasing profession to a higher level for individuals, organizations and society. Both for the private and public sector.

Subsidiaries: Nevi B.V., Nevi Exams Foundation

R&D Committee: The Nevi Research Committee gives substance to the Nevi objective through its activities; taking procurement to a higher level for individuals, organizations and society. The NRC does this by actively developing and maintaining relationships with scientists at Dutch universities, promoting procurement and supply management education at an academic level and financially supporting scientific research.

Main Annual Events:

Annual national events: Nevi Procurement Day, Nevi Contract Management Day, Nevi CPO-summit (invitation only), Nevi University Procurement Experience (students only), Nevi Healthcare Congress, In addition: Tens of local and online events organized by the communities. Nevi SRM (launch in 2023), In addition: Tens of trainings open enrollment and in company.

Certification:

Nevi 1 (both public and private sector), Nevi 2 (both public and private sector), Nevi Contract & Supplier Management, Nevi Supplier Relationship Management, Nevi Procurement Manager Program, Nevi Procurement Leadership Program in collaboration with Maastricht University

Awards: Nevi Thesis Prize by Nevi Research Committee



Procurement
in perspective

NEVI

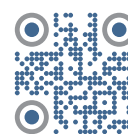
The Dutch Association for
Procurement and Supply
Management

Foundation Date: 1956

Members:
6.500 individual members,
including company members
and student members

2.100 online community mem-
bers (open for all procurement
professionals)

President:
Ruud Plu, chairman of Nevi
as of December 1, 2023



www.nevi.nl



MEMBERS



PASIA

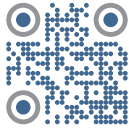
Procurement and Supply
Institute of Asia, Inc.

Foundation Date: 2004

Members: 55

President:
Edmund Campos and
Dino Limjap

Subsidiaries:
Transprocure
PASIA SHARED SERVICES
PASIA INSTITUTE
TRANSPROCURER SOURCING
HUB



www.pasia.org

Description: PASIA is the largest and premier association for Supply Chain, Procurement, and Logistics headquartered in Asia operating globally. PASIA delivers world-class training, certifications, conferences & events, research, membership, and corporate partnerships. While its solutions and implementation arm, PASIA Shared Services and Trans-Procure, an APICS Partner, are focused and strong on consulting, services and technology.

R&D Committee:

Edmund Campos and Dino Limjap

Government Recognition:

PEZA registered
Partner with DOH

Main Annual Events:

PASIAWORLD CONFERENCE, Nov. 14-15, 2024
Supply Chain: Increasing Delivery of Competitiveness & Sustainability

Certification:

- Certified Strategic Sourcing Professional
- Certified Supply Planning Professional
- Certified Warehouse and Logistics Professional
- Certified Integrated Supply Chain Professional

Awards:

- Outstanding Contribution to Business Development in BPO Feb, 12, 2009
- Most Progressive Homegrown Company of the Year back Office BPO, Feb. 12, 2008
- Most Innovative BPO Company of the Year, Mar. 1, 2007
- Best Young Supply Chain Solutions Provider, Sept. 29, 2005
- Rising Star Citation, Dec. 13, 2004



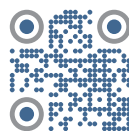
PISM

Philippine Institute for Supply
Management

Foundation Date: 1968

Members: 150 Members
divided into individuals and
corporate members

Organisational Structure:
President, Board of trustees,
Secretariat



www.pism.org

The Philippine Institute for Supply Management (PISM) stands at the forefront of professional associations, committed to advancing supply management practices. Originally founded on November 13, 1968, as the Purchasing Association of the Philippines (PAP), our mission began with a dedication to raising procurement standards nationwide. Over the years, our organization evolved, expanding its focus and expertise. On November 21, 1988, we transformed into the Purchasing and Materials Management Association of the Philippines (PMMAP) and in October 30, 2002 was renamed to the Philippine Institute for Supply Management. Today, PISM stands as the premier professional association for supply management practitioners. With a legacy spanning over five decades, PISM continues to lead the way in fostering excellence, innovation, and collaboration in supply chain management throughout the Philippines.

Professional development programs:

Aligned with our mission and vision to shape the future of Supply Management, PISM provides a comprehensive array of training and programs tailored to empower today's supply management practitioners. Our offerings encompass Public Trainings, Undergraduate Programs, Post Baccalaureate or Diploma Programs, and Executive Development Programs. Moreover, for professionals seeking advanced development, PISM offers local and International Certification Programs to meet their specialized needs.

PISM Diploma Programs are offered in collaboration with esteemed academic institutions, in the Philippines including De La Salle College of St. Benilde, San Beda College Alabang, University of Asia and the Pacific, and Ateneo Continuing Center for Education. These partnerships ensure high-quality education and enriching experiences for our participants, setting the standard for excellence in supply management education.

PISM Public Trainings are thoughtfully curated to cater to various skill levels, spanning from Basic to Intermediate to Advanced. Each session is designed to provide comprehensive knowledge and practical insights, ensuring participants receive tailored learning experiences suited to their needs.

[Read more on our website](#)

MEMBERS

Description: Positive Purchasing provides world leading digital platforms, tools, training and consulting for strategic procurement and negotiation to organizations around the world. They offer specialist programs in Category Management, Supplier Relationship Management, Negotiation, The Buyer's Toolkit and Sustainable Procurement, each of which is built upon proven methodologies developed over the last 20 years.

Main Trainings:

A number of courses hold the IFPSM: Programme Accreditation Standard (PAS) and count as credit towards the Positive Purchasing Master Practitioner in Strategic Procurement programme. The online instructor-led courses also hold Continual Professional Development (CPD) accreditation, these include Category Management, Supplier Relationship Management, Red Sheet® Negotiation, The Buyer's Toolkit, Sustainable Procurement and Finance for Procurement Professionals



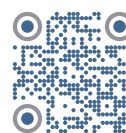
Positive Purchasing

Procurement training -
Purchasing courses -
Positive Purchasing

Foundation: 2003

President:

Jonathan O'Brien



www.positivepurchasing.com

Description: The Trade Association for Purchasing and Supply Management accompany procurement employees at industrial, trading and service companies throughout their professional careers. Its focus is on using ongoing training and excellent networks to equip purchasing experts for the challenges of their daily work.

Main Annual Events:

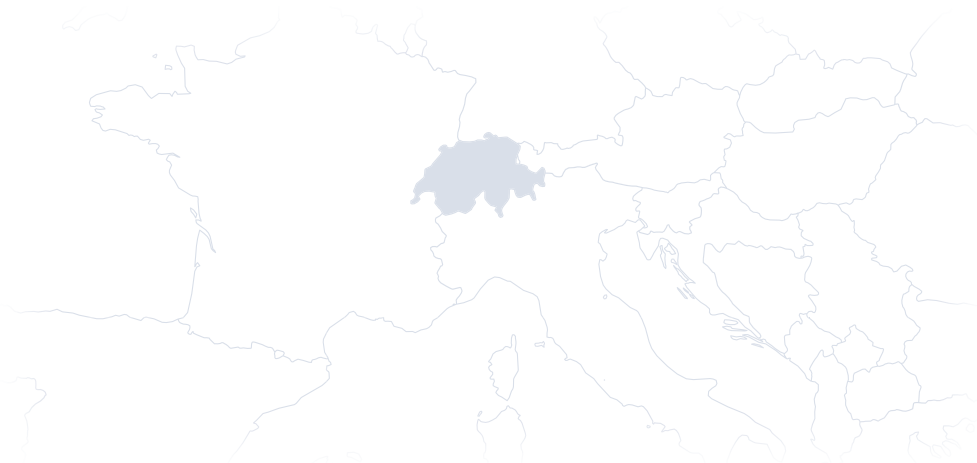
Annual Conference in Bern (May). Over 50 Networking Events in Switzerland

Main Trainings:

- Certified Digital Procurement Manager (IFPSM Global Standard accreditation)
- Certified Sustainable Procurement Manager
- Seminare Negotiation training

Certification:

Purchasing Manager with federal diploma IFPSM Global Standard



Swiss Association for Purchasing and Supply Management

procure.ch

Trade Association for Purchasing and Supply Management

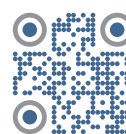
Foundation Date: 1955

Members: 1,900

President:

Adrian Jungo

Andreas Kyburz, CEO



www.procure.ch

MEMBERS



PROLOG

Estonian Supply Chain
Management Association

Foundation Date: 1999

Members: 182
(52 are company)

President:
Tõnis Hintsov

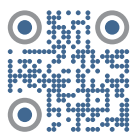
Description: PROLOG is a voluntary association of natural and legal persons, the purpose of which is to promote the management of purchasing, procurement and supply chains, the continuous improvement and development of the professional skills of the members of the association and, through this, the improvement of the economic life and social sphere of Estonia.

