The theme for 2012

Introduction and general information

The conference theme for 2012 is Risky Business. How integrated supply chains embrace change and diagnose risk.

The world is a volatile and complex place, challenging the way we think and do business. Much of today’s commentary is about understanding risk probability – when, how and how frequently due to climate change, globalisation, macro-economic change and geopolitical change. As the world’s business seems to be shifting from North Atlantic to Eastern economies, what we once knew about risk is now radically different.

So how do you design supply chains to accommodate this new landscape? Should it be with a more entrepreneurial mind-set, one which adopts risk and reward equally and recognises that risk can bring creativity and innovation and should be a strategic consideration for the whole business? Embracing change and diagnosing risk can bring competitive advantage as well as mitigating damage to your supply chain.

We invite you to the CIPS Pan African conference where local and international speakers will unravel the issues facing modern supply chains and how we can strategise. Not only to improve our own businesses, but how strong and integrated supply chains can contribute to the development of the African region as a whole.

Why should you participate?

- High profile local, international and African speakers will offer you an exciting array of presentations that will include interactive workshops and round table discussions.
- Increase awareness through your company’s visible commitment to the business and academic community in this field.
- Meet with key decision makers and consolidate relationships.
- The event provides outstanding profile building and networking.
- You can consolidate your position as a market leader through our bespoke sponsorship packages.

How to register

CONFERENCE & SPONSORSHIP CO-ORDINATOR
Provision Marketing cc, Selenta de Villiers
Email: provision@netactive.co.za or provision@cips.org.za
Fax: 086 513 1637, Tel: +27 12 345 6177, Mobile: +27 82 778 7649
Invitation to attend conference

At CIPS we are continually striving to bring our members and the procurement community relevant information that keeps them a step ahead. As part of our commitment to you, we have designed a conference that will provide networking opportunities, as well as a chance to have some fun. We will be providing delegates with real practical solutions and a great educational experience.

Venue

Emperor’s Palace is located next to the Johannesburg International Airport and combines timeless classical elegance and sheer excitement. Emperor’s Palace also provides a complimentary shuttle between the airport and the conference venue. Emperor’s Palace provides a wide range of accommodation options to suit every need. (Accommodation included in below packages will be at the Metcourt Hotel)

For alternative accommodation: http://www.wheretostay.co.za/g/east_rand/accomodation/johannesburg-international-airport.php

Please note that all alternative accommodation bookings and payments will be for your own responsibility.

Conference registration fees

<table>
<thead>
<tr>
<th>Package</th>
<th>Price</th>
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<tbody>
<tr>
<td><strong>Package A</strong></td>
<td>R 7 350</td>
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<td>Conference only</td>
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<td>• Delegates pack including speakers presentations.</td>
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<td>• Refreshments for both days included.</td>
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<td><strong>Package B</strong></td>
<td>R 1 750</td>
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<td>Awards only</td>
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<td>• Entrance to the Awards dinner.</td>
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<td><strong>Package C</strong></td>
<td>R 8 930</td>
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<td>Conference &amp; Accommodation</td>
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<td>• Delegates pack including speakers presentations.</td>
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<td>• Refreshments for both days included.</td>
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<tr>
<td>• Accommodation at Emperors (2 nights/BB).</td>
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<tr>
<td><strong>Package D</strong></td>
<td>R 9 100</td>
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<td>Conference &amp; Awards dinner</td>
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<td>• Delegates pack including speakers presentations.</td>
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<td>• Refreshments for both days included.</td>
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<tr>
<td>• Entrance to the Awards dinner.</td>
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<tr>
<td><strong>Package E</strong></td>
<td>R 10 680</td>
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<tr>
<td>Conference, Awards dinner &amp; Accommodation</td>
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</tbody>
</table>

All fees include 14% VAT.

Group discounts available. Please contact the events co-ordinator for more information.

CIPS members qualifies for a 10% discount on the conference registration fee.

Early Bird discount of 2.5% on conference fee available until 29 February 2011.

CIPS SA is a Level 2 value added enterprise BBBEE contributor with 156% preferential procurement recognition spend.

CIPS members who would also like to attend the SAPICS Conference on 3-5 June at Sun City, will qualify to attend at SAPICS membership rates.
Invitation to enter

Until recently, procurement was a necessary, yet seldom celebrated, component of multinational corporations. Times have changed: today, procurement organizations within companies are playing pivotal roles in the success of global firms. At CIPS we feel it is important to recognise and reward the contribution procurement professionals are making. We encourage you to enter the third Annual Procurement Awards and be recognised.

