



and



Are pleased to jointly present a 1-day Seminar on

"PROCUREMENT AND MATERIALS MANAGEMENT"

On

Friday, 8th August, 2014

From 9.00 a.m. to 4.00 p.m.

At

Prin. L. N. Welingkar Institute of Management Development & Research
(WeSchool), Matunga, Mumbai

ABOUT THE ORGANISERS

Indian Drug Manufacturers' Association (IDMA) is recognised as the Voice of the National Sector with over 700 members comprising of large, medium and small manufacturers spread across the length and breadth of the country. IDMA works with the Government on the industry's development plans and various public matters, also conducts seminars, workshops, training programmes etc.

WeSchool is India's premier Business School and ranked 15th all-India in Times B-School 2014 survey. **WeSchool's Management Development Center (MDC)** is a leader in executive education and offers competency and skill enhancement training and consultancy services to industry and corporates.

At this seminar, eminent industry experts and trainers in the area of Procurement and Materials Management will converge, share their thoughts/experience and interact on some of the current 'hot' topics in this area of immense relevance to pharmaceutical and other related businesses.

WHO SHOULD ATTEND

This Seminar is designed for all those in:

- Pharmaceutical Industry
- Biopharmaceutical Industry
- Academic Institutions
- Business Consulting Companies
- Facility Design
- Procurement and Materials Management



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EXCELLENT OPPORTUNITIES FOR:

Founders/owners, Directors, Materials management seniors/professionals in the following and related areas:

- Outsourcing
- Strategy and Business Development
- Regulatory Affairs
- Production
- Packaging
- Procurement/Purchasing
- Materials Management
- Logistics
- Facility Design

SOME GREAT REASONS TO ATTEND

This seminar also provides opportunities for

- Gathering information on current trends in Procurement and Materials Management
- Networking and Benchmarking
- Business Development
- Q & A Sessions

PROGRAMME OUTLINE and SPEAKERS/PANELLISTS:

| Time* | Agenda/Activity* | Speaker/Panellists* |
|---------------------|---|--|
| 9.00 am – 9.30 am | Registration | |
| 9.30 am – 10.00 am | Inaugural Address Welcome Key Note Address | Eminent personalities from Industry/academia |
| 10.00 am – 10.30 am | Effective Supply Management strategies, Managing and Mitigating risks in Supply Management <ul style="list-style-type: none">- Understanding the commercial and financial risks in today's market- Mitigating risk in procurement | Mr. R. Sridhar Sr. VP- Strategic Sourcing Unit, Mahindra & Mahindra Ltd |
| 10.30 am – 11.00 am | Supplier Management <ul style="list-style-type: none">- Measuring Supplier Performance- Supplier Certification | Mr. R. Mukundan Larsen & Toubro (earlier) and WeSchool faculty |



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|---------------------|---|---|
| 11.00 am – 11.20 am | TEA BREAK | |
| 11.20 am – 11.50 am | Innovation and Best Practices in Supply Management <ul style="list-style-type: none"> - Innovative approaches to successful procurement - Learning from procurement practices in other industries - Current trends in logistics and cost optimisation | Mr. Richard Moras Sr. VP- Supply Chain Concept Pharmaceuticals |
| 11.50 am – 12.20 pm | Talent Management and Performance Evaluation <ul style="list-style-type: none"> - Addressing challenges of talent management in the supply function - Effective performance management in procurement and materials management | Mr. Marcel Parker Independent Director and Chief Mentor IKYA Human Capital Solutions Ltd and WeSchool faculty |
| 12.20 pm – 12.50 pm | IT in the Supply Chain <ul style="list-style-type: none"> - How spend analytics can improve spend decision making - Leveraging supplier relationships to derive value (SRM) - Risks and Opportunities of Cloud Sourcing | Prof. Dr. P. H. Pendse Dean- Information Technology & Business Design, WeSchool |
| 12.50 pm – 1.35 pm | FELLOWSHIP OVER LUNCH | |
| 1.35 pm – 1.55 pm | Logistics and Distribution in Pharma Supply Chain <ul style="list-style-type: none"> - Overcoming challenges in logistics and distribution in pharma supply chain | Eminent industry expert/practitioner Will be announced shortly |
| 1.55 pm – 2.55 pm | Panel Discussion on following topics <ul style="list-style-type: none"> • Vision Supply/ Procurement management 2020 • What skills does today's procurement/ Materials Management professional need to deliver real value | Prof. Dr. V. H. Iyer Dean- Management Development Center, WeSchool (Session Chairman) and other eminent industry experts/ WeSchool faculty |
| 2.55 pm – 3.25 pm | NETWORKING AND TEA BREAK | |
| 3.25 pm – 3.45 pm | Overview of WeSchool Initiatives | WeSchool Team |
| 3.45 pm – 4.00 pm | Announcements and Vote of Thanks | IDMA |