Main Annual Events:

Supply Chain Conference

Certification:

Supply Chain Academy



www.prolog.ee/en/



PSCMT

Purchasing and Supply Chain
Management Association
Thailand

Foundation Date: 1988

Members: 13,000

Presidents:

1. Mr. Cheocharn Ratanamahatana, C.P.M., MCIPS Since 1988 - 2011
2. Mr. Akanit Smitabindu, Adv. Cert. PSCM (ITC) Since 2011 to present.

Description: PSCMT is an independent organization, not involved in any political or interest, with the purpose to be a center for disseminating knowledge about the procurement and supply chain profession. The association is committed to developing the procurement and supply chain industry of Thailand to advance with international standards.

Main Annual Events:

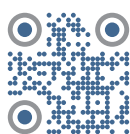
Annual General Meeting

Certification:

CPS and Adv CPS - Certified Professional in Purchasing and Supply

CPSM - Certified Professional in Supply Management

TPQI Level - Thailand Professional Qualifications (Logistics – Procurement)



www.pscmt.or.th

MEMBERS

Description: PSML is a non profit organization representing the interests of Polish supply chain, logistics and procurement managers, acting to create a supply chain competence center in Poland on the scale of Europe. Working with partners from various environments, it creates and promotes good business practices and, in cooperation with universities and business, conducts intensive activities for the development of competences and human resources

Main Annual Events:

- TOP YOUNG 100, Annual program kickoff engaging 38 universities, 60+ mentors, 30+ corporations and most off all 100+ top supply chain young talent yearly. April 17, 2024
- CPO Club, Procurement leaders meetings, Monthly
- Procurement Category Groups, Monthly

Main Training & Education Courses:

Expert Procurement Trainings, Cloud, Body Leasing, Technology, AI, Digital Marketing, Media

Certification:

IT Dialogue Academy
Academic Programme: Postgraduate studies at Kozminski University
Top Young 100 Program

Awards:

- Procurement Leader of the Year
- To procurement top talent, awarded for best project delivered within given year across multiple categories.



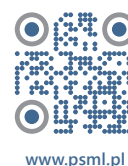
PSML

Polish Supply Management Leaders

Foundation Date: 2002

Members: 525

President:
Mariusz Geraltowski since 2015



www.psml.pl



Description: PSPTB established in 2007 by Parliamentary Act No. 23 is the successor of both the National Board for Materials Management (NBMM) founded in 1981 by Parliamentary Act No.9, and Materials Management Caretaker Committee (MMCC). MMCC founded in 1978 laid down foundation for professionalism which later gave rise to the birth of NBMM. Its mission is 'To oversee the development of Procurement and Supply Practices by Regulating the profession and conduct of professionals in order to achieve best value for money in Procurement and Supply Chain Management'

Main Annual Events:

Annual Professional Conference

Certification:

Basic (2 levels) and Professional (7 levels) Stages - REGISTRATION OF EXPERTS, TECHNICIANS AND CONSULTING COMPANIES - Under the provisions of Act No. 23 of 2007

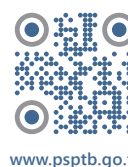


PSPTB

Procurement and Supplies Professionals and Technicians Board- Tanzania

Foundation: 1978

President:
Godfred Mbanyi



www.psptb.go.tz



MEMBERS

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SAPPP

Serbian Association of Public Procurement Professionals

Foundation Date: 2012

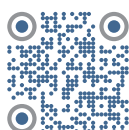
Members: 207

President:
STEVAN RADUNOVIĆ

Description: SAPPP is a non-governmental and non-profit association, established for an indefinite period to achieve goals in the field of public procurement. The objectives of the Association are to promote the development and improvement of the profession, knowledge, experience, skills and good practice, as well as civil and professional influence in the field of public procurement

Certification:

Certificate of Public Procurement



<http://www.upjn.org.rs/index.php?g=5>



SILF

The Swedish Purchasing and Logistics Association

Foundation Date: 1956

Members: 4,000
individual 300 corporate

Presidents:
Lovisa Söderholm
Sofia Andersson, CEO

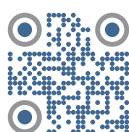
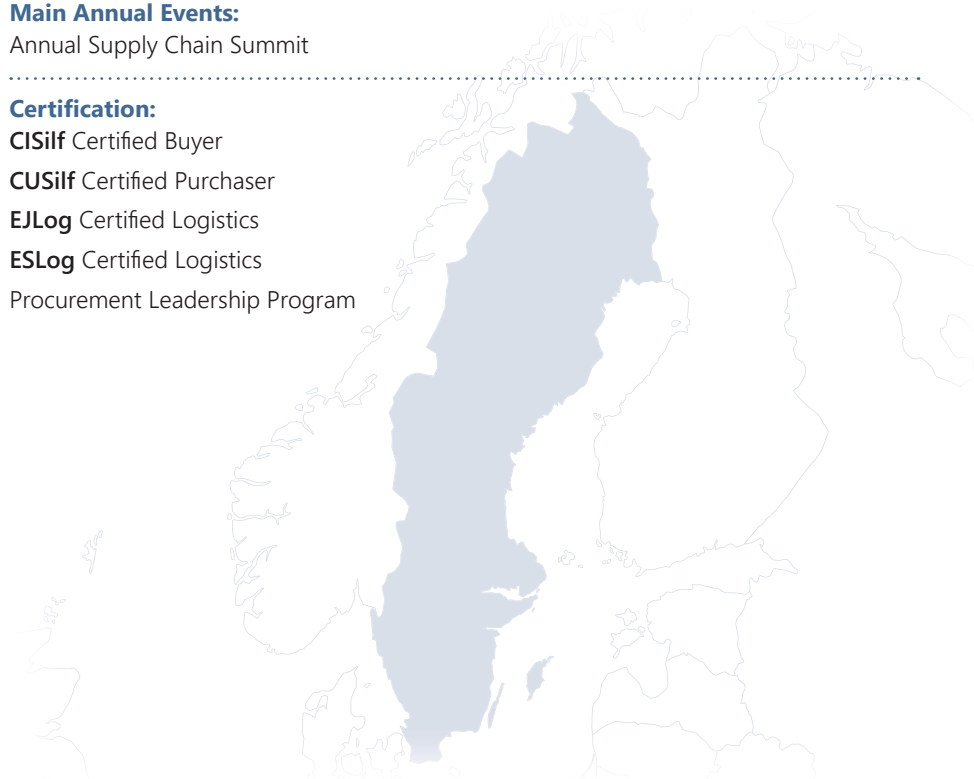
Description: Silf Competence is Sweden's and the Nordic region's leading training provider in purchasing, logistics, public procurement, business negotiation and law. Silf offer open trainings, licenses, entire certification programs, business academies and consulting services for both individual and organization's skills and career development.

Main Annual Events:

Annual Supply Chain Summit

Certification:

CISilf Certified Buyer
CUSilf Certified Purchaser
EJLog Certified Logistics
ESLog Certified Logistics
Procurement Leadership Program



www.silf.se

MEMBERS

Description: TASS was initially chartered in providing the platform for the diversity of exchange expertises across the Environmental Protection, Academic and Industry related subjects. TASS commits to work closely together with Taiwanese supply chain partners in establishing the global recognised Green Supply Chain standard. TASS is not only enhancing the technical capabilities of information related techniques, but also fostering the competitive advantages in the leading-edge position for the entire Taiwanese semiconductor industries. TASS wishes to formulate the new green and environmental-friendly competences that the "Taiwanese Green Miracle" would be seen and recognised globally.

