

Presents



Supply Chain And Logistics Pakistan

SCALP

Putting Supply Chain at the Core of Corporate Success



Saturday | October 1, 2011 | Karachi Marriott Hotel | 9:00 am to 5:00 pm

"The best supply chains aren't just fast and cost-effective. They are also agile and adaptable, and they ensure that all their companies' interests stay aligned"
- Harvard Business Review

FEATURING LEADING INTERNATIONAL AND LOCAL SPEAKERS



Qaysar Alam
President, Supply Chain Association of Pakistan
Vice President, Supply Chain, Unilever Pakistan



Dr. John Paul
Managing Director, iCognitive - Singapore
Professor, Research Fellow of Bordeaux School of Management-France
Founder Member of South East Asia Chapter of Supply Chain Council



Usman A. Ghani
Professor of Strategy and Associate Director, Center for Responsible Business and Sustainability, University of Texas - USA
Senior Vice President, Harvard Business School Club



Hanif Ajari
Vice President, Institute of Cost & Management Accountants of Pakistan
Director Strategic Development, Getz Pharma



Badar Khushnood
Country Consultant Pakistan, Google Inc.



Farhan Bhayani
Head of Materials Management, Aga Khan University Hospital



Asif Pervez
President, Association of Business Process Management Professional (Pakistan) and Manager Procurement Herbion Pakistan (Pvt.) Ltd.



Dr. Pawan Girdharil Agrawal
Chief Executive Officer
Mumbai Dabbawala Education Centre

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Overview

TerraBiz is organizing **Supply Chain And Logistics Pakistan (SCALP) Conference 2011** with the theme “**Putting Supply Chain at the Core of Corporate Success**” on **1st October 2011** at Karachi Marriott Hotel.

Supply Chains are core to business success and in order to effectively compete in the market, businesses require efficient and sustainable supply chains to meet the complex needs of their operations. Similarly, an organization that places emphasis on procurement will hold the key in gaining competitive advantage in the industry.

Supply Chain And Logistics Pakistan Conference 2011 provides an unmatched opportunity to benefit from face to face exposure and high seniority networking opportunities with the decision-makers who make up our speaker and delegate audience.

Over 300 delegates including CEO’s, Heads & Executives of Supply Chain, Procurement, Logistics, Strategic Planning, Finance, Distribution, Corporate Affairs, Outsourcing, & Material Management from different industries like FMCG, Pharmaceutical, Retail, Automotive, Manufacturing, Oil & Gas will attend the conference.

“Be engaged and learn better ways to manage your supply chain and at the same time tackle the Challenges of the economy”

Let this conference be the ever-best conference on supply chain, as it dispense valuable tools to allow you to get insight on industry demand topics by international & national speakers.

Who Should Attend:

- Supply Chain
 - Material
 - Purchasing
- From:
- FMCG
 - Electronics
 - Oil and gas
 - Food & Beverage
- Secondary Market: Finance, IT
- Directors, VPs, Heads and Managers of:
- Supplier Relationship
 - Procurement
 - Commercial
 - Inventory
 - Retail
 - Manufacturing
 - Construction
 - Cosmetics
 - Pharmaceutical
 - Automotive
 - Telecommunication