How to enter & tips

All award entries should be sent to Provision Marketing.

Treat your entry as if it is a business proposal; as though you need to sell your team within your organisation. Keep it focused and logical – ensuring everything is relevant thereby helping the judges understand and appreciate your achievement.

Introduction ~ Be clear about your objectives for your entry and give us a brief background on your company as context. In terms of the five ‘W’s, approach this as if it would be the “Why”.

Your project ~ Consider the other four ‘W’s – who, what, where and when. Include an outline of how you achieved your project including, most importantly, the business benefits that you have delivered.

Summary ~ In closing, summarise the key points of your entry.

Invitation to attend awards dinner

This event is the centrepiece of CIPS efforts to identify, promote and recognise best practices in our profession. We would be delighted if you could join us as we celebrate outstanding projects, people and overall excellence at the 3rd Annual Procurement Awards Dinner. It will be an evening of convivial company, valuable networking opportunities, great food and live entertainment.

FOR AWARD SUBMISSIONS, DISSERATIONS OR MORE INFORMATION:
Provision Marketing cc, Selenta de Villiers
Email: pvision@netactive.co.za or provision@cips.org.za
Fax: 086 513 1637, Tel: +27 12 345 6177, Mobile: +27 82 778 7649
Awards categories & criteria

Best Supplier Development Initiative
This category requires a joint entry by their purchaser and the supplier. In addition to the usual criteria, the entry should explain how the two organisations have worked together and what the benefits have been for both parties, for example capturing innovations, new product development etc, for mutual benefit.

Best Corporate Social Responsibility
This category encompasses externally focussed social and economic development programmes within the local community. The judges will be looking specifically at the role a purchasing or supply management function has played in safeguarding or enhancing an organisation’s reputation and brand values while undertaking a role in using procurement for social and economic enhancement.

Best Capacity Development Initiative
This category rewards training or development programmes that have substantially raised the understanding and/or skills of the procurement or supply management team, and helped to deliver real improvements in performance.

Best Process Improvement Initiative
Entries in this category should focus on how purchasing or supply management processes have been upgraded or changed and how superior results have flowed as a result of adopting them. Provide a case study with supporting evidence.

Best Procurement Professional of the year
(Public & Private Sector)
The individuals here are those who have deemed to make the most effective contribution to their organisation in terms of innovation, leadership, knowledge sharing and demonstrating that they are a good team player. Their initiatives will have impacted considerably upon the bottom line of the organisation, while at the same time creating value for the organisation and its customers. The individuals, both in the Public- and Private sector categories will have demonstrated a strong commitment to the profession also, including active engagement in promoting good procurement.

Best Sustainable Procurement Organization
This category is structured along three broad categories namely Environment, Society and Governance. In relation to the environment the organisation should continually seek to improve its environmental performance by working to reduce its negative environmental impacts; promote awareness of its direct and indirect impacts and use natural resources in a sustainable manner. The organisation should also demonstrate a commitment to social sustainability and good stakeholder relationships. Good corporate governance and ethical practices should form the foundation for the organisations supply chain policies and practices. The organisation should identify and manage the broader impact of the organisation within its sphere of influence from a social, environmental, ethical and economic perspective.

Best Supplier Diversity Project
This category requires organisations to demonstrate how they have addressed the use of local suppliers in particular local SME’s and engaged them in supplier development programmes. The judges will be looking at how organisations have increased employment, how the local market benefits, profitability and revenue generation of local suppliers while at the same time not over exposing local suppliers to unnecessary risks.

Best Procurement Project
This category is open to all public and private sector bodies covered and should demonstrate how procurement projects have been effectively managed. Projects should demonstrate the use of project teams both functional and cross functional, project tools and demonstrate the added value the project brings to the organisation.

Best Capacity Development Initiative
This category rewards training or development programmes that have substantially raised the understanding and/or skills of the procurement or supply management team, and helped to deliver real improvements in performance.