Government Recognition: Ministry of Economic Affairs, Ministry of Environment, Ministry of Agriculture, Kaohsiung City Government

Main Annual Events:

TASS AGM, July 18, 2024

Certification:

CSSP – Certified Sustainable Supply Professional

TASS2024 – Sustainable Taiwan Expo, Developing Sustainable Supply Network, November 6-8, 2024

Awards:

TASS Innovation and Technology Award



TASS

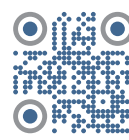
Taiwan Alliance for Sustainable Supply

Foundation Date: 2017

Members: 676

Presidents:

Chun-Jyi LAY, Current Chairman
Shu-Shin (Steve) LAI, Founding Chairman



www.go-tass.org



Description: TÜSAYDER contributes to the rise of the purchasing profession in Turkey, within the framework of a sustainable and ethical purchasing approach. Furthermore, the association is focused to promote the creation of highly productive, competitive institutions and organizations by ensuring the professional development in national and international cooperation.

Main Annual Events:

Annual Purchasing Summit

Certification:

Tusayder Academy Education



TUSAYDER

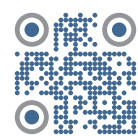
Satınalma Profesyonelleri ve Yöneticileri Derneği

Foundation Date: 2012

Members: 763
(13 are company)

Presidents:

Meric Atalay



www.tusayder.org



MEMBERS

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TUSMOD

The Turkish Association of
Procurement and Supply
Chain Management

Foundation Date: 2019

Members: 300+

President:

Gurkan Huryilmaz

Description: TUSMOD is unique high non-profit organization, focused to Purchasing and Supply Chain Management and applied to be chamber of the profession. It runs the IFPSM PAS certificate program together with top universities and determines the TPSCM professional title criterias. TUSMOD collaborates with relevant government institutions for import strategies.

Main Annual Events:

CPO Turkiye Summit, CPOxL Summits, 18th April WPPD (World Procurement Professionals Day), BuyfromTurkiye

Main Training & Education Courses:

PSCM in cooperation with Turkiye's best universities

Certification:

IFPSM Program Accreditation Standard (PAS) & TPSCM for Procurement and Supply Chain Management Certification Program



www.tusmod.org



ZNS

Satinalma Profesyonelleri ve
Yöneticileri Dernegi/ Purchasing
Association of Slovenia

Foundation Date: 2003

Members: 416

Presidents:

First president for 2 mandates
Marko Štebe

After 3 mandates Marina Lindič
From 1st of July 24 - will be
Srečko Bukovec

Description: ZNS is a non-profit, non-political, independent oriented National Organization, based in Slovenia that aims to develop a community of procurement, finance, manufacturing, IT, and executives a common venue to share ideas and best practices to address the needs and concerns of supply management professionals in Slovenia. **Dr Peter Kraljič is an Honorary Member of ZNS**

Main Annual Events:

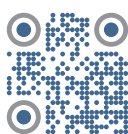
- Procurement Conference, Smart Procurement for Sustainable Progress 16.-17.5.2024
- Procurement Summit, Forecast of price developments in the raw materials market 3.10.2024

Main Training & Education Courses:

- Negotiation training, Negotiating in purchasing
- Best Purchasing Practice: Awarded Purchasing Practices 2024
- Expert Consultation: The impact of regulation and ESG on Procurement - Making Trade-offs for sustainability
- Expert Consultation: Ethics, Integrity, Anti-corruption and Compliance in Procurement

Certification:

- Purchaser of the Year until and including 2022
- Best Purchasing Practices for 2 Categories: Big Enterprises and Small and Medium-sized Enterprises



www.zns-zdrufenje.si

MEMBERS

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FUTURE

Read more about the current challenges in procurement through insightful articles by experts from the International IFPSM Network. Gain valuable perspectives on how to navigate technological advancements, address geopolitical complexities, and leverage innovative solutions for modern procurement needs. Follow the QR code below to access the full articles on the IFPSM.org webpage and stay informed on the latest trends and strategies in the field.



IFPSM
INTERNATIONAL FEDERATION OF PURCHASING & SUPPLY MANAGEMENT



Dr. Helena Melnikov
CHIEF EXECUTIVE OFFICER,
BME



AI is not just another technological advancement, it's a paradigm shift. It's transforming procurement, supply chain management, and beyond. AI systems can analyze massive datasets, predict trends, and make decisions with speed and accuracy that humans simply cannot match

50 Years of Innovation

How AI Is Shaping the Future

Half a century ago, IFPSM was born from a vision that dared to look beyond the horizons of its time. Today, as we celebrate 50 years of relentless innovation and progress, we stand at the cusp of a new era defined by Artificial Intelligence (AI). This technology is not just transforming industries: it is reshaping the very fabric of our economy and redefining supply chains worldwide.

A Journey Through Time

Imagine it's 1990. The fashion is extravagant, mobile phones are bulky and rare, and businesses operate in ways that would seem incredibly outdated today. Back then, requesting a datasheet meant making a phone call, which was answered by a friendly voice, manually processed, and followed by a laborious search for the document. This document would be copied and sent via fax – a process that could take hours.

Fast forward to today. We live in a world where such requests are fulfilled in seconds through digital downloads. Companies no longer need armies of employees to handle these tasks. Instead, they leverage technology to achieve unprecedented efficiency. This digital transformation laid the groundwork for an even greater revolution – Artificial Intelligence.

The Era of Artificial Intelligence

AI is not just another technological advancement, it's a paradigm shift. It's transforming procurement, supply chain management, and beyond. AI systems can analyze massive datasets, predict trends, and make decisions with speed and accuracy that humans simply cannot match.

In procurement, AI can automate routine tasks, optimize spending, and even predict future demand based on historical data and market trends. This means fewer errors, reduced costs, and a more agile response to market changes. For supply chains, AI can enhance visibility, forecast disruptions, and suggest optimal routes and schedules to ensure that products are delivered faster and more reliably.

Challenges and Opportunities

The road to fully integrating AI is not without its hurdles. Companies face significant challenges, such as a shortage of skilled professionals, complex legal landscapes, and evolving data protection regulations. However, these challenges are not insurmountable. A recent survey by BME reveals that nearly 20% of buyers are already using AI solutions, with another 41% planning to implement them by November 2024. This demonstrates a growing confidence in AI's potential to revolutionize industries.

Looking ahead, the development of standardized data formats will be crucial. This will make AI technologies more accessible to small and medium-sized enterprises, ensuring that the benefits of AI are widely distributed across the economy. Standardization will

also streamline the integration of AI systems, which reduces costs and improves interoperability.

A Glimpse into the Future

Imagine a future where AI is seamlessly integrated into every aspect of business operations. In this future, AI doesn't just respond to our commands but anticipates our needs. Supply chains become self-optimizing ecosystems that can adjust in real-time to changes in demand, weather conditions, and geopolitical events. Procurement processes will become fully automated, freeing up human talent to focus on strategic, creative tasks that drive innovation.

In six months, when this article is published, we will likely see even more sophisticated AI applications emerging. These advancements will continue to push the boundaries of what's possible, bringing us closer to a future where AI is an indispensable partner in every business.

Building a Shared Future

IFPSM and BME have been at the forefront of every major technological shift over the past 50 years. As we look to the future, it's clear that our role will be even more pivotal. By fostering collaboration, sharing knowledge, and driving innovation, we can lead the digital revolution and shape a future where AI enhances every aspect of our economy.

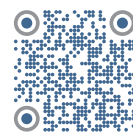
Join us in this exciting journey! At our upcoming events, you will have the opportunity to meet industry leaders, discover groundbreaking solutions, and forge partnerships that will drive the next wave of innovation. Together, we can ensure that our economy not only adapts to change but thrives in it.