Tentative Agenda

08:45 am – 09:30 am	Registration and networking
09:30 am – 09:40 am	Recitation from the Holy Quran
09:40 am – 09:50 am	Conference Opening Remarks: Hamza Wasi Hashmi – CEO, Terrabiz
09:50 am – 10:15 am	Opening Keynote: Supply Chain Management as a Market Differentiator Putting Supply Chain at the core of corporate success Qaysar Alam – President Supply Chain Association of Pakistan and Vice President Supply Chain, Unilever Pakistan
10:15 am – 10:35 am	Presentation: Dabbawala of Mumbai – Master of Supply Chain Management Dr. Pawan G. Agrawal – CEO, Mumbai Dabbawala Education Centre
10:35 am – 11:35 am	Panel Discussion: Supply Chain Excellence through IT & Operational Alignment Discussing how C-Levels information & supply chain officers have driven tangible value out of their operations to support wider strategic objectives and the practical insights that they need to create for truly integrated business strategy. The relationship between Enterprise Resource Planning (ERP) and Supply Chain Management (SCM) Panelists: Hassan Jamal – Country Liaison Manager, SAP Pakistan Asad S. Jafar – Chairman & CEO, Philips Electrical Industries of Pakistan Ltd Wajahat Ather – Vice President Commercial, Byco Petroleum Moderator: Rabia Garib – Editor-in-Chief, CIO Pakistan
11:35 am – 12:10 pm	Tea & Networking Break
12:10 pm – 12:40 pm	Lean Supply Chain Management: Responding at the Speed of Business Operational Excellence and the Responsive Supply Chain Hanif Ajari – Vice President, Institute of Cost & Management Accountants of Pakistan and Director Strategic Development, Getz Pharma
12:40 pm – 01:10 pm	International Presentation: Supply Chain Risk Management Strategies Safeguarding your supply chain from threats in an increasingly uncertain world Dr. John Paul – Managing Director, iCognitive, Singapore Professor, Research Fellow of Bordeaux School of Management-France Founder Member of South East Asia Chapter of Supply Chain Council
01:10 pm – 01:30 pm	Outsourcing & Third Party Logistics to ensure maximum value <ul style="list-style-type: none"> • What are the advantages/benefits - and what are the disadvantages of outsourcing? • What IS being outsourced and what is NOT being outsourced? • How do we establish and then manage the outsourcing process? • How do we manage the delivery of service to our customers?



01:30 pm – 01:45 pm

Strategic Leadership for Supply Chain Professionals

Usman A. Ghani – Professor of Strategy and Associate Director, Center for Responsible Business and Sustainability, University of Texas – USA
 Senior Vice President, Harvard Business School Club

01:45 pm – 02:30 pm

Lunch and Namaz Break

02:30 pm – 02:45 pm

Presentation: Sourcing & Procurement as a Value Contributor

- Strategic Procurement for Sustainable Cost Reduction and Value Creation
- Investing on suppliers relations and maximizing supplier performance
- Cost reduction in purchasing - 1% purchasing cost reduction has the same impact on profit as a 10% increase in turnover?

Asif Pervez – President, Association of Business Process Management Professional (Pakistan)
 Manager Procurement, Herbion Pakistan (Pvt.) Ltd.

02:45 pm – 03:05 pm

Hospital Supply Chain Management

Farhan Bhayani – Head of Materials Management, Aga Khan University Hospital

03:05 pm – 03:25 pm

Top 10 practical Google tools for Supply Chain Managers

Badar Khushnood – Google Pakistan Country Consultant

03:25 pm – 03:45 pm

Tea & Networking Break

03:45 pm – 04:45 pm

Panel Discussion: The Supply Chain Profession in Pakistan

What challenges lie ahead and is the industry prepared for the future?
 Career prospects of supply chain professionals/upcoming graduates in Pakistan
 Building awareness on the importance of nurturing loyal, skilled, and talented workforce

Panelists:

Salim Azhar – Director Logistics, Administration & Commercial, Indus Motor Company

Qaysar Alam – President Supply Chain Association of Pakistan and
 Vice President Supply Chain, Unilever Pakistan

Dr. John Paul – Managing Director, iCognitive, Singapore
 Professor, Research Fellow of Bordeaux School of Management-France
 Founder Member of South East Asia Chapter of Supply Chain Council

Moderator: Leon Menezes – General Manager Human Resource, Shell Pakistan Limited

04:45 pm – 05:00 pm

Conclusion & Vote of Thanks

05:00 pm Onwards

Tea and refreshment

(Speakers and topics are subject to change)

Conference Spotlight



QAYSAR ALAM
President - Supply Chain Association of Pakistan
Vice President - Supply Chain, Unilever Pakistan

Brings with him 29 years of rich experience of working at various places and functions of Supply Chain within and outside Pakistan. He played the leading role in designing the current structure and the working processes of Supply chain function of Unilever Pakistan. Has expertise in organisational restructuring and lead the big restructuring program for the company during 2004-05 through process simplification and BPO. Bringing cost efficiency and flexibility in the business is another area of his skill as well and has implemented the concept of TPM (Japanese concept of productive and efficient manufacturing) in the company.