* Subject to change in case of exigencies



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INVESTMENT:

| | |
|--|--------------------------------|
| WeSchool Alumni/Students and Associates / IDMA Members | ₹ 2,500 + service tax @ 12.36% |
| Others | ₹ 3,000 + service tax @ 12.36% |

Please use the form on the next page for registration.

About WeSchool's Management Development Center (MDC)

MDC is a leader in executive education and offers competency & skill enhancement training and consultancy services to over 70 corporates in Mumbai, Bangalore, Chennai and Delhi. Our strength lies in our ability to customize our offerings to the specific needs of the industry. Since our faculties have all come with years of experience in industry, our programmes are relevant and application-oriented. We work closely with the HR and Business Heads to design modules specific to the client's industry vertical.

So you can leave your training and developmental needs to us for effective, meaningful and result-oriented programmes.

Our client list includes-

Mahindra & Mahindra Limited
Kirloskar Oil Engines Limited
Larsen & Toubro Limited
Raymond Limited
Tata Teleservices Limited
All India Ophthalmological Society (AIOS)
Aditya Jyot Eye Hospital Pvt. Ltd
Infosys Technologies Ltd/ Infosys BPO Ltd
Hotel Hyatt Regency, Mumbai
McDonalds India (Hardcastle Restaurants Pvt. Ltd)
Bayer CropsScience Ltd/ Bayer Group
Jet Airways (India) Ltd
Central Institute for Research on Cotton Technology (CIRCOT)
Government of Bahrain (Ministry of Works)
Government of Ghana
Maharashtra Hybrid Seeds Company Ltd

Vodaphone India
GTL Ltd Nuclear Power Corporation of India
The Shipping Corporation of India Ltd.
Prudential UK
SITEL
Merck Ltd
Indian Oil Corporation Ltd
Oracle India Pvt. Ltd
SBI Funds Management Private Limited (SBI Mutual Fund)
Directorate of Technical Education, Maharashtra State Board of Technical Education
Veermata Jijabai Technological Institute (VJTI)
The Institute of Chemical Technology (ICT), Mumbai
Crompton Greaves Ltd
Apar Ltd.
Ernst & Young
And many more.....

Visit us at: <http://mdp.welingkar.org> for more details of our products & other initiatives



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REGISTRATION FORM

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IDMA-WeSchool Joint 1-day Seminar on "PROCUREMENT AND MATERIALS MANAGEMENT" On Friday, 8th August, 2014 at WeSchool

We wish to nominate the following persons:

| | <u>Name</u> | <u>Designation</u> |
|----|-------------|--------------------|
| 1. | _____ | _____ |
| 2. | _____ | _____ |
| 3. | _____ | _____ |
| 4. | _____ | _____ |

Company/Organisation name: _____

Contact person: _____

Tel No.: _____

Fax No.: _____ email: _____

The cheque for ₹ _____ drawn in favour of "WELINGKAR INSTITUTE OF MANAGEMENT DEVELOPMENT AND RESEARCH" towards programme participation has already been mailed to you/ being sent separately/ enclosed herewith.

With regards,

Authorised signatory