Closing Remarks

As we celebrate this milestone, we do so with a sense of excitement and anticipation. Artificial Intelligence offers endless possibilities, and we are ready to embrace these opportunities and navigate the challenges. Together, we are shaping a future where innovation and progress are not just goals but realities. Congratulations on 50 years of success, and here's to many more years of growth, transformation, and groundbreaking achievements!

IFPSM and BME have been at the forefront of every major technological shift over the past 50 years. As we look to the future, it's clear that our role will be even more pivotal!

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Mr. Dajian Hu
ASSISTANT OF THE PRESIDENT
IN CHINA FEDERATION OF
LOGISTICS & PURCHASING (CFLP)



Digital empowerment plays a crucial role in supply chain management, through data processing and analysis, supply chain management has achieved significant improvements in various aspects including automation, real-time visibility, transparency, flexibility, collaboration and environmental sustainability

Focus on Procurement and Supply Chain

The Value of Digital Supply Chain

The digital supply chain operates on data-driven decisions, offering autonomy, real-time responsiveness, transparency, flexibility, collaborative sharing, and environmental sustainability. It relies on leveraging data generated by existing supply chains, analyzing this information within databases to extract competitive supply chain networks and business value.

Value of digital supply chain:

1. Establishing competitive advantage
2. Optimizing the business environment
3. Optimizing customer needs

Data serves as the lifeline of the digitalized supply chain, which integrates modern processes, strategies, and technologies with key technologies such as Internet of Things (IoT), blockchain, cloud computing and storage, sensors and automatic identification, robotics and mobility, wearable and mobile technologies, 3D printing, among others. These technologies provide automation and predictive analysis capabilities, allowing organizations to predict and resolve issues more rapidly, planning time reduction, decision-making enhancement, and create value for all stakeholders. Meanwhile, they enhance the stability, resilience, and adaptability of the supply chain network, enabling it to meet future challenges and opportunities with greater ease.

The Value of Digital Supply Chain

The digital economy era marks a new era where all business is digitized and all data is business driven, as well as an era of full digitalization on industrial consumption and governance. In this context, innovative technologies such as artificial intelligence, big data, Internet of Things (IoT), blockchain and cloud computing have become the strategic engines and important driving forces of organizational transformation. Digital transformation has gone beyond the mere technical applications, to become a key strategic approach for organizations to achieve comprehensive improvement and sustainable development. In particular, digital empowerment plays a crucial role in supply chain management, through data processing and analysis, supply chain management has achieved significant improvements in various aspects including automation, real-time visibility, transparency, flexibility, collaboration and environmental sustainability, etc. The digital supply chain has immense value in enhancing organizational competitiveness and building efficient supply chain management networks.

First, digital supply chain builds the competitive advantage. The digital revolution in supply chain management has empowered organizations to establish enduring competitive advantages in today's dynamic markets. Digital technologies, including big data and cognitive computing, enable organizations to gain precise and deep insights into future product and service demands, transforming demand forecasting from "descriptive" to "predictive" to ensure that all partners operate within a unified planning system. Leveraging data and predictive analytics, organizations can more accurately forecast market demand and trends, optimizing inventory management and production planning, thereby reducing costs and shortening product lifecycle. This efficient supply chain management not only enhances an organization's responsiveness, but also strengthens its market agility, enabling the organization to adapt swiftly to market shifts. In addition, digitization further improves problem solving capabilities and emergency response mechanisms within the supply chain. In the face of market fluctuations or unforeseen events, organizations can rapidly adjust their supply chain strategies to ensure business continuity and sustainability. This flexibility empowers or-

ganizations to better navigate external challenges and maintain market competitiveness.

Second, digital supply chain optimizes the business environment. Another significant advantage of the digital supply chain lies in optimizing the business environment by enhancing transparency and visibility within supply chain management. Big data and cloud technologies empower organizations to create a clear and transparent picture of their entire supply chain ecosystem, including the hierarchical relationships with key component suppliers, enabling the identification of critical supply paths. By monitoring supplier inventory, production capacity, and quality information during multi-tier supplier information interactions, organizations can achieve dynamic and proactive risk management, ensuring supply continuity.

The digital supply chain also fosters the collaboration and integration across supply chain stages. With the support of digital platforms, organizations can effectively share information and collaborate with suppliers and partners, reduce collaboration risks and optimize procurement decisions, and improve overall supply chain efficiency and transparency. This synergy enables organizations to continuously improve in research and development, innovation, quality control and service delivery, strengthen trust and cooperation between the organization and supply chain stakeholders, ultimately creating a more stable and predictable business environment.

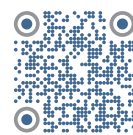
Third, digital supply chain optimizes customer needs. Digital supply chain management has become an essential tool for organisations to optimise customer needs. Through data-driven accurate forecasting and real-time response, digital supply chain effectively optimises customer demand management. Enterprises can utilize advanced analytics tools to gain deep insights into customer purchasing habits and preferences, thereby adjusting product and service supply strategies to ensure that they can accurately meet customer needs and enhance customer experience. In addition, the use of digital platforms enables customers to participate in product design or delivery options, further driving customized services and improving customer satisfaction. The use of digital tools also enables rapid and efficient communication and response within the supply chain. When customer demand changes, organisations are able to quickly adjust production and distribution plans to maintain good customer interaction and high service levels. To sum up, digital supply chain management effectively enhances the market competitiveness and supply chain efficiency of enterprises, and lays a solid foundation for sustainable development through optimizing demand forecasting, refining data analysis, real-time inventory management and the promotion of customised services.

In conclusion data stands as the lifeline of supply chain management, and digital supply chains emerge as customer-centric platform models that can harness and maximize real-time data from diverse sources. These models enable demand stimulation, matching, perception, and management, ultimately creating a stable and predictable business environment for organizations and propelling them to competitive excellence.

In the future, digitalized supply chain is poised to play a crucial role in organizational growth, laying a solid foundation for sustainable development. The application of digital technologies enables organizations to gain real-time insights into supply chain dynamics, optimize resource allocation, and maximize decision-making support. Additionally, ecologically collaboration strategies will foster close collaboration between organizations and partners to jointly address challenges and share achievements. It is foreseeable that the digital supply chain will become an indispensable strategic asset for organizations in leading them towards a more prosperous future.

Digital supply chain management effectively enhances the market competitiveness and supply chain efficiency of enterprises, and lays a solid foundation for sustainable development through optimizing demand forecasting, refining data analysis, real-time inventory management and the promotion of customised services.

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Giovanni Atti
FORMER PRESIDENT OF ADACI,
MEMBER OF IFPSM BOARD



Two centuries of history

Evolution of Procurement

The evolution of business models and technologies has progressively transformed enterprises and their functions. Procurement is among those that have changed the most. From a unit serving the production department at the beginning of the twentieth century, it is now a strategic function ensuring an important contribution to innovation and business competitiveness. Its evolution can be summarized in the following macro phases:

The Beginnings (1850-1900): The economic system shows a clear prevalence of agriculture over industry. Most companies don't have a purchasing unit and maverick buying, understood as a process without rules, represents the common practice. The first book on procurement dates back 1887, it talks about the 'materials man', and underlines the importance of his technical knowledge, and his contribution to company profitability.

The development of procurement fundamentals (1901-1946): In medium-large organizations procurement becomes a structured function even if not organized by commodities. Until 1920 more than 50% of purchase requisitions lack a technical specification. In 1933, nine American universities provide courses on procurement.

Reconstruction (1947-1960): Procurement gains consideration, but it is not yet a primary function. The products marketed are simple and meet the primary needs of the population. With a few exceptions, there is no competition and materials are purchased on domestic markets. The buyer's autonomy is limited and he often place orders with suppliers chosen by other functions. The bidding phase, designed to compare supply alternatives is frequently seen as a useless bureaucratic activity. Procurement performance is measured by the number of purchase orders issued and the time spent for their processing. In the advanced companies, however, its weight or relevance is not questioned. Ford, for example, strengthens its structure by adding the 'Commodity Research Department', today called reverse marketing or procurement marketing, and the 'Purchasing Analysis Department', to support buyers' analysis of the cost drivers of direct materials. The incidence of purchases on the cost of products is limited to 12%-20%.

