



**INTERNATIONAL FEDERATION FOR
PURCHASING AND SUPPLY
MANAGEMENT**

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President of IFPSM

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From IFPMM to IFPSM

- Prior to 1973 - IFP and EFP
- Late 1973 - Agreement to form one Global Federation
- 1976 – formed International Federation of Purchasing and Materials Management (IFPMM)
- **2007** - IFPMM name **change to IFPSM** – International Federation for Purchasing and Supply Management

IFPSM: Today

The Federation has grown to a network of

48 countries

with a **practitioner's** community of **250.000**.

IFPSM is actively participating in shaping the global PSCM (Procurement & Supply Chain Management) environment; is co-creating the growth of competitiveness of PSCM in the Global economy.

- is a **unique international network** that leverages and tackles strategic PSCM issues.

It provides opportunities for the **promotion of the profession, the expansion of professional skills and knowledge**. It is the **global platform and network where topics from PSCM are discussed, exchanged and evaluated**



Mission

“To increase the ability of IFPSM’s network of member organizations to connect, to collaborate, to share best practices, and to enable them to be more effective in serving their members and the profession.”





Vission

„We have the vision. We know the path.“

„IFPSM is the global, leading platform in purchasing and supply chain management, which serves the development of the profession and member organisations“.



IFPSM's Core activities

- . contributing to the development of member Associations
- . contributing to the success of the global economy with supporting and developing our members
- . helping to shape professional standards for our area of activities
- . giving to our members the opportunity to connect, socialize and network
- . improving the reputation of the profession in the public eye
- . encouraging the respect of Code of ethics amongst our members and all over the area of interest
- . connecting members with similar organizations and organisations of our interest (World bank, UN, European commission, Africa Union, etc.).

Our main GOAL

is to encourage Members to act professionally, guided by IFPSM code of ethics. Members are obliged to act according to the IFPSM Code of Conduct- Ethical standards (renewed in May 2019) <https://www.ifpsm.org/regulations> .

We are supporting our members and profession.

For this purpose, we organize IFPSM World Summit and publish or share professional publications, build up knowledge base in the area of PSCM, create networking and benchmarking opportunities through sharing best practices conducting strategic development projects and acknowledging the best amongst us.



<https://www.ifpsm.org/>

 > IFPSM > Regulations

Constitution, Regulations and Code of Conduct

These documents show the IFPSM Regulations, Constitution and Code of Conduct.

**IFPSM
Constitution**

[To view the IFPSM
Constitution click here](#)

**IFPSM
Regulations**

[To view the IFPSM
Regulations click here](#)

**IFPSM Code
of Conduct**

[To view the IFPSM Code of
Conduct click here](#)

[Ethical
standards:](#)

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Our Objectives

- To facilitate an international networking community of PSCM that would elevate the profession
- To encourage member professionals to continue learning by providing internationally accepted education programs that create real value for **companies, public organizations and practitioners**
- To facilitate the exchange of information on next best practice standards and technology tools through education, publications and events
- To continuously assess and improve the PSCM by providing venues for benchmarking and exchange of ideas

Our Objectives

- To establish professional standards through Global Standard (GS) and Programme Accreditation Standard (PAS)
- To promote corporate procurement governance in the purchasing function and emphasize its vital role in increasing efficiency and transparency in business.
- To promote and foster partnership with Global Institutions which set and regulate PSCM practices between countries and trading blocks, so that we can advise and motivate their policies and execution (EU, ASEA, AU, World Bank,....)
- To identify and partner with other associations and organisations involved in PSCM practice in order to increase IFPSM's influence.

IFPSM: Regions

- **Africa**
- **Americas**
- **Asia&Pacific**
- **Europe**



Europe Meeting Budapest2017

IFPSM World Summit

WHEN?

