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Are pleased to jointly present a 1-day Seminar on

"PROCUREMENT AND MATERIALS MANAGEMENT"

On

Friday, 8th August, 2014

From 9.30 a.m. to 4.30 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*
9.30 am – 10.00 am	Registration	
	Opening Remarks	Mr. Daara Patel Secretary General, IDMA
10.00 am – 10.30 am	Welcome Address	Mr. S. V. Veerramani President, IDMA
	Key Note Address	Prof. Dr. Uday Salunkhe Group Director, WeSchool
10.30 am – 11.00 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



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11.00 am – 11.30 am	Supplier Management <ul style="list-style-type: none"> - Measuring Supplier Performance - Supplier Certification 	Prof. R. Mukundan Larsen & Toubro (earlier) and WeSchool faculty
11.30 am – 11.50 am	TEA BREAK	
11.50 am – 12.20 pm	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
12.20 pm – 12.50 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
12.50 pm – 1.20 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 <ul style="list-style-type: none"> • Dr. Rahul Altekar Director, JDA Software India (a well known Supply chain product) • Ms. Amruta Joshi Consultant, e-Sourcing and Spend Management Solutions
1.20 pm – 2.00 pm	FELLOWSHIP OVER LUNCH	
2.00 pm – 2.30 pm	Logistics and Distribution in Pharma Supply Chain <ul style="list-style-type: none"> - Overcoming challenges in logistics and distribution in pharma supply chain 	Mr. Surendra Deodhar Head - Supply Chain Management Reliance Life Sciences
2.30 pm – 3.30 pm	Panel Discussion on following topics	Prof. Dr. V. H. Iyer Dean- Management Development Center, WeSchool (Session Chairman)
2.30 pm – 2.55 pm	<ul style="list-style-type: none"> • Vision Supply/ Procurement management 2020 	<ul style="list-style-type: none"> • Mr. Richard Moras Sr. VP- Supply Chain Concept Pharmaceuticals



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2.55 pm – 3.20 pm	<ul style="list-style-type: none"> What skills does today's procurement/ Materials Management professional need to deliver real value? 	<ul style="list-style-type: none"> Mr. V. S. Sundaram Vice- President Modernization, The Times of India Group Prof. Vijayan Pankajakshan Dean- Human Resources Management, WeSchool Dr. Neil Sequeira Vice- President Human Resources, Kokilaben Dhirubhai Ambani Hospital and Medical Research Institute
3.20 pm – 3.30 pm	Summing up	Prof. Dr. V. H. Iyer
3.30 pm – 4.00 pm	NETWORKING AND TEA BREAK	
4.00 pm – 4.20 pm	Overview of WeSchool Initiatives	WeSchool Team
4.20 pm – 4.30 pm	Announcements and Vote of Thanks	IDMA

* Subject to change in case of exigencies

INVESTMENT:

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

Investment includes refreshments and business lunch for participants

Please use the form on the last 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

Vodaphone India
GTL Ltd Nuclear Power Corporation of India
The Shipping Corporation of India Ltd.



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<p>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</p>	<p>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 Veer mata Jijabai Technological Institute (VJTI) The Institute of Chemical Technology (ICT), Mumbai Crompton Greaves Ltd Apar Ltd. Ernst & Young And many more.....</p>
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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