Internationalization of procurement and birth of outsourcing (1961-1985): In this period companies face the beginning of the explosion of technologies and the consequent birth of specialist markets. They no longer have the know-how to produce all parts in house and start buying them abroad, giving rise to the internationalization of purchasing. Buyer role, culture, and skills change. At the beginning of the '80, thanks to the liberal push of Ronald Reagan and Margaret Thatcher, we assist to the globalization of trade and to the progressive international restructuring of production. Outsourcing becomes a core procurement activity. Often making use of Foreign Direct Investments (FDI), American and European companies decentralize entire production processes without internal back up. The manufacturing process of certain products is carried out in more than two countries giving rise to the Global Supply Chains (GVC). All this makes the role of purchasing more crucial and underlines the need for high professional purchasing operators, capable of managing partnerships in countries with different cultures. The incidence of purchasing portfolio on cost of products rises to 35%-50%.

Diffusion of strategic sourcing (1986-2018): Since the mid-80s procurement has evolved further. The need to innovate products and their components, while reducing their costs, has led companies to establish integrated and collaborative relationships with key vendors, taking advantage of their know how and maximize efficiency and innovation. Frequent bidding gives way to long-term collaboration agreements focused on continuous improvement. For critical supplies, procurement becomes supply management, a proactive process that fosters the company efficiency and reduces costs. In 2005, supply management becomes more structured, giving rise to category management. A sourcing model for continuous and high spending supplies that reduce their cost drivers and optimize their features or manufacturing process. Similarly to lean management, it is based on the assumption that every product and process can be optimized and that the best

solution is the result of continuous incremental improvements. It is managed by cross-functional category teams, that define, on a case-by-case basis, the parameters to be improved. Senior buyers become category managers of a few commodities or material groups and promote the definition and implementation of such commodity plans. With the introduction of category management, the procurement department of large companies is often split into strategic sourcing, managed by category specialists and operational sourcing for the management of repetitive purchases. Together with the promotion of strategic sourcing, companies concentrate their resources on core business, outsourcing all those processes and services that third parties perform at lower cost and perhaps better. With all these changes, the role of procurement becomes crucial and the portion of business costs it covers reaches peaks of 70%.

Digitalization of procurement cycle and supply chains (2019-2035): The diffusion of the enabling technologies, known as Industry 4.0, changes the way to conceive and manage businesses. Besides increasing efficiency and productivity of organizations, it allows the generation of digital ecosystems and man-machine integration. Thanks to these technologies, medium-large companies can complete the automation of their procurement cycles and adopt digital platforms to connect in real time with main suppliers and customers. Hyper automation, Robotic Process Automation and AI applications revolutionize the function. Various activities, including the early involvement of suppliers in the design phase, the monitoring of supplies and the reporting, can be digitalized.

With the advent of artificial intelligence (AI), the situation evolves further and some procurement activities, which are usually managed by humans, can be facilitated or performed by its applications. These activities include spend and segmentation analysis, risk management, identification of potential suppliers, analysis of contractual proposals, discrepancy management, and reading of unstructured documents. According to McKinsey, 51% of procurement tasks will be automated by 2035. In general, AI allows people to understand the value locked in company's unstructured data. The newborn generative AI is further changing the way work is done, significantly supporting people in their work and reducing execution times. While traditional AI focuses on specific tasks such as classification of patterns and predictive models, Generative AI can produce added value content for most company functions, using human language. Among the activities it can perform in procurement, it is worth remembering: market trend analysis, products and packaging design, document preparation and summarization and correspondence with third parties. Companies should be focusing on where it can ensure sound benefits, and prior to launch any project, upskill the cultural level of people involved.

Critical raw materials for green transition and geopolitical constraints (2023-2050): Since 1960s the trade of raw materials has often seen an excess of market demand over supply and it wasn't easy for buyers to satisfy the needs of their companies. The evolution of materials engineering associated with the development of advanced technologies has significantly increased the number of raw materials used by companies. Of these, thirty-four are critical as they are available only in a few countries and they are strategic for key sectors such as consumer electronics and green transition. The rise of geopolitics and the formation of blocs with opposing interest, has made their purchasing process more complex, critical and risky.

The future of procurement and supply management (2030-2050): Procurement, understood as a structured function that manages added value processes and activities, is less than two centuries old. Since its formal entry into organizations, its scope and structure have changed and will continue to do so profoundly. It is expected to redesign the upstream supply chain by optimizing supplier collaboration and extracting maximum value from the supply base. As it represents 65%-75% of the company costs, it is expected to work side by side with sales and R&D, becoming a major driver of the company's innovation. To succeed in the new environment, it has to embed agility and technology into every aspect of the value chains. Over the next ten years, hyper automation or the combination of robotic process automation, artificial intelligence and others technologies, will pervade every aspect of the supply chain. Sustainability is likely to be another significant issue for procurement teams and represents the best way to ensure the longevity and success of businesses. The buyer of the future combines the traditional procurement tool kit and category expertise with a new set of capabilities in advanced data analytics, sustainability, strategic thinking, communication, stakeholder management, and leadership. To be truly part of the end-to-end strategy and not just represent the supply side, procurement will need to be increasingly holistic and entrepreneurial.

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Akanit Smitabindu

ADV.CERT.(ITC)
PRESIDENT, PURCHASING AND
SUPPLY CHAIN MANAGEMENT
ASSOCIATION OF THAILAND (PSCMT)
IFPSM GARNER THÉMOIN AWARD (2021)



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The Evolution of Strategic Sourcing

This article explores the future of strategic sourcing for procurement professionals. It emphasizes the challenges in the process, and explores how to redefine roles to make a significant impact. It highlights the shift from purchasing to aligning with an organization's strategic goals in a volatile, uncertain, complex, and ambiguous (VUCA) world.

Embracing Business Speed and Agility. Agile methodology focuses on flexibility and quick actions. For this shift to take place, a new mindset and instant data analysis are needed. Integrating ESG into Strategic Sourcing. This is crucial for transparency and risk mitigation as it involves environmental, social, and governance considerations in addition to new skills to transform the supply chain into a value chain.

Challenges in Implementing ESG Principles and Solutions. Getting reliable ESG data is challenging as limited disclosures. Enforcing ESG standards requires investment and collaboration and balancing stakeholder interests and benefits.

Steps for Enhancing ESG Capabilities: Stay updated on ESG trends. Develop tools to evaluate suppliers' ESG practices and prioritize them. Foster stakeholder engagement and communication to reduce risks and create a sustainable future.

Key Skills for Procurement Professionals. These skills include collecting, analyzing, and interpreting ESG data, strategically investing in ESG areas, studying ESG regulations frameworks, and driving cultural change toward sustainability and data-driven narratives. Ethical Foundations: The Key to Success. Ethical practices guide decisions and embrace ESG values, lifelong learning, and innovation. By safeguarding against greenwashing and prioritizing ethical relationships, sourcing efforts aim to build genuine trust and lasting success.

Focus on Procurement and Supply Chain

The real applicability of A.I. in business processes



Dicran Babayantz

CEO
ABSIDE BUSINESS CONSULTING



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The perception of AI by non-experts is often overly simplistic while that of experts is overly detailed, but what is needed at CxO level to evaluate its usability within a company is what I define as „readiness“: what it takes to give to the AI the ability to address our business questions. Application of AI in Procurement and Supply Chain makes no exception. This readiness lies in understanding its three fundamental levels:

- data and information
- logic and models
- local efficiency.

By sequencing these levels, we can make informed decisions and plan the adoption of the tools to yield tangible, measurable benefits and compare them with the costs, timelines, and resources to be fenced. Decisions regarding applicability hinge on analyzing responses to fundamental questions. How we can understand if and how:

- actual business value (actionable and measurable) can be obtained?
- investments in focus, personnel, and time are required?
- the competitive advantage will stem from my proprietary data? And/or from process logics? And/or from higher workforce efficiency in individual job roles?