President at the Supply Chain Association of Pakistan forum and a visiting speaker at various institutions and other forums in Pakistan. A sports and music lover, has addiction for reading and buying book is his hobby.



Hanif Ajari
Vice President, Institute of Cost & Management Accountants of Pakistan and
Director Strategic Development, Getz Pharma

Presently he is a Vice President of Institute of Cost and Management Accountants of Pakistan. He is also a technical advisor to the board of South Asian Federation of Accountants. Currently he is working as Director Strategic Development in Getz Pharma, a leading pharmaceutical company ranking number 5th by IMS, with a wide range of product portfolio and having a cluster of legal entities and distribution/marketing net work in more than 25 countries of the world.

He has over 40 years experience of working with world renowned chemical, pharmaceutical, logistics/cargo SCM, Lufthansa Airline within Pakistan and abroad. During the employment period he has an extensive experience of working in the different capacity to look after Finance, Treasury, ERP, Supply Chain, ERM, Strategic Planning, Project development, Business Process Management, Corporate Sustainable Initiatives and other sphere of initiatives representing operational and strategic nature of activities. In his employment capacity he has been thoroughly trained on Balance Score Card, Performance Management in Copan Hagen Denmark, and Holland. He has worked extensively in the field of ERP, Supply Chain Management with end to end process.



BADAR KHUSHNOOD
Country Consultant Pakistan
Google Inc.

He is helping Google grow its market share and educate the Pakistani population about its innovative products. He is also responsible for establishing quality relationships with people/organizations of interest to Google Inc.

Badar is a strong believer in cutting-edge technology. With an in-born passion for Information & Communication Technologies (ICT), Badar was previously Pakistan Sales & Marketing Manager for ASUSTeK Computers Inc where he was responsible for country marketing & business strategy and execution. He also holds the honor to be the 1st Project Director of Industrial Information Network (IIN) at SMEDA.

Badar secured his Masters in Economics & Management from the Lahore School of Economics (LSE) and undergrad from the Government College (GC), Lahore. He has extensive experience of working in multi-cultural, multi-stake-holder and public-private-donor partnership business models. During a decade of experience, Badar has won many hats and has various entrepreneurial initiatives to his credit. He has also represented Pakistan at various international forums and has traveled extensively across the globe.



Farhan Bhayani
Head of Materials Management
Aga Khan University Hospital

Farhan Bhayani has over 14 years experience in managing supply chain functions in healthcare industry, three years of which are as Head of Materials Management (Pakistan Operations) at Aga Khan University. His expertise crosses the spectrum of procurement, contracting, logistics, warehousing, distribution and group purchasing. His rich experience is backed up with professional qualifications as Mechanical Engineer, Masters in Business Administration and Certified Purchasing Manager from Institute of Supply Management, USA.



DR. PAWAN GIRDHARILAL AGRAWAL
Chief Executive Officer
Mumbai Dabbawala Education Centre

Dr. Pawan Girdharilal Agrawal is the CEO of the renowned Mumbai Dabbawalas and President of Institute of Management & technology, Mumbai. Dr. Pawan has completed his Ph.D thesis on the title, A study of Logistics and Supply Chain Management of Dabbawala in Mumbai. He has travelled worldwide spreading awareness about the Dabbawalas and delivered lectures at Paris, Netherlands, US, UK and at management institutions all over India.

Mumbai Dabbawala – 120 year old logistics system, employs 5000 people, deliver and collect 200,000 tiffin boxes across the metropolis. Forbes Global Magazine gave it a Six Sigma efficiency rating of 99.999999; the Dabbawalas made one error in six million transactions. CK Prahlad said for the dabbawalas A model of managerial and organizational simplicity.



