



## Are you ruining your suppliers' performance?

We're very proud to have brought **Medilink** and **CIPS** together for the first time to host a combined seminar that questions whether supply chain replenishment processes can have a negative impact on procurement performance.

Keynote speaker, Simon Eagle from **SmartChainLLP**, will address the audience on topical medical purchasing and supply chain issues including why 'forecast push' destroys supplier performance, how demand driven supply chains work and how demand driven replenishment can help your company reduce procurement spend.

The free event, funded by Lime Associates and the Healthcare & Bioscience iNet – a project part funded by ERDF (European Regional Development Fund) and hosted at Medilink's headquarters at BioCity in Nottingham, is aimed at purchasing and supply chain professionals within the medical industry and is the first time that Lime Associates, CIPS and Medilink have worked together to put on such an event.

The event takes place on Tuesday 15 October, 2013 in the Conference Hall at BioCity, Nottingham. For more information and to book, please click [here](#).



## Lee Robinson, Chairman of CIPS Health Technology Group

"I established the CIPS Health Technology Special Interest Group to bring together purchasing professionals and help to promote purchasing and supply chain excellence in the highly regulated healthcare and medical industry, so it made perfect sense to bring CIPS and Medilink together for the first time ever to bridge the gap between Medical and Purchasing. I'm very encouraged by the interest that we have had in this seminar and am looking forward to a great event."



## Event programme

13h45 Registration and refreshments

14h15 Welcome and introductions Costa Philippou, Medilink East Midlands

14h20 Introductions:

- CIPS (Chartered Institute of Purchasing & Supply) Malcolm Youngson, CIPS
- CIPS Health Technology Group, Lee Robinson, Lime Associates

14h25 Keynote Speaker Simon Eagle, SmartChainLLP

### **Are supply chain replenishment processes ruining your Procurement performance?**

- Why “forecast push” destroys supplier performance
- How demand driven supply chains work
- How demand driven replenishment can help your company reduce procurement spend

15h45 Event Round-table discussion

- How can Procurement influence our company’s supply chain operating model?

17h05 Networking and refreshments

17h45 Close

## **Speaker Profile**



### **Simon Eagle, SmartChainLLP**

Simon’s supply chain management experience covers both medical devices and generic pharmaceuticals as well as the fast moving world of fresh produce.

He has deep subject matter expertise in the area of ‘Demand Driven Planning & Replenishment’ (DDPR) having successfully piloted ‘demand pull’ at Smith & Nephew, designed and configured ERP to support it and having shared experience and knowledge with Professor Stephen Disney (Cardiff Business School) who is one of the world’s leading authorities on Supply Chain Dynamics or “bullwhip”.

Simon has recently had published, by both IOM and CILT, a paper called "Are your supply chain replenishment processes ruining your factory's performance?" and in this

presentation he will be describing how and why many companies' replenishment processes also have a significant negative impact upon Procurement's performance - and what can be done about it.

### **Darren Clark, CEO of Medilink EM**

"This is a great initiative and a perfect way to share best practice between purchasing and supply chain professionals in medical and healthcare companies. We're confident that it will be very successful and the first of a series of similar knowledge transfer events."

For more information and to book, please click [here](#).

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"Lime Associates have the determination to set challenging targets and the drive to ensure that these are achieved"

Malcolm Youngson - Head of Membership, Chartered Institute of Purchasing & Supply, UK

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The Quadrant  
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Sheffield  
S9 4WG  
0114 213 8306  
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