

# **IS PURCHASING YOUR PASSION?**

**CBEC event  
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NEVI-Purspective**

# Short introduction

- 47 years old
- Technical University Delft M.Sc.
- 20 years in Procurement
- CPO Heineken
- 2011 NEVI Purspective
- 1<sup>st</sup> of November 2011 Managing Director

Let NEVI-Purspective  
help you build your...

NEVI

Dutch Association for  
Purchasing  
Professionals



- Knowledge development
- Personal growth
- Purchasing network

## Are you aware that...

- ...NEVI is the junction of people in and knowledge of purchasing and supply management?
- ... NEVI has the highest density of Purchasing Professors worldwide (**7 chairs**)
- ...we focus on bringing people together to share knowledge and experience, and thereby grow?
- ...NEVI has a powerful and dynamic network where people share and find knowledge?

# NEVI as a knowledge network

- over **6,500 members** (public and private)
- 9 regional circles
- sections: health care, public sector, private sector, retail sector, building & engineering
- platforms: Students, Young Professionals, Women's Network and CPD
- international network via IFPSM and ECPS
- social contribution: examples Dutch Procurement Law and Corporate Social Responsibility and Sustainability
- **has an international training institute called Purspective Ltd.**



## JOIN THE EXPERIENCE

21.096  
Cups of coffee

5274  
Participants

586  
Workshops

89  
Trainers

9  
Languages

CHALLENGE &  
INSPIRE

Powered by

NEVI



## GLOBAL TRAINING INSTITUTE

NOT  
AMSTERDAM

NOT  
SHANGHAI

NOT  
VIENNA

NOT  
SAO PAULO

JUST  
EVERYWHERE

CHALLENGE &  
INSPIRE

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NEVI

# Purspective is a Worldwide Training Institute for Purchasing & Supply Chain Management

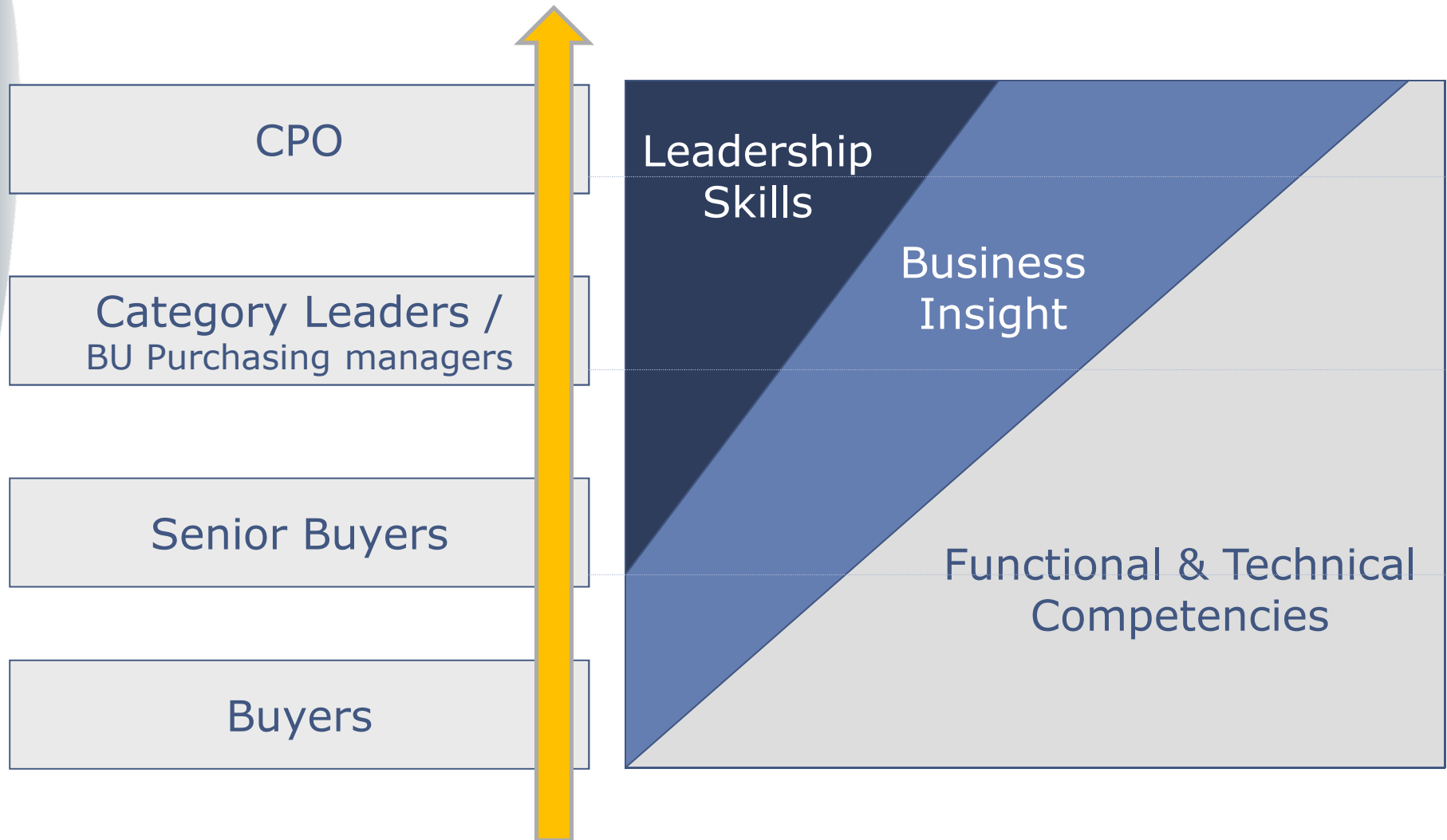


Offices in The Netherlands, Vienna (Eastern Europe),  
PR China (Shanghai) and **Brazil (Sao Paolo)**

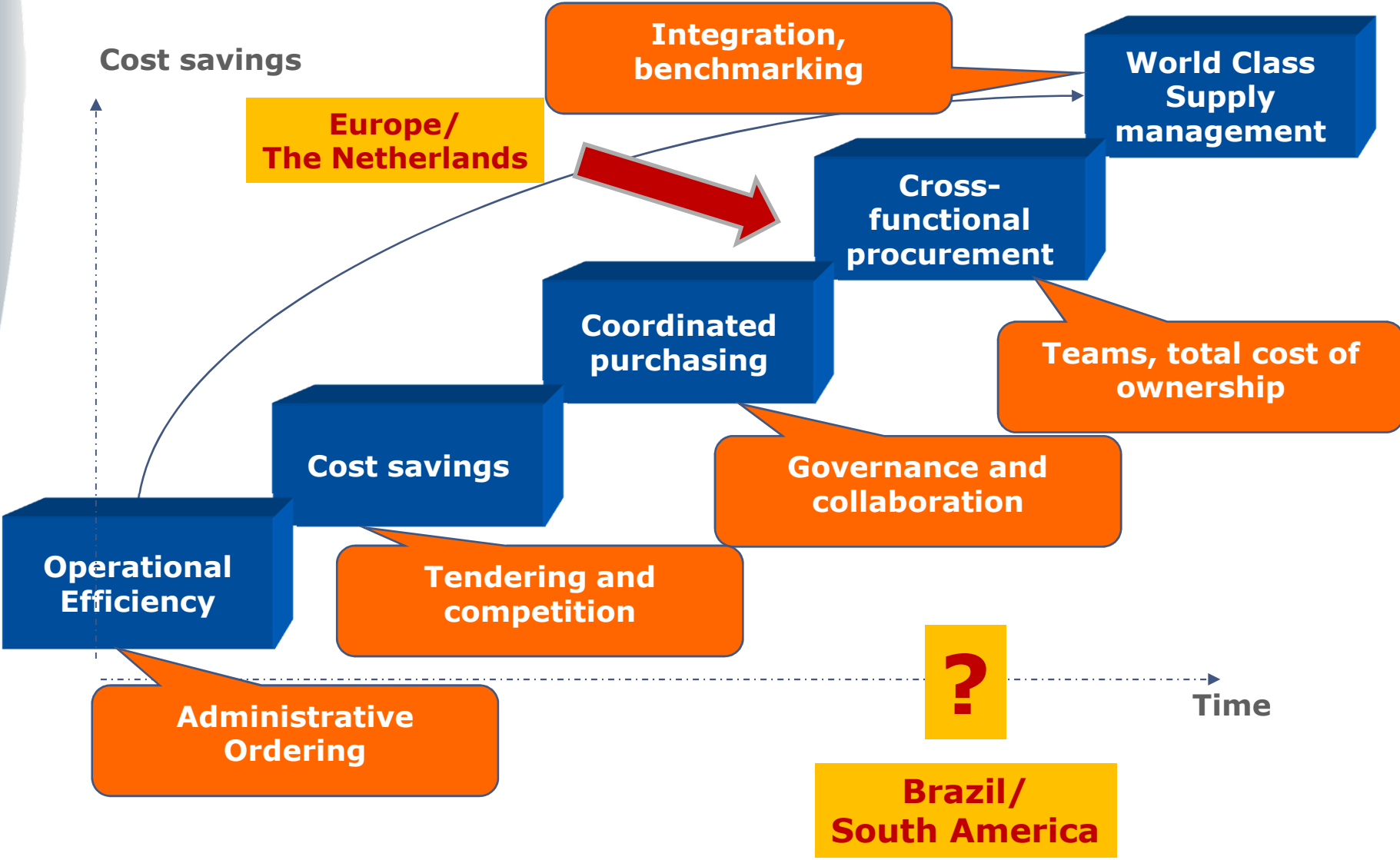
100 % subsidiary of the Dutch Purchasing Management Association