DR. JOHN PAUL
Managing Director of iCognitive - Singapore
Professor, Research Fellow of Bordeaux School of Management-France
Founder Member of South East Asia Chapter of Supply Chain Council

Dr. John Paul is an expert in supply chain management and operational improvement for manufacturing and services. He has over 25 years experience as a top executive in supply chain management. Dr. Paul is a consultant to multinational corporations, being the founder and CEO of iCognitive, a firm specializing in supply chain consultancy. He was a top executive at SIMTech (Singapore Institute of Manufacturing Technology). Before joining SIMTech in 1997, John Paul has spent 10 years working for Digital Equipment Corporation Europe.

He is a qualified SCOR® instructor certified by the supply chain council and has trained over 2000 Supply Chain executives from 200 different companies in the region. He is the Chairman of the Council of Supply Chain Management Professionals (CSCMP) Asian Chapter.

He holds a PhD researcher in Engineering Management, a Masters' Degree in Industrial Logistics, a Masters' Degree in Economics and an MBA in Management.



Usman A. Ghani
Professor of Strategy and Associate Director,
Center for Responsible Business and
Sustainability, University of Texas - USA
Senior Vice President, Harvard Business School Club

A Fortune-100 executive distinguished by his record of developing powerful board policies and business strategies for a variety of industry leaders, including McKinsey & Company, Royal Dutch/Shell Group, Exxon Mobil Corporation, and Electronic Data Systems, Usman has held leadership roles in strategic planning, marketing, operations, organization development, IT, and executive education, as well as led cross-functional, multi-cultural, core business-process teams. As a high-value consultant, he serves global leaders in 30 countries on 6 continents, acquiring a reputation for developing high-performance strategy and building trust with senior executives and technology teams that consistently exceed expectations. As an executive educator, he leads powerful leadership development and team building programs in corporate America. A citizen of the U.S., Usman is also a popular keynote speaker at business forums worldwide.

Usman holds three Masters Degrees from MIT: in Business Administration, Management of Technology, and Policy Planning from the MIT-Harvard joint program. Usman is a Visiting Professor at The University of Texas at Dallas where he teaches Strategy and Enterprise Transformation in the School of Management. He is a Vice President of the Harvard Business School Club of Dallas and an author in bestseller The Leader of the Future 2. A disciple of Peter Drucker, at various stages in his career, he has also worked with Robert Blake, Jay Forrester, David McClelland, and Peter Senge. He has authored "Dynamic Governance", a business concept providing a holistic approach to governance and its interface with strategy. At Dr. Robert Blake's request, he critiqued SMI materials in 1993-95, worked with Jacquelyn Mouton in 1995-6, and addressed SMI Global Conference as Keynote Speaker in 1995. In the mid-2000s, he was among 5 global partners who developed The CEO Grid Seminar that was tested successfully with board members and top executives in 2007 at Vancouver, Canada. He has co-led LGS with Bruce Carlson, President of Grid International, Inc., with Mian Ghani, Country Associate of Grid in Pakistan, and assisted Grid partners in China and Korea.

Some of his clients include AT&T, Baoshan Iron & Steel, Bayer, Bell Canada, CBRE, Ernst & Young, Fujitsu, Hong Kong Telecom (now Singapore Telecom), IBM, MIT, Mitsubishi, NCR, PIA, Reliant Energy, TAM Linhas Aéreas, and US Department of Transportation (DoT).



Asif Pervez
President, Association of Business Process Management
Professional (Pakistan)
Manager Procurement, Herbion Pakistan (Pvt.) Ltd.

Asif Pervez is the founder of QuBpro Research Institute which is Asif is a Business Process and Supply Chain Management Professional and has over 12 years rich experience powered by the professional training, education and experience in ERP Implementation, SAP, Project Management, Quality Management, QMS - Quality Management Systems development and Six Sigma.

