

Two-day Seminar  
18-19 Dec '09 | Hotel The Leela, Mumbai

# INDIA

## EMERGING TO SURGING ECONOMY

Supply Management Strategies For Sustainable Growth



## India Emerging to Surging

India has been going through bouts of revolutions, starting with green revolution, white revolution, IT revolution and now it's the industrial revolution that's driving the economic growth. The capability of India in the field of manufacturing competencies is being recognized by the world and we are making bold strides in creating new markets for ourselves.

Sustainable and effective supply chains are agile, with the capability to quickly respond to shift in supply, production and demand. They can enable companies to move rapidly into emerging markets, while simultaneously allowing them to take advantage of global sources of supply, production, distribution and talent. The flexibility and responsiveness, in turn, can fuel sustainable growth.

Competitive advantage is a function of how well different supply chains are synergized

and what processes cater to the customers' needs and timely fulfillment of their requirements. Supply Management can thus make or mar the prospect of a company. Competitive advantage is not a one-time concern but a series of actions that help the company convert its prospects. It is no more restricted to strategy as it heavily depends on operational excellence. It dictates that the supply chain be streamlined and constantly perform at its optimum level.

With an integrated approach towards overall development like that of roads, ports, rail network, tax reforms in the form of GST, access to nuclear power, gas discoveries bringing more energy security, technological advancement and several other initiatives, Indian economy has been able to demonstrate the capability of not only EMERGING but SURGING ahead with confidence.

### How can you benefit?

The 2-day program will benefit top executives and professionals who are committed to excellence in developing and managing successful and world-class supply chain strategies and operations in this increasing global and competitive environment. It consists of sessions and modules that aim to enhance executive skills and equip participants with the latest strategies and methodologies in supply chain management to reduce costs, increase customer satisfaction and better utilize resources in a synergized manner.

### Eminent speakers

Among the topics are Logistics and Supply Management besides panel discussions. Speakers include doyens from India and abroad. Interactive sessions have been planned with exclusive time for networking with corporate, suppliers and speakers.

### Delegate Registration

Registration is now open. The registration fee is Rs 9500\*/= per delegate with a special early bird discount of Rs 500/= for bookings till 15<sup>th</sup> Nov 2009.

Group discount for 4 delegates of a single company - Rs 1000/= per delegate

Group discount of 3 delegates of a single company - Rs 500/= per delegate

IIMM Members discount - Rs 1000/= per delegate (Note: new members can avail membership discount of Rs 1000/= by paying Rs 1250/= for membership for two years up to March 2011)

The delegate fee for International participants is USD 250 per participant

The above is exclusive of Service tax of 10.30 %

\*Amount inclusive of CD's, Lunch, Seminar handouts, Dinner and Evening Program

Payments to be made by Demand Draft / At par cheques in favor of 'Indian Institute of Materials Management' payable at Mumbai. For outstation cheques, add Rs 50/= towards Bank charges.

For more details call Jyoti on 09820714151 or Rajagopalan on 09820953308

"The best way to predict and handle the future is to create it!"

- Peter F Drucker

# Event Agenda

## Day 1: Friday, Dec 18, 2009

9.00 - 9.30

### Registration

9.30 - 11.00

### Inauguration

**Guest of Honor:** Mr. D.B Gupta, Chairman,  
Lupin Ltd.

**Keynote Address:** Mr. K.E Ranganathan, CEO,  
Diversified Business, Murugappa Group

11.00 - 11.30

### Tea

11.30 - 12.00

**Inevitable India:** Senior Partner,  
A.T Kearney Consulting

12.00 - 12.30

**Global Supplier Relationship Management for  
21st Century:** Mr. Chris Gallagher, Director, CIPS UK

12.30 - 1.15

### Case Study - Success in Recession:

Dr. B Mahadevan, Dean,  
Indian Institute of Management Bangalore

1.15 - 2.00

### Lunch

2.00 - 2.30

### Advanced IT Tools to Support Business Growth:

Mr. Ramakrishna Potluri, Head,  
SRM Regional Group, SAP APAC & Japan

2.30 - 3.00

### Global Sourcing - India as a Hub:

Mr. B.K Bose, Vice President,  
Cummins India Ltd.

