



*High performance. Delivered.*

## CPO Circle

Achieving high performance  
through sourcing and procurement  
strategy and execution

• Consulting • Technology • Outsourcing

# What is CPO Circle?

Accenture CPO Circle is an invitation-only community that offers members access to a wealth of knowledge and expertise in sourcing and procurement. Join your peers and benefit from virtual and live events, interact with a panel of procurement advisors, gain insight through surveys and research, and learn more about how other senior executives are approaching the global market.

High performance research in procurement undertaken by Accenture has shown that 16 percent of surveyed organizations whose procurement achievements warrant "master" status enjoy productivity levels that are 30 percent higher than companies of lesser stature. Yet the masters' procurement organizations typically cost half as much to run. Lower cost and higher productivity are the hallmarks of procurement mastery.

CPO Circle is a community of members for members. To get involved, e-mail [cpocircle@accenture.com](mailto:cpocircle@accenture.com).

## Why join CPO Circle?

Shaped by its members and facilitated by Accenture, CPO Circle is a global meeting place to keep you on the cutting edge of sourcing and procurement practice. CPO Circle members can benefit from the following features:

### The Procurement Advisory Panel

Submit your individual queries or concerns to a committee of experienced sourcing and procurement professionals with a collective experience of more than 500 years. If you are seeking help, information or feedback on a specific issue—or simply want to talk through a topic with a like-minded professional—just fill in the form to receive secure, personalized input from a Procurement Advisory Panel member.

### Site members index

Add your own profile or meet and liaise with other CPO Circle members by visiting this growing index of select sourcing and procurement professionals.

### Community discussion

Find out what other members are saying—or be heard. Take a closer look at the series of topics listed in the community discussion forum or add your own viewpoint by starting a new discussion thread.

### The Roundtable & Seminar series

Network with your peers and share the innovative views of various industries by discussing some of the hot topics facing procurement people today at one of the global CPO Circle roundtables or seminars. Many meetings include the valuable insight of Mark Perera, former editor of the *Procurement Leaders* publication and co-founder of the Procurement Leaders Network and Neil Deverill, former Chief Procurement Officer of Anglo American, an organization that is a global leader in mining and resources. See the back page of this brochure for the full Roundtable and Seminar series calendar for 2008.

"When you're busy, it's hard to stay in touch with your peers in similar industries or other global companies and relying on contacts at industry events and conferences just isn't enough. I think being able to log in to CPO Circle, available 24x7, is a good means to both keep up-to-date with what's happening in procurement and to meet and stay in touch with other executives facing similar challenges."

Steve Welch, formerly chief procurement officer SBC

## Resources

Take advantage of the most recent thinking among sourcing and procurement experts around the world. This unique repository of resources includes:

**Surveys:** Read Accenture research focusing on topics such as procurement systems, organization and outsourcing, global sourcing, supplier relationship management and high performance in procurement.

**Points of View:** Take advantage of the latest thinking that evaluates how sourcing and procurement capabilities are critical to achieving high performance.

**Supply Chain Academy:** Be involved with a unique learning solution that provides companies with a highly flexible and cost effective way to create a common procurement/supply chain language and increase procurement/supply chain-related capabilities throughout the organization. As a member of CPO Circle, supply chain academy learning advisors can offer support for your transformation projects through a capability assessment.

**Tips and Tools:** Benefit from advice on a broad range of topics. Former British Prime Minister Margaret Thatcher is well known for using the phrase, "Bring me solutions, not problems." If this is a phrase that resonates with you, each month CPO Circle will feature a frequently asked question and make suggestions on how to approach the challenge.

## About Accenture Supply Chain Management

The Accenture Supply Chain Management service line works with clients across a broad range of industries to develop and execute operational strategies that enable profitable growth in new and existing markets. Committed to helping clients achieve high performance through supply chain mastery, we combine global industry expertise and skills in supply chain strategy, sourcing and procurement, supply chain planning, manufacturing and design, fulfillment, and service management to help organizations transform their supply chain capabilities. We collaborate with clients to implement innovative consulting and outsourcing solutions that align operating models to support business strategies, optimize global operations, enable profitable product launches, and enhance the skills and capabilities of the supply chain workforce. For more information, visit [www.accenture.com/supplychain](http://www.accenture.com/supplychain)

## About Accenture

Accenture is a global management consulting, technology services and outsourcing company. Combining unparalleled experience, comprehensive capabilities across all industries and business functions, and extensive research on the world's most successful companies, Accenture collaborates with clients to help them become high-performance businesses and governments. With more than 186,000 people serving clients in over 120 countries, the company generated net revenues of US\$23.39 billion for the fiscal year ended Aug. 31, 2008. Its home page is [www.accenture.com](http://www.accenture.com).

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