Asif possesses track records for the development, improvements and optimization of Supply Chain and Business Processes. Asif has provided practical solutions in the shape of various QMS - Quality Management Systems and Process BluePrints for ERP - Enterprise Resource Planning Business Software that establish standards, KPI - Key Performance Indicators, KRI - Key Risk Indicators and Score Cards reflecting quality frameworks and blueprints in the areas of Supply Chain, Operations, Finance and Accounts. Among core techniques also includes Business Processes Improvement programs BPM - Business Process Management, BPR - Business Process Reengineering and Six Sigma tools and methodologies



Panel Discussion 1

Supply Chain Excellence through IT & Operational Alignment

Discussing how C-Levels information & supply chain officers have driven tangible value out of their operations to support wider strategic objectives and the practical insights that they need to create for truly integrated business strategy. The relationship between Enterprise Resource Planning (ERP) and Supply Chain Management (SCM)



Hassan Jamal
 Country Liaison Manager
 SAP Pakistan



Asad S. Jafar
 Chairman & CEO
 Philips Electrical Industries of Pakistan Ltd.



Wajahat Ather
 Vice President Commercial
 Byco Petroleum



Rabia Garib
 Editor-in-Chief
 CIO Pakistan
Moderator

Panel Discussion 2

The SupplyChain Profession in Pakistan

What challenges lie ahead and is the industry prepared for the future?
 Career prospects of supply chain professionals/upcoming graduates in Pakistan
 Building awareness on the importance of nurturing loyal, skilled, and talented workforce



Salim Azhar
 Director Logistics, Administration & Commercial
 Indus Motor Company



Dr. John Paul
 Managing Director of iCognitive - Singapore
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 Founder Member of South East Asia
 Chapter of Supply Chain Council



Qaysar Alam
 President - Supply Chain Association of Pakistan
 Vice President - Supply Chain, Unilever



Leon Menezes
 GM HR, Shell Pakistan Limited
Moderator

TERRABIZ SUPPLY CHAIN AND PROCUREMENT EVENTS



Strategic Procurement for Sustainable Cost Reduction and Value Creation
 15 March, 2011 Sheraton Karachi Hotel | 16 March, 2011 Pearl Continental Hotel, Lahore



SCOR Walkthrough – Optimizing your End-to-End Supply Chain
 21-22 April 2011 Karachi Marriott Hotel | 25-26 April 2011 Pearl Continental Hotel, Lahore



Cold Chain Conference 2011
 21 July, 2011 Pearl Continental Hotel, Karachi



We are a business information firm, having managed and organized events of various calibers during the last 3 years of our operations. Among our more recent event are the ICAP Golden Jubilee Conference July 2011 in Karachi, also ICAP CFO Conferences in Karachi & Lahore 2011, Entrepreneurship 2010 – Changing the Mindset conference with MPF, 2nd Women in Business & Leadership Conference WIBCON 2010, which we managed for PSTD. ICAP in collaboration with Terrabiz organized a highly successful CFO Conference 'Rising CFO' in March 2010 which was attended by 600 delegates. MIT Entrepreneurship Forum Pakistan, Terrabiz and OPEN jointly organized a conference on Corporate Innovation and Entrepreneurship'09, Karachi in November 2009. We also managed the MAP Conference in November 2009, Lahore with high appreciation from all over the country.

Terrabiz Human Capital Management Conferences which were held in Karachi and Lahore in April'09 and July'09 respectively, and the Compensation & Benefits Day in June '09 also received a very good feedback from the HR professionals in the country.

We also organized the first ever conference on Digital Marketing in Pakistan titled Marketing 2.0 which saw the confluence of the top three names in the world of digital marketing - Google, Yahoo and Microsoft, represented by their senior executives from abroad. Global Head of Mobile Marketing P&G was also one of the speakers. Terrabiz has also organized some events with Google Pakistan.

Conference Investment
Rs. 6,500/- per participant

Group Discount
Every 5th Participant from the same organization is Free

Registration Fee includes cost of conference material, meal and refreshment

For Registration Contact

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Additional discounts are available for ICAP and ICMAP Members

CPD Credit Hours for **ICAP** and **ICMAP** Members: **8**