Purspective used to be a subsidiary of Royal Philips Electronics.  
Starting January 1<sup>st</sup>, 2002 it became independent via Management Buy Out

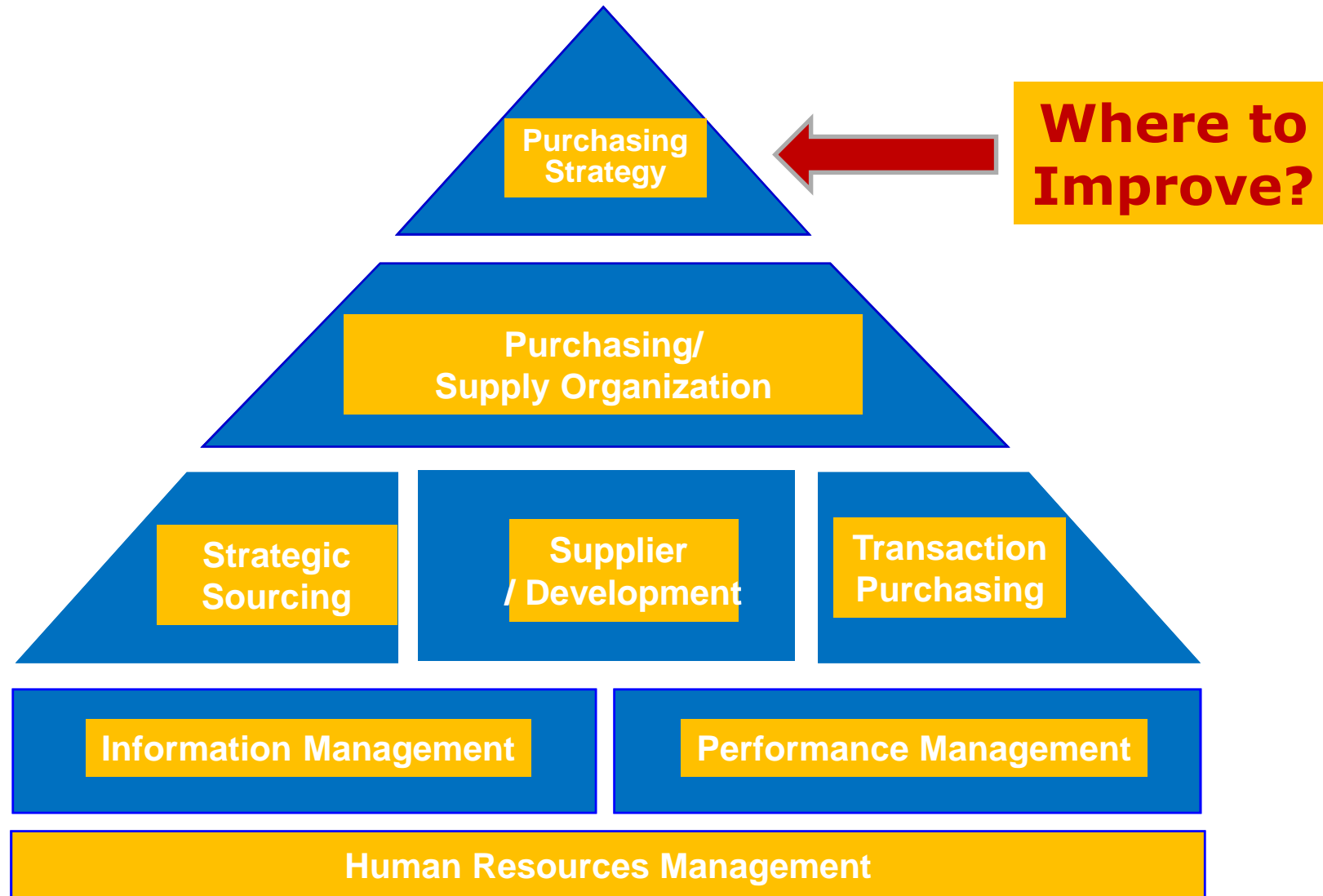
# Trend nr. 1 in Europe!