Best Upcoming Procurement Professional
This award will focus on interns. Interns who wish to enter should supply a paper on their relevant research that will be evaluated by the panel. (Video conferences will also be arranged for entrants to motivate the thesis)
Exhibition packages

**PACKAGE 1 INCLUDES:**
- 3m x 2m stand structure
- 2 Long arm spots
- White panels
- Fascia frame
- Company name on fascia
  (refreshments for both days included)

**R 6 300**

**PACKAGE 2 INCLUDES:**
- 6m x 2m stand structure
- 2 Long arm spots
- White panels
- Fascia frame
- Company name on fascia
  (refreshments for both days included)

**R 9 975**

**PACKAGE 3 INCLUDES:**
- Pie-slice approximately 2m x 2m
- 1 plug point
- 1 spot light
- Company name of fascia
- 1 staff badge
  (refreshments for both days included)

**R 3 100**

All prices exclude 14% VAT.

EXHIBITIONS CO-ORDINATOR
Cynthia Wentzel Productions cc, Cynthia Wentzel
Email: cynthiawentzel@icon.co.za
Fax: +27 11 453 6098, Tel: +27 86 111 2876, Mobile: +27 83 626 3290

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Exhibition venue

The Exhibition spaces will be situated in the lunch venue and a draft floor plan of the exhibition venue will be provided on request. The final floor plan will be made available closer to the conference date. Stand allocation will be on a first come-first served basis.

Centre Court is an incredibly versatile 2 698m² venue ideal for exhibitions and product launches. Centre Court has a pre-assembly area, dressing rooms, under-floor power supply, overhead telephone lines as well as access for vehicles not exceeding 2,2m in height.

The Exhibition will be open to delegates from 08h00 to 17h00. All tea and lunch breaks will be in the exhibition area to ensure maximum exposure.

Build-up and breakdown

Build-up from 16h00 - 18h00 on 7 May 2012. Exhibition will open to delegates from Tuesday 8 May at 07h00. Breakdown may commence from 15h00 Wednesday 9 May 2012. All exhibition material and equipment must be removed from the premises on this day.

Security and insurance

Security will be provided by the hotel as part of their standard service, from commencement of build-up to breakdown, however, the hotel and the organizers do not take any responsibility for any damage or loss of goods. Exhibitors are therefore encouraged to have their own insurance in place to cover all risks.

Optional extras

- Printed graphic panel  R 1 980
- 40" LCD screen  R 3 850
- DVD player  R 715
- Cocktail Table  R 770
- Cocktail chair  R 286
- Flower arrangement  R 330

Prices quoted exclude 14% VAT. Please do not hesitate to contact us for any other items you might need e.g brochure stands, pot plants, carpets and other furniture.
Sponsorship package benefits

For your convenience we have included detailed grids of the variety of packages and benefits available:

- Full participation of complimentary delegate/s at the Conference and/or Awards including invitations to other networking and social events that will take place during the conference.
- Placement of company speaker in conference programme.
- Chairing a session in the conference program.
- Visual branding opportunity.
- Acknowledgement in all pre-event literature and marketing material distributed to targeted groups.
- Company logo placement on other printed event material i.e. conference program.
- Discount on exhibition stand packages.
- Opportunity to place one company / product flyer or promotional item in delegate pack.
- Company logo and hyperlinks on the event web pages.
- Company logo on opening / break slides throughout the event.
- Acknowledgement at opening and closing Ceremonies.
- Post-conference electronic copy of the delegate list for future networking. (selected packages only)

Please remember that this document is intended as a guideline only, so please feel free to contact the event organizer should you wish to discuss a tailor-made package to suit you.

Invitation to attend VIP cocktail

Exhibitors & Sponsors Only

CIPS Southern Africa would like to acknowledge and thank all our valued participants.

Speakers, sponsors and exhibitors are hereby cordially invited to an exclusive pre-conference V.I.P. cocktail.

Date : Monday, 7 May 2012
Time : 18h30 - 21h00
Venue : Centre Court, Emperor's Palace Convention Centre
Dress code : Smart Casual / Business Attire

We truly appreciate the contribution you make to the success of this landmark event and hope that you will be able to join us as we raise our glasses in your honour.