To address these questions:

- AI needs to know us better: data, business model, ethical values, what is important for our business, and it must be able to update itself continuously learning from experiences and market insights
- we need to know AI little better: just what is meaningful at CxO level.

This is a short business journey from AI, through Machine Learning, down to the Deep Learning Level and back to business to provide CxO level decision makers the minimum set of information needed to evaluate the adoption of the AI.

Embracing AI in the Workplace: A pivot for skilling employees

In the world of AI, we continuously focus on skilling our employees. As we all know, AI is the most desired skill based on employee surveys conducted worldwide. Before focusing on how to proceed as an organisation, let me point out one important note:

AI is not a skill.

According to future experts, AI will be part of all our working processes within 3 to 10 years, as it is a general-purpose technology, like electricity. You don't teach a child what electricity is used for, right? The situation with AI is exactly the same. We do not have to teach it to anyone, even our leaders, as this is simply impossible.

You can and must increase awareness, but in terms of skilling, the truth is the following: we have no clue what to teach our employees around the world as we have no clue what tools we will be using tomorrow.

Understanding AI as a General-Purpose Technology

The first step in addressing AI in the workplace is recognizing it as a general-purpose technology, pervasive and integral. This perspective shifts our focus from trying to teach AI as a set of specific skills to understanding its foundational impact on all aspects of work.

The Limitations of Current Skilling Strategies

Given the rapid evolution of AI technologies, traditional skilling strategies that focus on specific tools or functions quickly become outdated. We have to accept the fact that either we are building learning organisations or we are going to fail. As simple as that.



Dorka Nagy-Józsa
FOUNDER, CEO
Y2Y HUNGARY LTD



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The evolution of the concept of value for money in public procurement

This paper will trace back the evolution of the main objective(s) of public procurement.

Governments have historically used market forces to either “escape” in-house provision or to “lock out” from long-term relationships with a specific supplier. Thus competition – that is, eliciting multiple bids for the same contract- has played a fundamental role in raising the government’s bargaining power. Initially, the concept of competition was rooted in the idea of objective evaluation of bids, which has triggered an increasing emphasis on price-only procurement procedures. While sheltering public buyers from the potential criticism of favoring one supplier over competitors, such an approach accommodated a risk-averse attitude. This, among other things, has not allowed public organizations to fully reap the innovative potential of private markets.

At the turn of the new millennium, it has become a shared view that public demand’s “pull” effect may unleash its full potential if public organizations elicit multi-dimensional solutions, comprising both financial and non-financial dimensions. In doing so, public buyers need to (wisely) use some degree of discretion. More recently, policy makers at the international level have entrusted public procurement with the “enhanced” mission of contributing to the pursuit of societal goals, not directly related to the contractual buyer-seller relationship, among which the protection of the environment as well as gender equality in the workplace. By introducing different kinds of “externalities” into public contracts, the concept of value for money has become even more multi-faceted, thus raising the risk of potential contradictions among different goals. Ultimately, this will call for an even more skilled procurement workforce.



Gian Luigi Albano, Ph.D.
HEAD OF DIVISION, CONSIP
ADJUNCT PROFESSOR OF ECONOMICS,
LUISS “G. CARLI”
RESEARCH FELLOW, UUCEPP,
UTRECHT UNIVERSITY



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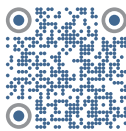


Jan Roddeman



René van den Hoven

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Industrial companies and the rapidly changing world

How to build a resilient supply chain

In a world that is becoming increasingly volatile, uncertain, complex, and ambiguous (VUCA), industrial companies face challenges. How do they adapt to increasing uncertainty? Nevi's knowledge and portfolio manager Jan Roddeman and relationship manager René van den Hoven spoke with ten purchasing professionals at industrial production companies.

The purchasing directors interviewed represent various sectors, including the high-tech manufacturing industry, the food industry, and the construction and infrastructure sector. Purchasing plays a crucial role in these organizations, with an average share of 75% of turnover. Disruptions in the supply chain therefore have a major impact.

These organizations purchase various product categories, such as raw materials, semi-finished products, components, services, and capital goods. They have an extensive supplier base with thousands of suppliers, where the 80/20 or even the 90/10 rule often applies. Purchasing takes place worldwide, with a focus on the EU (with the exception of raw materials, which often have a global market). Most organizations are at a purchasing development level of four or higher and are strongly chain-oriented. The conversations emphasized the impact of the VUCA world. The rapid changes caused by events such as COVID-19, the blockage of the Suez Canal, Brexit, the war in Ukraine and the energy crisis are forcing companies to make major adjustments. Our resilience and adaptability are being tested in this dynamic environment. After the discussions with the managers, we can conclude that being able to deal with the effects of a VUCA world is strongly linked to the level of development of an organization as a whole and of the purchasing function. The interviews also give us an idea of which additional factors also play an important role.



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Supply Chain Due Diligence, Compliance, and Governance:

Ensuring Ethical Business Practices

In today's interconnected world, businesses face increasing scrutiny over their supply chains. It's imperative to establish robust systems for due diligence, compliance, and governance to maintain ethical and efficient operations.

Understanding Due Diligence: Due diligence involves thoroughly assessing suppliers to uncover potential risks. This process starts with gathering information about suppliers' financial stability, operational efficiency, and adherence to laws and regulations. It's important to consider broader factors like environmental impact and social responsibility. Employing tools such as supplier audits and risk assessment software helps in monitoring and addressing risks promptly.

Navigating Compliance Challenges: Compliance ensures adherence to legal and ethical standards throughout the supply chain. This includes laws related to international trade, labour, and environmental protection. Establishing clear standards for suppliers, conducting regular audits, and implementing corrective action plans are essential components of a compliance strategy. Adhering to ethical practices not only avoids legal issues but also enhances brand reputation and customer trust.

Governance for Effective Management: Governance frameworks provide guidelines for decision-making and accountability in the supply chain. These frameworks should include risk management protocols, standardized procedures, and transparent communication channels. Board-level oversight ensures alignment with corporate goals and long-term value creation.

Conclusion: Supply chain due diligence, compliance, and governance are essential for sustainable business practices. By proactively managing risks, ensuring compliance with regulations, and establishing effective governance structures, companies can uphold their ethical standards and safeguard their reputation in the global market.

How to Make Sustainable Procurement Happen

Today, sustainability is part of what every organisation does. No firm can escape having to consider sustainability to one degree or another. Some choose to only do as much as is necessary to comply with the ever-emerging raft of legislation in this area or to mitigate risk. Others respond to the growing expectations of its shareholders, customers and other stakeholders. Some go as far as embracing the potential of sustainability as a means for new growth or competitive advantage. Whatever degree of choice a company exercises, there is one constant: typically, 50-70% of the actions a company needs to take towards sustainability need to happen in the supply base. This puts procurement and supply chain functions at the centre stage for any organization that is driving sustainability

Our new role, and the challenge that comes with it, emerges not only because procurement and supply chain hold the means to determine how we might buy differently but also because we are best placed to help to respond to end customer or user needs and aspirations around sustainability and connect these with supply base possibilities and how to realise the future potential here.

If the supply base is so critical to driving sustainability, the big question is how to make this happen? The good news is that when a firm is already doing good strategic procurement, we already have the necessary processes. Sustainable procurement is not about an entirely new approach; it is about putting on the 'sustainability hat' and working with the familiar tools and steps we know to determine and implement sourcing and supplier strategies, with sustainability as our guiding objective.

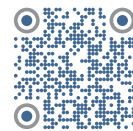


Jonathan O'Brien

CEO OF POSITIVE PURCHASING,
AUTHOR, AND GLOBAL PROCUREMENT
THOUGHT LEADER, OUTLINES WHAT
ORGANIZATIONS NEED TO DO TO MAKE
SUSTAINABLE PROCUREMENT HAPPEN.