3.00 - 3.30

### Tea

3.30 - 4.15

### Benchmark in Project Execution:

Mr. B Narayan, Group President for Projects and  
Procurement,  
Reliance Industries Ltd.

4.15 - 5.00

### Integrated Infrastructure Development:

Mr. Gopal Sarma, MD,  
Feedback Ventures Ltd.

5.00 - 6.30

### Networking

6.30 - 8.30

**The Voice of Indian Cricket speaks on 'Building  
the Winning Team:** Harsha Bhogle

9.00

### Dinner

## Day 2: Saturday, Dec 19, 2009

9.00 - 9.45

**CPSM Inauguration:** Chairman,  
Institute of Supply Management, USA

9.45 - 10.30

### Global Best Practices in Logistics

10.30 - 11.00

### Tea

11.00 -11.30

### Goods and Services Tax (GST) and Network

**Optimisation:** Mr. S Madhavan, Partner,  
Price Waterhouse Coopers

11.30 -12.00

### Challenges in Cost Effective Rural Distribution:

Mr. Shiv Kumar, Head, International Business  
Division, ITC Ltd.

12.00 -12.30

### Balancing Supply Chain Cost and Efficiency:

Dr. Holger Schober, Director, Supply Chain  
Management Institute, Germany

12.30 - 1.00

### Role of Public Sector in Future Economic Growth of India

1.00 - 2.00

### Lunch

2.00 - 2.30

### Green Technology - A Business Imperative for Sustainable Growth

Mr. Santosh Mahadik, General Manager,  
Marketing, Suzlon Energy Ltd.

2.30 - 3.00

### Sustainability in Purchasing:

Mr. K.R Sekhar,  
Head, Purchasing,  
Bayer Group of Companies

3.00 - 4.00

### Panel discussion - Gaining Supply Chain Momentum Through Logistics Synergies

Mr. Charles Holden, Director General-IMPSP, UK  
Mr. Che Leming-Executive Vice Chairman, Chinese  
Federation of Logistics & Purchase and  
Distinguished Members