Please confirm your attendance of the VIP cocktail function with the events co-ordinator.
# Conference sponsorship packages

<table>
<thead>
<tr>
<th>Package</th>
<th>Platinum</th>
<th>Gold</th>
<th>Silver</th>
<th>Bronze</th>
<th>Delegate bags</th>
<th>USB’s for presentations</th>
<th>Stationery</th>
<th>Student Empowerment</th>
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<tr>
<td>Contribution</td>
<td>R100 000</td>
<td>R50 000</td>
<td>R30 000</td>
<td>R20 000</td>
<td>R60 000</td>
<td>R50 000</td>
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<tr>
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<td>3</td>
<td>2</td>
<td>1</td>
<td>3</td>
<td>3</td>
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<td>Visual branding opportunity at conference</td>
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<td>Logo on printed conference material</td>
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<td>Acknowledgement in electronic pre-conference literature</td>
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<td>Exhibition space</td>
<td>Complimentary</td>
<td>50% discount</td>
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<td>50% discount</td>
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<tr>
<td>Logo on break slides throughout the conference</td>
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<tr>
<td>Logo and hyperlink on conference web site</td>
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<tr>
<td>Acknowledgement in opening and closing ceremonies</td>
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*Great Conference -Very informative*

*What an experience - Thank you to the CIPS team*

*Overall well prepared & professional Conference*

*Well done, the conference was excellent*

*What an experience - Thank you to the CIPS team*
### Awards sponsorship packages

<table>
<thead>
<tr>
<th>Package</th>
<th>Contribution</th>
<th>Platinum</th>
<th>Gold</th>
<th>Silver</th>
<th>Bronze</th>
<th>Table Wine</th>
<th>Table Gifts</th>
<th>Printed Menus</th>
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<td></td>
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<td>R50 000</td>
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<td>Visual branding opportunity at event</td>
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<td>Logo on printed pre-event marketing material</td>
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<td>Logo printed on awards evening programme</td>
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<tr>
<td>One Promotional item to be included in the conference delegate packs</td>
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</table>

« Entertainment was outstanding! »
« It was an amazing evening, I had a fabulous time »
« It's a privilege to be here »
« I look forward to next years Procurement Awards »
« Everything was perfect! Congratulations to the events team on a job well done »
Empowerment sponsorship

Why sponsor?

CIPS is committed to enhancing students’ professionalism and empowering students in the purchasing and supply management profession.

You would be supporting this empowerment initiative by facilitating the process whereby the student will be able to present themselves successfully as candidates for employment in the purchasing and supply management profession by:

- Co-operating with the educational sector and with other professional institutes to raise training and educational standards, in the field of supply chain management.
- Developing and implementing appropriate mentoring and skills transfer initiatives.

The Empowerment Sponsorship is an initiative of CIPS and its vision is to create and develop a pool of talented, dynamic and innovative individuals from previously disadvantaged Southern African communities.

Students will be exposed to a blend of technical and business skills, which will assist them to make meaningful contributions to the Procurement profession. In order for us to do this, we would therefore appreciate it if you would consider the following sponsorship proposal.

Benefits for your company

YOUR SPONSORSHIP WILL CONTRIBUTE TOWARDS:

- Expenses for Conference attendance
- Accommodation at Emperor’s Palace for one night
- Flights where applicable

Sponsorship package: R15 000.00 per student

Pricing Excludes VAT

Sponsorship benefits:

- Marketing material included in the delegate packs
- Logo displayed in recognition of sponsorship during conference
- Logo displayed on the CIPS Southern Africa website
- Acknowledgement on electronic communication post Conference

CIPS Southern Africa will sponsor one student to attend the Annual CIPS Pan African Conference.

CIPS would also like to offer the top performer from each of the following education institutions the opportunity to attend:

Universities of South Africa (UNISA), Cape Town, KwaZulu-Natal, Pretoria, Stellenbosch, Fort Hare, Nelson Mandela Metropolitan, Botswana, Polytechnic (Namibia), Tshwane University of Technology, Logistics Graduates of SA and BDU.

Members of PURCO and SAAF are also encouraged to attend.

“ I am a student at Vaal university and have to say the conference was great I’ve learnt a lot as a logistics student, Thank you ”

“ What an experience! Thank you for giving us the opportunity to be part of this! I learnt so much! ”

“ Good conference and very insightful indeed. Thank you ”
Registration for conference and/or awards

COMPANY INFORMATION FOR INVOICING PURPOSES

Company Name:

Postal Address:

Purchase Order Number:  

VAT Number:

Send Invoice to:

Designation:  

Tel Number:

Fax Number:

Email:

Fax Number:

DELEGATE INFORMATION

Delegate Name:  

(as it should appear on name badge)

Membership:  

Job title / Designation:

Tel Number:  

Fax Number:

Email:

Special dietary requirements:

- Strict Halal
- Kosher (Jewish)
- Vegetarian
- No Beef & Pork

If other, please specify:

PLEASE SELECT PREFERRED PACKAGE

<table>
<thead>
<tr>
<th>Package A</th>
<th>Package B</th>
<th>Package C</th>
<th>Package D</th>
<th>Package E</th>
</tr>
</thead>
<tbody>
<tr>
<td>Conference only</td>
<td>Awards only</td>
<td>Conference &amp; Accommodation</td>
<td>Entrance to the Awards dinner on the night of 8 May 2012</td>
<td>Entrance to the Awards dinner on the night of 8 May 2012</td>
</tr>
<tr>
<td>Delegates pack including speaker presentations</td>
<td>Entrance to the Awards dinner on the night of 8 May 2012</td>
<td>Delegates pack including speaker presentations</td>
<td>Accommodation at Emperors (2 nights/BB)</td>
<td>Accommodation at Emperors (2 nights/BB)</td>
</tr>
<tr>
<td>Refreshments for both days included</td>
<td>Accommodation included in packages will be at the Metcourt Hotel</td>
<td>Refreshments for both days included</td>
<td>Entrance to the Awards dinner on the night of 8 May 2012</td>
<td>Entrance to the Awards dinner on the night of 8 May 2012</td>
</tr>
<tr>
<td>R 7 350 INCL VAT</td>
<td>R 1 750 INCL VAT</td>
<td>R 8 930 INCL VAT</td>
<td>R 10 680 INCL VAT</td>
<td>R 9 100 INCL VAT</td>
</tr>
</tbody>
</table>

ADDITIONAL ACCOMMODATION REQUIREMENTS (only 7 & 8 May included in packages B and D)

Arrival date:  

Departure date:  

I HEREBY CERTIFY THAT I AM DULY AUTHORISED TO SIGN THIS CONTRACT ON BEHALF OF THE COMPANY AS STATED ABOVE.

Delegate / Authorised Person signature:  

Date:

PLEASE COMPLETE AND FORWARD TO THE EVENTS CO-ORDINATOR:

Selenta de Villiers on provision@cips.org.za or provision@netactive.co.za  
Alternative contact details: Fax: 086 513 1637, Tel: +27 12 345 6177, Mobile: +27 82 778 7649

PLEASE NOTE THAT A TAX INVOICE WILL BE FORWARDED TO YOU ON RECEIPT OF THIS FORM.
## Exhibition booking form

### COMPANY INFORMATION

- **Company Name:**
- **VAT Number:**
- **Send Invoice to:**
- **Contact Person:**
- **Designation:**
- **Email:**
- **Tel Number:**
- **Fax Number:**
- **Cell Number:**
- **Lettering on Fascia Required (No Logo):**

### ADDITIONAL ITEMS REQUIRED

<table>
<thead>
<tr>
<th>ITEM REQUIRED</th>
<th>QUANTITY</th>
<th>ITEM REQUIRED</th>
<th>QUANTITY</th>
</tr>
</thead>
<tbody>
<tr>
<td>Printed Graphic Panel</td>
<td>R1 980</td>
<td>Cocktail table</td>
<td>R770</td>
</tr>
<tr>
<td>40&quot; LCD Screen</td>
<td>R3 850</td>
<td>Cocktail chair</td>
<td>R286</td>
</tr>
<tr>
<td>DVD Player</td>
<td>R715</td>
<td>Flower arrangement</td>
<td>R330</td>
</tr>
</tbody>
</table>

**Stand allocation will be finalized as soon as all bookings have been confirmed.**

**An invoice will be forwarded to you on receipt of this document.**

### PLEASE SELECT PREFERRED PACKAGE

<table>
<thead>
<tr>
<th>PACKAGE 1</th>
<th>PACKAGE 2</th>
<th>PACKAGE 3</th>
</tr>
</thead>
<tbody>
<tr>
<td>3m x 2m stand</td>
<td>6m x 2m stand</td>
<td>1,5m x 1,5m corner stand</td>
</tr>
<tr>
<td>- 2 Long arm spots</td>
<td>- 2 Long arm spots</td>
<td>- 1 plug point</td>
</tr>
<tr>
<td>- White panels</td>
<td>- White panels</td>
<td>- 1 spot light</td>
</tr>
<tr>
<td>- Fascia frame</td>
<td>- Fascia frame</td>
<td>- Company name on fascia</td>
</tr>
<tr>
<td>- Company name on fascia (includes lunch &amp; tea breaks over 2 days for 1 individual)</td>
<td>- Company name on fascia (includes lunch &amp; tea breaks over 2 days for 1 individual)</td>
<td>- Company name of fascia</td>
</tr>
<tr>
<td>- 1 plug point</td>
<td>- 1 plug point</td>
<td>- 2 staff badges</td>
</tr>
<tr>
<td>- 1 lock up counter</td>
<td>- 1 lock up counter</td>
<td>(includes lunch &amp; tea breaks over 2 days for 1 individual)</td>
</tr>
<tr>
<td>- 1 staff badge</td>
<td>- 2 staff badges</td>
<td>(includes lunch &amp; tea breaks over 2 days for 1 individual)</td>
</tr>
</tbody>
</table>