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Innovation as a strategy to face procurement's future challenges

This paper explores Innovation as an integral part of procurement strategies, to cope with expected complexities in Supply Management and particularly about procurement.

Innovation is a new and different way of doing something. However, not any "innovation" can make strategic or business sense. "Strategies based on innovation", aimed at improving the competitiveness of what we do, that is, to search for new and better ways to benefit customers and other stakeholders, will have to translate into real, significant, and tangible improvements for them.

Trends in Procurement: first, a basic assumption: procurement must follow supply. That is, procurement is a sub-set of supply. As such, it has to be aligned with future supply trends. Apparently, the world is converging into "Unified Production Systems", operating regionally. The key: balancing efficiency with risk management. In short: the world has been evolving from linear, sequential supply chains, driven by forecasts. Soon, dynamic, concurrent supply nets, driven by demand, will be the norm. Particularly in procurement, resiliency and INNOVATION will be indispensable to adapt to new, fast-changing environments.

Innovation requires change but it is not a question of "changing for the sake of changing" but a question of improvement, that requires a change in a controlled, planned, managed way.

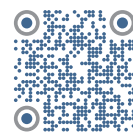


Salvador Díaz

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Advancing Sustainable Procurement through PRODUCT as a SERVICE (PaaS)

In the circular economy, eco-innovation and sustainable products are created to reduce waste and promote a more sustainable future.

The circular business model represents a paradigm shift towards sustainability, emphasizing the need to design out waste and keep products and materials in use for as long as possible. Product as a Service (PaaS) is a business model where instead of selling a product outright, a company offers it on a subscription or usage basis. This model emphasizes the utility and performance of the product rather than ownership. The manufacturer or provider retains ownership and responsibility for the product throughout its lifecycle, including maintenance, repair, and end-of-life disposal.

The principle of PaaS is focused on delivering value through access to products and their functionality rather than through ownership. This model promotes sustainability, operational efficiency, and stronger customer-provider relationships while driving innovation and reducing environmental impact. By embracing PaaS, organizations can achieve greater flexibility, cost savings, and alignment with modern sustainability goals. Aligning PaaS with a sustainable procurement strategy involves embedding sustainability principles into every stage of the procurement process, from policy development to supplier management and performance measurement. By prioritizing PaaS models that promote resource efficiency, waste reduction, and circular economy practices, organizations can achieve significant sustainability benefits while enhancing operational efficiency and innovation. This integrated approach not only supports environmental goals but also contributes to long-term business resilience and competitive advantage.



Prof. Stephen Ng



Prof. Percy Shum

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Industry 4.0 and the Emergence of Procurement & Supply Hub

Abstract

The traditional supply chain is managed as a linear sequence of supply chain activities or pipeline, optimized for efficiency and stability.

The new supply chain paradigm is emerging which is enabled by Industry 4.0 and its suite of sensors, ICT, cloud computing and analytics technologies, which collect and analyse real-time supply chain data. Such data could coordinate the transactions of supply chain partners across different stages of the supply chain. Instead of a pipeline structure, the supply chain partners are organized as a marketplace or platform which facilitates re-configuration of the supply chain to respond to rapidly changing market developments. From a procurement perspective, the supply chain digital platform could be further integrated with financial institutions to provide customized supply chain financing to the small and medium suppliers in the platform. Traditional financing decisions usually hinge upon suppliers' business relationships with a core and reputable company.

For a supply chain digital platform, real time supply chain data, such as cloud usage, inventory level, logistics info. etc. could enter the picture and be seen as collaterals for banks to extend trade credits to the smaller suppliers, greatly reducing the hurdle. The openness of the supply chain digital platform, via applications programming interface, facilitates connectivity to other service providers to develop incessant procurement-related innovations. This singular Industry 4.0 enabled supply chain platform and its constituent ecosystem is the underpinning or foundation of the emerging Procurement and Supply Chain Hub.

Risk Management in Procurement and Supply Chain

Effective risk management in procurement and supply chain is crucial for business success. Neglecting these risks can lead to financial losses, delays, quality issues, and reputational damage. The article presents approaches to risk management:

- **Risk identification:** SWOT and PEST analysis, identification of financial, technological, legal, and human risks.
- **Solutions:** Supplier diversification, customized contracts, emergency plans, training, and awareness.
- **Case studies:** Technology and healthcare companies that succeeded or failed in risk management.
- **Advanced solutions:** Quantitative analysis, automation, machine learning, data management, and collaboration.
- **Cultivating a risk management culture:** Leadership commitment, training, incentives, and integration of risk management into all business processes.

Recommendations: Comprehensive risk analysis, supplier diversification, customized contracts, emergency plans, risk management culture, and collaboration with external experts.

Investing in procurement and supply chain risk management invests in business security, profitability, and long-term resilience.



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The value of associations in purchasing and logistics

This paper explores Innovation as an integral part of procurement strategies, to cope with expected complexities in Supply Management and particularly about procurement.

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Innovation requires change but it is not a question of "changing for the sake of changing" but a question of improvement, that requires a change in a controlled, planned, managed way.



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Andrzej Zawistowski

Supply Chain Risk Management The end of globalization or its simple reshaping

To understand the direction the world economy and international business are heading today (globalization or in-shoring), let's have a look at the key factors that played a role in the forming of an adequate environment for going global. One of the factors to be discussed is the development and deployment of technology (Internet), allowing quick communication all over the world in real-time. However, the biggest factor to discuss is **CONTENERIZATION**, that has created a lot of benefits but also risks in making the world global.

The next question addressed is why our supply chains were not strong enough to avoid disruptions in our production flow, due to lack of raw materials and components.

For years our focus has been on sourcing decisions to get lowest prices, without considering the risks involved in building long supply chains. The level of savings has been (and still very often is) the key objective of sourcing teams. In most companies there has been no explicit assignment on who is responsible for Supply Chain Risk Management (real example in the article). On top of everything, we have faced pandemic, war in Ukraine, monopolizations of key raw materials and components in Asia (such as magnesium, semi-conductors, rear-earths, PV modules, etc.) In the article I present a recommendation on how the new sourcing function should be structured and what new responsibilities need to be assigned to it, including SC risks and geopolitical analyses in making sourcing decisions.

Moving from GLOBALIZATION to GLOCALIZATION

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HERVÉ LEGENVRE
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Circular Economy: Procurement in the driving seat

Procurement's role in driving the circular economy is critical. By narrowing, slowing, and closing resource flows, procurement can shape the evolution of markets and contribute to sustainability and innovation. This approach not only reduces environmental impact but also fosters a resilient and efficient supply chain. Procurement professionals can play a leading role in adopting and promoting the 9R practices (Rethink, Refuse, Reduce, Reuse, Repair, Remanufacture, Repurpose, Recycle, and Recover) to ensure a sustainable future.

Procurement can contribute to the effective implementation of these principles through various strategies, including:

1. Identifying and implementing methods, with support from suppliers, to eliminate waste within company operations, in line with the Refuse strategy.
2. Systematically searching for alternative material sources that Reduce quantities needed, minimize environmental impacts, and mitigate dependency risks.
3. Favouring the adoption of renewable energy and materials within the company, its products, and throughout the supply chain, supporting the Reduce principle.
4. Facilitating eco-design activities with suppliers to enhance product Reusability, Repairability, Remanufacturing, or Repurposing capabilities, as well as improving Recyclability.
5. Collaborating with stakeholders to establish circular business models, such as product-as-a-service, which can support multiple R-strategies, including Rethink, Remanufacture, Repurpose, and Repair.
6. Implementing digital product passports to track material flows and facilitate effective management of products at the end of their lifecycle, supporting multiple R-strategies, particularly Recycling and Recover.

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Evolving warehousing landscape in India

Synopsis:

India's warehousing sector is undergoing a transformative phase, propelled by the nation's economic surge and the burgeoning e-commerce industry. India's warehousing market is poised to witness unprecedented expansion in the coming years.