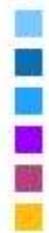
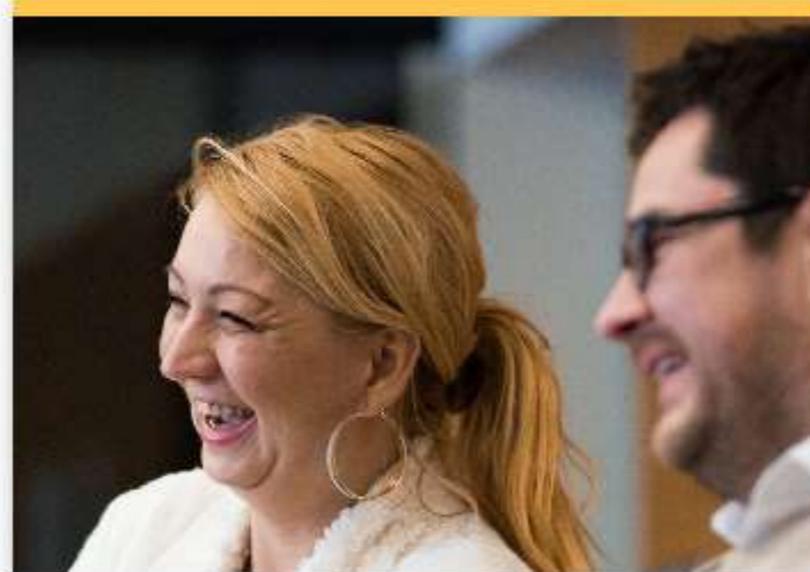
- annual Flagship Event 2018
 - **Taipei Taiwan** – September 2017
 - **Helsinki Finland** – September 2018
 - **Mombasa Kenia** -September 2019
 - **Bali Indonesia** – October 2022 Moved 2x
 - **Florence Italy** – 22nd and 23rd of September 2023

Procurement to Lead Value Capture

while coping with inflation, shortages and geopolitical instability

WHO is participating?

- Association Executives & Practitioners



GMP - General Management Program

Expand your horizons and view business in a more integrated manner during the four-week long General Management Program at IEDC.



14.11.2022



IEDC, Bled



Multiple Professors



GMP with specialization in Purchasing Management

Develop your purchasing and leadership skills. The program focuses on the organisational aspects of purchasing management, combined with business and leadership courses.



14.11.2022



IEDC, Bled



Multiple Professors

Program topics

Purchasing Courses

- **Strategic Supply Chain Management (1 day)**
- **Key Category Management (1 day)**
 - Segmentation
 - Needs analysis
 - Market analysis
 - Strategic analysis – Kraljic Matrix
 - Supplier selection & negotiation
- **Supplier Relationship Management (1 day)**
 - Why SRM?
 - Defining strategic, critical and key suppliers
 - Analysing Relationships
 - Implementing SRM
- **5th Generation Purchasing (2 days)**
 - Trends
 - Fifth-generation framework
 - Tactical mode
 - Agile advisor mode
 - Competence center mode
 - Collaboration and Alliance mode
 - Exploration mode
- **People, Process and Performance**
 - Managing Performance
 - Managing People
 - Managing Processes

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Agilna nabava – zaštitnik poslovanja

- Last call for procurement to take a lead
- To built resilience
- Technology and data



2025 Vision

What does the future of procurement look like?

Truly Aspirational

1

Supplier innovation & organizational “glue” to drive new business models
e.g., channeling supplier-driven innovation to augment internal R&D capabilities; innovation contracts

2

Joint P&L ownership – drive top line growth and margin improvement
e.g., design-to-value and product feature analysis to drive margin expansion and new product development opportunities

3

Platform for environmental, social and corporate citizenship – empowering change
e.g., balanced scorecard approach to influence and drive change across multi-tiered supply chain

4

The Invisible Hand – procurement value without the procurement touch
e.g., intelligent procurement apps, AI-enabled category management; UX and SX improvement