**R 6 300 ex VAT**  
**R 9 975 ex VAT**  
**R 3 100 ex VAT**

### PLEASE NOTE THAT A TAX INVOICE WILL BE FORWARDED TO YOU ON RECEIPT OF THIS FORM
Conference sponsorship booking form

COMPANY INFORMATION FOR INVOICING PURPOSES

<table>
<thead>
<tr>
<th>Company Name:</th>
<th>VAT Number:</th>
</tr>
</thead>
<tbody>
<tr>
<td>Postal Address:</td>
<td></td>
</tr>
<tr>
<td>Purchase Order Number:</td>
<td></td>
</tr>
<tr>
<td>Send Invoice to:</td>
<td></td>
</tr>
<tr>
<td>Contact Name:</td>
<td>Tel Number:</td>
</tr>
<tr>
<td>Designation:</td>
<td>Fax Number:</td>
</tr>
<tr>
<td>Email:</td>
<td>Mobile:</td>
</tr>
</tbody>
</table>

MY COMPANY WOULD LIKE TO RESERVE THE FOLLOWING SPONSORSHIP

<table>
<thead>
<tr>
<th>SPONSORSHIP PACKAGE</th>
<th>PRICE EX VAT</th>
</tr>
</thead>
<tbody>
<tr>
<td>GOLD</td>
<td>R50 000,00</td>
</tr>
<tr>
<td>SILVER</td>
<td>R30 000,00</td>
</tr>
<tr>
<td>EMPOWERMENT</td>
<td>R15 000,00</td>
</tr>
<tr>
<td>DELEGATE BAGS</td>
<td>R60 000,00</td>
</tr>
<tr>
<td>USB's FOR PRESENTATIONS</td>
<td>R50 000,00</td>
</tr>
<tr>
<td>DELEGATE NAME BADGES</td>
<td>R15 000,00</td>
</tr>
<tr>
<td>SPEAKERS GRATUITY</td>
<td>R10 000,00</td>
</tr>
</tbody>
</table>

Sub total
Add 14% VAT
TOTAL OWING

I HEREBY CERTIFY THAT I AM DULY AUTHORIZED TO SIGN THIS CONTRACT ON BEHALF OF THE COMPANY AS STATED ABOVE.

Delegate / Authorised Person signature:
Date:

I agree to the CIPS booking terms & conditions.

Please complete and forward to the events co-ordinator:
Selenta de Villiers on provision@cips.org.za or pvision@netactive.co.za
Alternative contact details: Fax: 086 513 1637, Tel: +27 12 345 6177, Mobile: +27 82 778 7649

Please note that a tax invoice will be forwarded to you on receipt of this form.
Awards dinner sponsorship booking form

COMPANY INFORMATION FOR INVOICING PURPOSES
Company Name:  
Postal Address:  
Purchase Order Number:  
Send Invoice to:  
Contact Name:  
Designation:  
Email:  

COMPANY INFORMATION FOR INVOICING PURPOSES
VAT Number:  
Tel Number:  
Fax Number:  
Mobile:  

TICK BOX:
MY COMPANY WOULD LIKE TO RESERVE THE FOLLOWING SPONSORSHIP

<table>
<thead>
<tr>
<th>SPONSORSHIP PACKAGE</th>
<th>PRICE EX VAT</th>
</tr>
</thead>
<tbody>
<tr>
<td>GOLD</td>
<td>R35 000,00</td>
</tr>
<tr>
<td>SILVER</td>
<td>R20 000,00</td>
</tr>
<tr>
<td>SPONSORING AN AWARD</td>
<td>R12 500,00</td>
</tr>
</tbody>
</table>

Award Category:
- CIPS VIP GUEST: R2 000,00
- TABLE GIFTS: R10 000,00

Sub total
Add 14% VAT
TOTAL OWING

I HEREBY CERTIFY THAT I AM DULY AUTHORISED TO SIGN THIS CONTRACT ON BEHALF OF THE COMPANY AS STATED ABOVE.