4.00 - 4.30

### Tea

4.30 - 5.30

### Valedictory

5.30

### Closing



Mr. B.V.Iyer, National President, IIMM

## Building the 'Winning Team'

- Harsha Bhogle



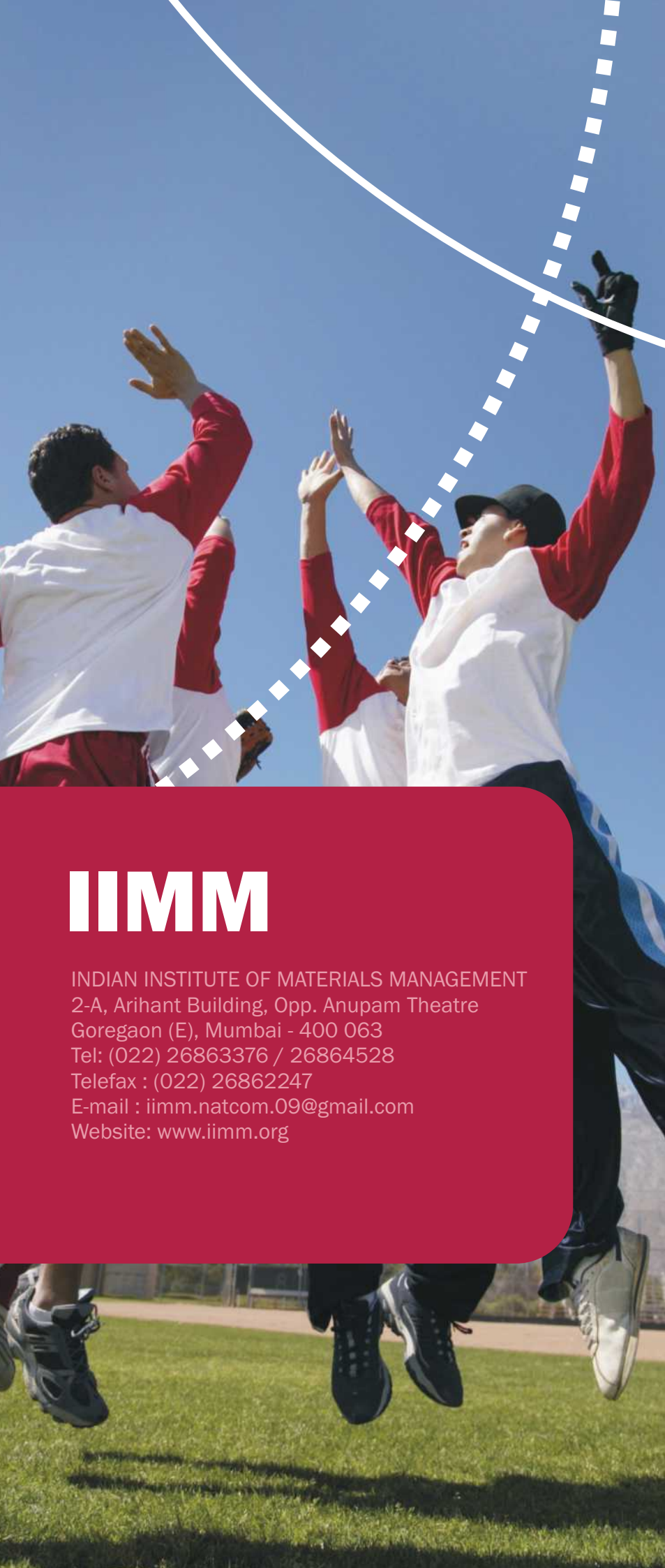
'The Winning Way', a lecture series from Prosearch Consultants shows how lessons from the field of sports are universally relevant and how they can

be applied to improve our approach to life. In this series, IIMA alumni team of Harsha and wife Anita Bhogle discuss how champions and champion teams handle issues like team building, leadership, vision and goal-setting. What do winning teams do, what makes winning teams, who are good leaders, why do

only some teams keep winning while others win only for a while and then lose - these are some of the topics that this popular corporate lecture series addresses.

A management background combined with a ringside view of sport over the last 20 years is what goes into these sessions. 'The Winning Way' allows managers, otherwise caught up in day-to-day work, to sit back, introspect and rediscover their passion for excellence through the medium of sport brought alive by "the voice of Indian cricket" Harsha Bhogle.

agenda



# IIMM

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## About IIMM

Indian Institute of Materials Management is the only professionally led institution in the field of Materials and Supply Management for over three decades that offers courses recognized by The Ministry of HRD, Govt. of India. IIMM is affiliated to the International Federation of Purchasing and Supply Management (IFPSM), headquartered at Atlanta, USA. IIMM has a strength of over 10,000 members in 44 branches and 19 chapters across India. The member-body consists of executives from the Public & Private sector organizations, Armed Forces and Academia.

IIMM offers graduate and post-graduate courses in Materials and Supply Management such as GDMM, PGDMM, MBA in Materials Management and Diploma in Retail Supply Management. Additionally, the Institute offers international courses such as Certified Purchasing Manager (ISM, USA) and International Diploma in Purchasing & Supply Management in association with International Trade Centre (Geneva).

IIMM enjoys active professional linkages with CII Institute of Logistics and Assocham. It also offers customized training programs, consultancy and placement services aided by industry experts.

### MISSION of IIMM

"To promote professional excellence in Materials Management towards National prosperity through sustainable development."