5

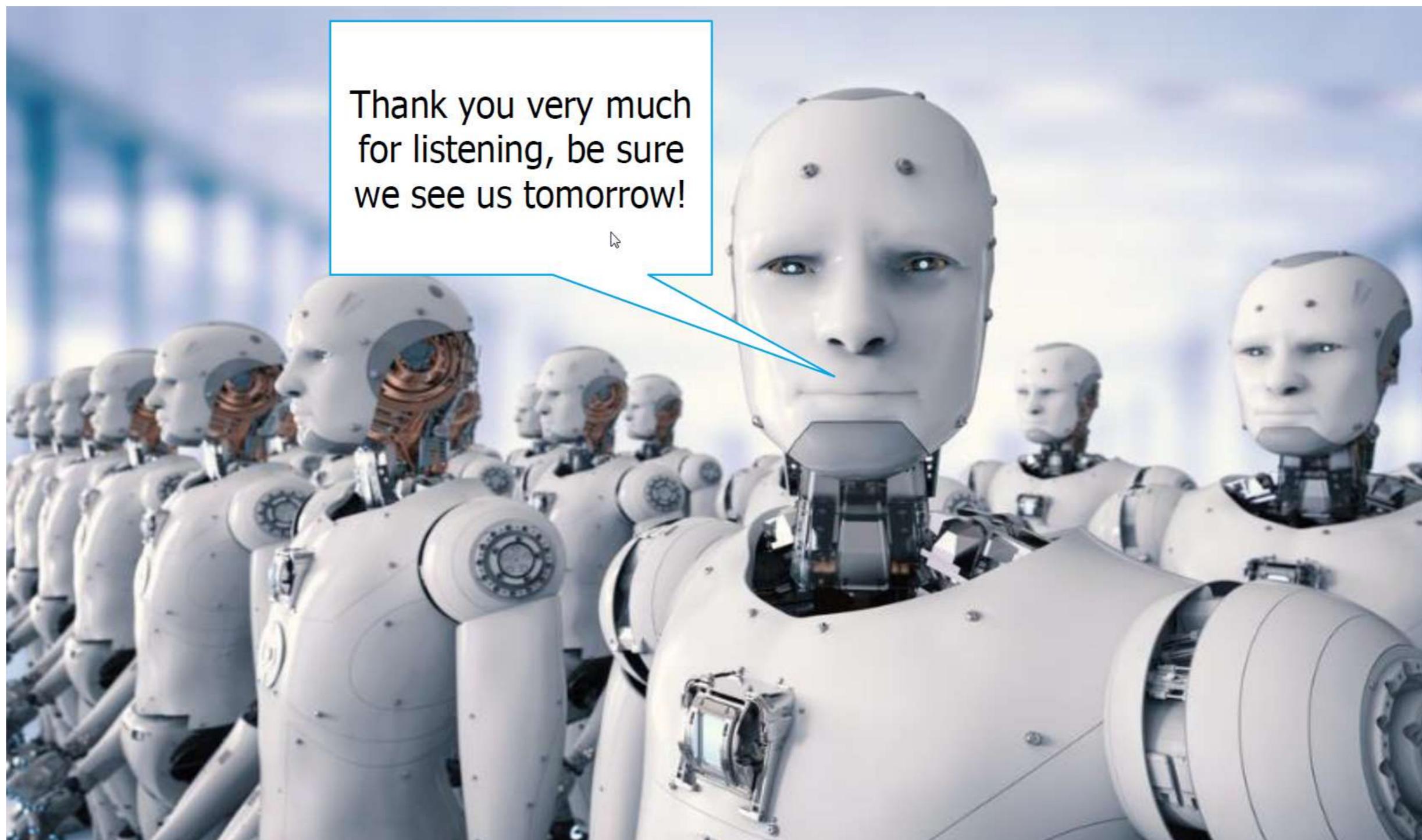
The Age of Hyper Efficiency – drive today’s value with 30% of the resources
e.g., automation of transactional procurement activities, tail-end management, heavy analytics

Table Stakes





Thank you very much
for listening, be sure
we see us tomorrow!



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