

MESSAGE FROM THE PRESIDENT

Canada on the global stage: Last month, I had the pleasure of attending the International Federation of Purchasing and Supply Management (IFPSM) World Summit in Las Vegas as a representative of PMAC. PMAC is one of 43 national supply chain associations that form IFPSM and is the only Canadian body in the federation. The summit was a tremendous opportunity to learn, network and meet delegates from around the globe.

What struck me most during the three days was how profoundly respected Canada and PMAC are on the world stage. As # 3—the third largest national association in the federation after ISM (U.S.) and CIPS (U.K.)—we are seen as a force on the international scene. Our education and accreditation programs are considered to be a premier product.

Presentations by two leading thinkers on the future of supply chain management validated the approach PMAC has taken with its education programming. Tom Slaight, Senior Partner, A.T. Kearney and Ram Narasimhan, Distinguished Professor, Eli Broad Graduate School of Management, Michigan State University, both underscored the increasing emphasis on strategic value creation, where CEOs will expect procurement to deliver greater value beyond cost reduction.

Some of the other major themes that emerged in their presentations:

- Supply chains will be driven by customer needs not supply options
- Collaboration with suppliers will be an integral part of procurement
- Greater focus will be placed on profit strategies and corporate entrepreneurship
- Agility to reposition assets through outsourcing and innovation will be key
- Supply chain finance and optimized cash flow will gain in importance

Something else that emerged from presentations and informal discussion is that supply chain associations around the world are facing the same threats and opportunities from globalization. We're all looking at trends in supply chain management, changing customer buying behaviour and new competitive forces. Collaborative alliances and partnering within IFPSM is viewed as a core strategy for all associations to become more effective at serving their members.

As a mature association, PMAC is well positioned to contribute to the growth of other national bodies and strengthen the global profession. IFPSM member associations are at different stages of development, some just beginning to establish themselves. Many of these groups are turning to PMAC for advice and mentorship. There was particular interest from Summit delegates in our board governance. This is just one of many areas where we can help.

In conversations that I had throughout the event I found delegates engaged, and curious about our work. I am now linked into a global network of contacts from Norway, Estonia, Mexico, Brazil and beyond. There are individuals worldwide who want to join PMAC, and international associations that want to affiliate with us. Our involvement with IFPSM allows us to look outside our own borders to contribute on a truly global scale.

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Yours truly,

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