# Purchase Maturity Model



# House of Purchasing

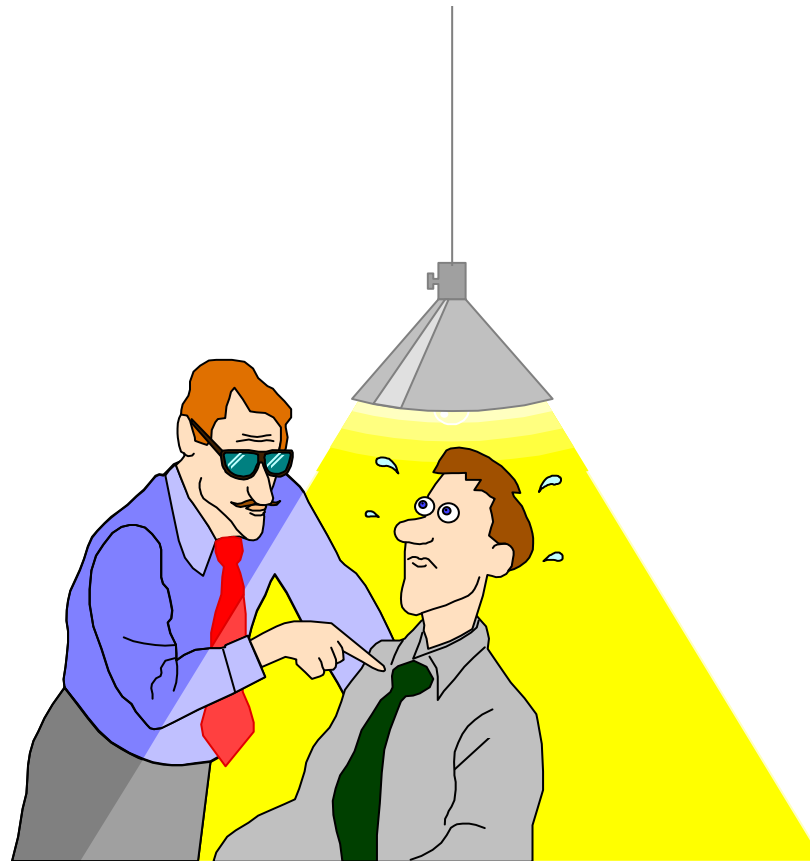


# Do you want some more 'inspiration'?

Quotes from CPO Agenda 2010:

- If you want to change purchasing, you have to change the purchasers
- Buyers want lower prices, at all cost
- Buyers are loaded with testosterone
- Procurement has surpassed its use-by date
- Many CPOs are in dead-end jobs
- If cost saving is the only target, it perpetuates the image of procurement as an isolated functional activity

