

## IBM AND EMPTORIS HOST PROCUREMENT LEADERS TO DISCUSS TECHNOLOGY-ENABLED SUPPLY MANAGEMENT STRATEGIES

*Event to Feature Panel Discussion with Executives from GSK, IBM, Emptoris and HM Revenue and Customs*

**London, UK and Burlington, MA – (October 16, 2008)** – [Emptoris](#), a leading provider of enterprise [supply and contract management software](#), and [IBM](#) announced today that the companies will be hosting a seminar and panel discussion on technology-enabled supply management strategies, titled “*Navigating Procurement’s Perfect Storm*.”

The IBM and Emptoris event is open to senior procurement executives and is designed to promote knowledge sharing among leading procurement organizations regarding the deployment and best practices in technology-enabled supply and contract management. The session will include short presentations and a panel discussion with procurement directors from GlaxoSmithKline and HM Revenue and Customs, as well as IBM and Emptoris. The session and panel discussion will cover topics including:

- How to achieve effective supplier relationship management in supply-constrained markets
- How to improve procurement data visibility to enable effective supplier performance programs
- How to reduce regulatory and supply risk levels found in complex, global supply relationships
- How to develop and enable sustainable procurement strategies
- How to close the ‘compliance gap’ between negotiated contracts and operational procurement

The event, “*Navigating Procurement’s Perfect Storm*” hosted by IBM and Emptoris, will take place at IBM’s South Bank Offices in London on Thursday, October 23<sup>rd</sup>. For further information or to attend the event, please contact John Webster at [jwebster@emptoris.com](mailto:jwebster@emptoris.com).

The IBM and Emptoris event is the latest in a series of educational and thought leadership events which Emptoris has sponsored or participated in across Europe over the past year. Earlier this year leaders from Global 2000 companies gathered for *Emptoris Empower Europe 2008*, the flagship supply and contract management user conference in Europe. Emptoris also sponsored a series of executive debate roundtable sessions focused on examining key trends and practices in achieving world class procurement at Fortune 1000 and Global 2000 organizations across Europe. The sessions saw chief procurement officers and senior procurement executives from more than 150 leading companies come together at events in Amsterdam, Frankfurt, London, Milan, Paris and Stockholm. To read a summary of the findings from those events, visit the [Emptoris executive debate sessions](#).

### **About Emptoris**

[Emptoris](#) is a world leader in innovative supply and [contract management](#) software solutions that empower enterprises to realize best value and accelerate profitable growth. [Emptoris](#) solutions are used by successful Global 2000 companies in every industry. Customers include American Express, Boeing, ConocoPhillips, GlaxoSmithKline, Kraft, Motorola, Owens Corning, Syngenta, and Vodafone.

For more information on IBM log onto [www.ibm.com](http://www.ibm.com).