The rise of online retail and the subsequent surge in consumer demand have necessitated the establishment of structured logistics networks and state-of-the-art warehousing facilities. In India, the demand for warehousing solutions is rapidly permeating into tier-2 and tier-3 cities. This expansion is induced by the increasing penetration of e-commerce services and the need for faster delivery times across the country. The future of India's warehousing sector is fundamentally linked to the nation's economic prosperity. As the manufacturing sector flourishes, agro-processing businesses expand, and exports surge, the demand for efficient logistics and warehousing solutions will continue to mount. Collaboration between the government, corporations, small and medium enterprises, and academic institutions will be crucial in developing the necessary infrastructure and cultivating a skilled workforce to maintain India's global competitiveness.

In the years to come, the warehousing revolution will not only propel economic growth but also pave the path for a more efficient and integrated supply chain, enabling India to solidify its position as a formidable economic powerhouse on the global stage. The following flowchart explains the process of global supply chain.



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Transform SCM and Drive Business Sustainability

In the present VUCA world, businesses must be prepared for unpredictable disruptions. Attributes like resilience, learning agility, and future readiness are crucial for navigating these challenges. Many organizations globally are lacking in these areas, which could weaken their risk appetite. This highlights the importance of „Transformation,” especially in Supply Chain Management (SCM), which connects all stakeholders from the place of origin to consumption. Any disruption in SCM can have significant consequences. The recent global uncertainties have revealed the need for enhanced SCM efficiency and adaptation of digital technologies like AI, ML, RPA, VR, and Blockchain as potential saviors. The SCM professionals must imbibe these digital technologies as enablers rather than threats. To make it happen, capability development is imperative.

At AIL we identified the key capabilities that are required to achieve world class status, and then conducted knowledge gap analysis of individuals. Live case studies that align the developmental needs were conducted and brainstormed meticulously with the team. This unique initiative called „Negotiation Factory” has proven to be an accelerated capability development tool which significantly improves the efficiency and effectiveness of SCM. With the help of this tool, EcoVadis Sustainable Procurement score jumped from 30 to 70 and Gallup employee engagement survey score rose from 3.7 to 4.45, indicating a future ready motivated workforce driving procurement transformation and business sustainability.



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Olaf Holzgreffe
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Procurement undergoing dimensional change - and more important than ever

The complexity of procurement and supply management is undergoing an epochal change. Until a few years ago, the classic triangle of price, quality and reliability was still considered the main pillar of procurement. And even if this dimension is still in the procurement order book today, it has been supplemented by another dimension. Sustainability, resilience and efficiency are now parameters that need to be taken into account.

But anyone who believes that the old no longer applies is mistaken. Only those who have mastered the old triangle and can integrate the new dimension will be able to successfully and competitively utilise the new 3-dimensionality of procurement for their company today and in the future. But we all know that this is not the end of the development. Decisions in favour of efficiency or resilience cannot be made in sync. If you want to act extremely sustainably and efficiently with an high quality approach, you pay a price. However, it is not only decisions within this three-dimensionality of price, quality and reliability on the one hand and sustainability, efficiency and resilience on the other that will continue to make purchasing a key pillar in the future.

Today more than ever, decisions in purchasing and supply management must be made under the influencing factors of speed, change and scarcity. Time, because digitalisation and AI are setting new parameters for companies, while at the same time contributing to an increase in transparency and complexity. Change, because global markets, customer and product requirements are subject to a much faster cycle. And shortage, because all of this is subject to a shortage of skilled labour, and not just in Europe. The purchasing department and the buyer of tomorrow must master this. Not alone, but as part of a team. Which, despite all the technical developments, does not relieve people of their task. But the task is changing. It is up to companies as well as associations such as the German Association of Materials Management, Purchasing and Logistics to actively support people and companies in this change. After all, purchasing can only fulfil its task if it has an active role and shapes it.

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FUTURE

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WORLD SUMMIT



IFPSM

INTERNATIONAL FEDERATION OF PURCHASING & SUPPLY MANAGEMENT



1977: Venice



2005: Beijing

„Purchasing in China“



2011: Stockholm

„Reshape a Professional World“



2013: Bangkok

„How to Cope with Crisis“



2015: Barcelona

„Explore the Potentials of the Association“



2017: Taipei

„Sustainable development makes
sure the Success“



2018: Helsinki

„2020 Procurement“



2019: Mombasa

„Sustainable Procurement and
Supply Chain Practices for the 21st Century“



2022: Bali

„Leading Transformation through
Disruptive Innovation“



2023: Florence

„Procurement to Lead Innovation
and Value Capture“



2017: Taipei



2018: Helsinki



2019: Mombasa



2022: Bali



2023: Florence



2023: Florence



Welcome: IFPSM Summit 2024 in Cancun, México

This event is taking place at the Occidental Hotel of the Riviera Maya in Cancun, México (September 4th to 7th), organized in conjunction with APROCAL as the local Sourcing Association and his partner C12

It has a unique structure made up of three pillars:

- Business and trade trends
- Technology, including Artificial Intelligence
- Risk management and sustainability in Supply

Some of the specific topics covered are:

- Geopolitics influence in supply
- Green supply (sustainability)
- Regionalization vs Globalization
- Recovery in collapsed supply chains
- AI applications in Procurement
- Neuro Leadership in Procurement and Supply
- Celebrating IFPSM's 50 years of existence.

Participants will be able to live an event with a human and warm approach, combining education, networking and experiences, while stressing the importance of fostering a culture of collaboration and leadership, learning from the best speakers specialized in purchasing and supply chain, people interested in developing alternatives worth sharing with attendees from around the world, in addition to sharing closely with other professionals from successful companies worldwide. At the end, a panel of experts (a roundtable) will offer conclusions of the event, pointing at the *Future of Procurement*.



WORLD SUMMIT

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50TH ANNIVERSARY CELEBRATION OF THE INTERNATIONAL FEDERATION OF PURCHASING & SUPPLY MANAGEMENT



Invitation: IFPSM World Summit 2025 in Xiamen, China

CFLP are delighted to extend an invitation to you for the prestigious IFPSM World Summit 2025, which will take place in the beautiful city of Xiamen, China, in Mid-September 2025 (tentatively planned for September 16th to 19th). This summit will be a landmark event, focusing on the theme: „Connecting the World, Achieving Cooperation, Building an Open and Inclusive Global Supply Chain.“ A highlight of the summit will be the integration of the Supply Chain Management Conference, which is expected to attract over 1,000 participants, enhancing the global reach and impact of our discussions.

Xiamen city, often referred to as Amoy, is located on the southeast coast of China. The city harmoniously blends the dynamic attributes of a bustling metropolis with the serene charm of a romantic town. Xiamen offers an ideal setting for international conferences and is home to three top 500 supply chain companies. Beyond the professional engagements, Xiamen offers a plethora of leisure and cultural activities. Attendees can also explore the world-renowned Gulangyu Island, a UNESCO World Heritage Site often referred to as the „Garden on the Sea“.

The summit promises a comprehensive and engaging program including IFPSM regional meetings, Board meeting and Council meeting, followed by two days IFPSM World Summit programme.

We believe that your participation will be invaluable to the success of the summit. It will be an unparalleled opportunity to connect with global leaders in supply chain management, share insights, and collaborate on building a more open and inclusive global supply chain. Please mark your calendars for mid-September 2025 and make plans to join us in Xiamen for what promises to be an unforgettable event. Further details will be updated soon.

We look forward to welcoming you to Xiamen, China and working together to shape the future of global supply chain management.



China Federation of Logistics and Purchasing

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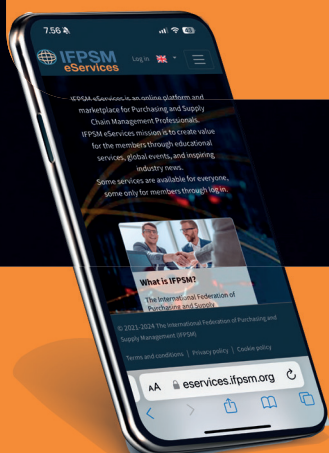
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