# How do you want to be perceived?



# Characteristics

## “Classical purchasing” (1)

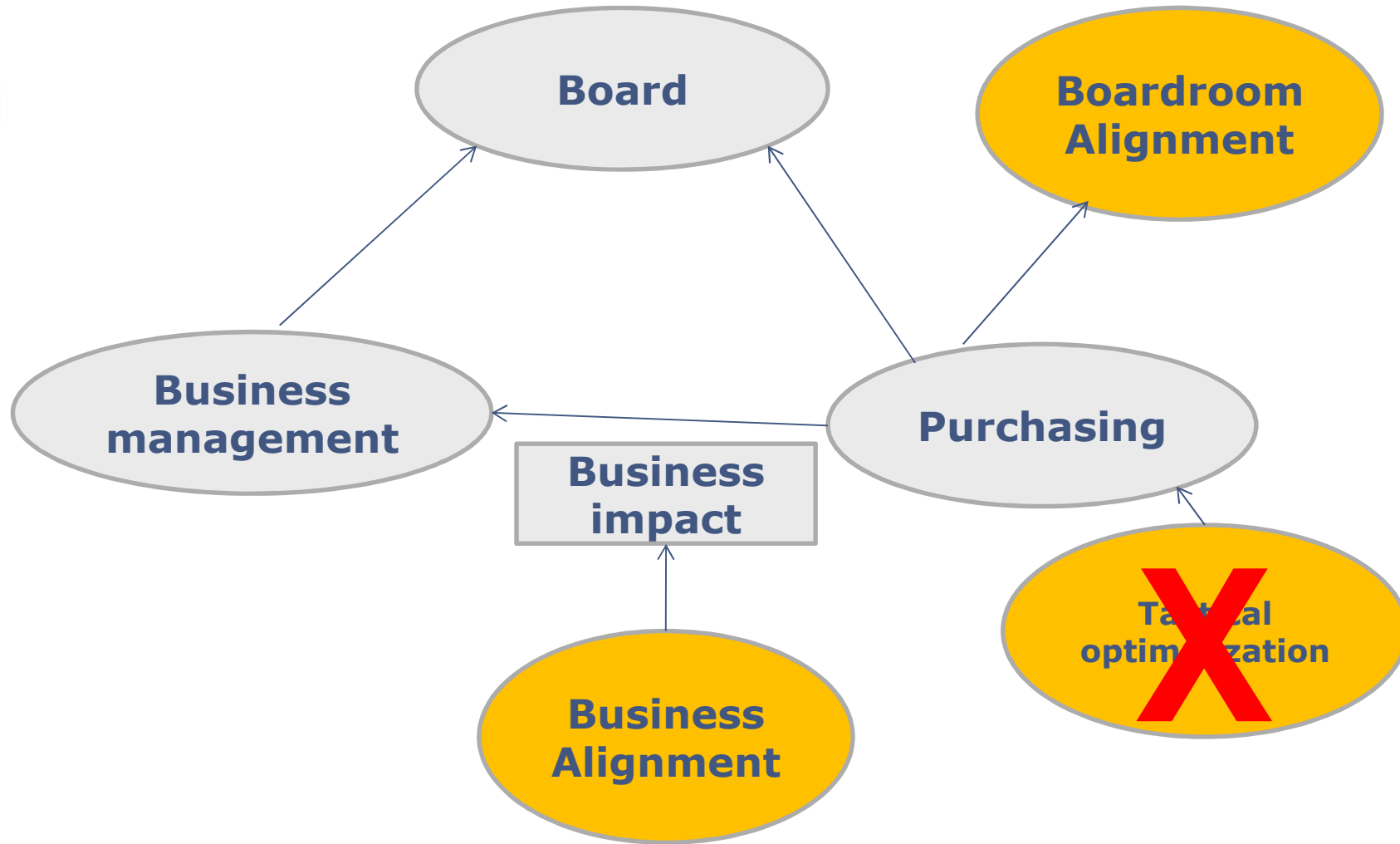
- Mental connection CEO's: Purchasing = cost savings
  - “I save costs, therefor I exist”
- Real breakthroughs on procurement do not occur anymore
- Purchasing develops their own agenda, not hindered by the goals of their organizations
- By sourcing the classical way, purchasing succeeds in providing their organizations with:
  - The weakest suppliers
  - The qualitative weakest products
  - Most worn out services

# Characteristics “Classical purchasing” (2)

- Do the business results improve while we have a purchasing department?
- Purchasing has achieved their own glass ceiling
  - The more “professional” the procurement function, the thicker the glass
  - The more functional depth in procurement, the bigger the functional isolation

**Why are we (still) on earth?**

# What is the new paradigm shift?



# What is procurement strategy 'new style'?

## Not:

- How procurement realizes their own goals
- The activities in professionalizing the procurement function

## But:

- How to have a situation where our organization makes optimum use of the purchasing market opportunities and their suppliers?

# How to bridge the gap?



**mars**



**venus**



- Major breakthrough for procurement: 'Business alignment' **management book of the year 2010!**
- More and more business managers taking over CPO positions instead of 'old school' Purchasing Directors
- Curriculum NEVI focusing less on old purchasing tools and techniques and focusing more on stakeholder and change management and especially and **influencing skills!!**

*Source: Benefit 2009*

# New paradigm Procurement 2012

*Less*

*cost thinking  
risk avoiding  
silo thinking  
Kraljic & Pareto  
Procurement talk*

*More*

*business thinking  
profit margin thinking  
accountmanagement  
“feminine touch”  
entrepreneurship*

# The benefits of a NEVI membership

- 1. Brazilian Procurement Foundation Course starts in February 2012**
- 2. Brazilian Procurement Advanced & Leadership Course starts in Q2 2012 (with Prof. Holger Schiele)**

network meetings

expertise



training

[www.cbec.org](http://www.cbec.org)



**IS PURCHASING STILL  
YOUR PASSION?**