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**Getting Your Teeth Into  
Procurement  
Is It Worth All The Pain?**

*Biography*

Ron is currently responsible for implementing a range of strategies at the University of Western Australia focusing on reducing the total cost of procurement and positioning the University to take advantage of the efficiencies offered through e-procurement. With over 25 years of procurement experience in a number of industries including manufacturing, mining and oil & gas, Ron has a successful track record in implementing Supply Agreements (both local and national), and in developing key supplier alliances.

*Précis*

Successfully implementing a Supply Agreement in one University is challenging enough, implementing it across a number of Universities gives a new meaning to the word “challenging”, especially when these Universities are spread out across a number of States. But this is just the challenge the University of Western Australia boldly accepted when it undertook the implementation of Preferred Supplier Agreements for Dental Supplies. Did the end result justify the pain involved? Ron Philippkowski, Manager Strategic Procurement for the University of Western Australia, will present a “warts and all” case study of the implementation process used to successfully implement six national Supply Agreements