Delegate / Authorised Person signature:  
Date:  

PLEASE COMPLETE AND FORWARD TO THE EVENTS CO-ORDINATOR:
Selenta de Villiers on provision@cips.org.za or pvision@netactive.co.za
Alternative contact details: Fax: 086 513 1637, Tel: +27 12 345 6177, Mobile: +27 82 778 7649

PLEASE NOTE THAT A TAX INVOICE WILL BE FORWARDED TO YOU ON RECEIPT OF THIS FORM
The most powerful letters in the supply chain world - CIPS

CIPS Southern Africa
Broad Based Empowerment Trust

About the CIPS Southern Africa BBE Trust
The CIPS Southern Africa Broad Based Empowerment Trust Africa is an independent trust, which owns 25 per cent of CIPS Southern Africa as a shareholder, with the chair of the trust taking a seat on the CIPS Southern Africa Board.

The purpose of the trust is to enable beneficiaries from historically disadvantaged communities in South Africa aligned with Broad Based Black Economic Empowerment requirements, to have access to funding of education related to purchasing and supply management (PSM), to aid their future development as a PSM professional within South Africa.

The trust itself will support beneficiaries based on agreed income from CIPS Southern Africa (Pty) Ltd and register as a PBO to attract funding from other sources.

Sources of funding to include:
- Corporates
- Government
- Individuals
- Suppliers to corporates
- Donor funding
- Current alliances
- International funders
- Supply chain practitioners
- International donor funding

Trust Objectives
- To utilise the trust as a mechanism for developing increased capability in purchasing and supply management in South Africa
- To make a meaningful contribution to the social and economic agenda for procurement within South Africa through the educating of beneficiaries from historically disadvantaged backgrounds
- To take a sustainable approach to the development of the trust to ensure the continuity of support for capability development in procurement
- To actively engage in making the trust an enabler for individual beneficiaries to develop successful careers in PSM
- To actively engage in seeking out equitable contributor partners to the trust, i.e. education partners who will share costs of training e.g. university partners, CIPS study centre partners and other contributors such as employers offering opportunities such as internships
- To operate with integrity, in line with the CIPS Royal Charter, code of ethics and in compliance with the required legislation of South Africa
- To take an entrepreneurial approach to developing the trust in order that it becomes a worthwhile operating business supporting the development of PSM, through its activities.

Beneficiaries
The beneficiary applicant must show that they:
- Are aligned to the BBBEE criteria as being disadvantaged
- Can provide full ID and proof of South African citizenship
- Can demonstrate a proven desire for a deliberate career choice for PSM, ie proven through documentation, school records, careers discussions
- Has matriculation qualification or other equivalent
- Has a place in a college or university already selected and approved in PSM/SCM (Supply Chain Management) subject to payment
- Can provide three references to support their application, that show dedication, commitment and capability to go forward on an education programme aligned to PSM and that they are able to complete a course of study. The references must come from non-family and be work and education based.

If an individual already has company sponsorship then they need not apply.
Who to contact

**CONFERENCE & SPONSORSHIP CO-ORDINATOR**

Provision Marketing cc, Selenta de Villiers  
**Email:** provision@netactive.co.za or provision@cips.org.za  
**Fax:** 086 513 1637, **Tel:** +27 12 345 6177, **Mobile:** +27 82 778 7649

**EXHIBITIONS CO-ORDINATOR**

Cynthia Wentzel Productions cc, Cynthia Wentzel  
**Email:** cynthiawentzel@icon.co.za  
**Fax:** +27 11 453 6098, **Tel:** +27 86 111 2876, **Mobile:** +27 83 626 3290

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CIPS SA is a Level 2 value added enterprise BBBEE contributor with 156% preferential procurement recognition spend.

**CIPS Southern Africa**  
PO Box 5358, Riempie, 0174, Pretoria, South Africa  
48 Sovereign Drive, Block B, Route 21 Corporate Park, Irene X30, Centurion, Pretoria, South Africa  
+27 12 345 6177 I +27 12 345 3309 I info@cips.org.za