



Meeting Details

Project: The Technology Management Network
 Meeting type: **Meeting no. 11: Optimising Supplier Relationships for New Technology**
 Date: Thursday 31 January – Friday 1 February 2002
 Venue: BG Group, Building A, 100 Thames Valley Park Drive, Reading RG6 1PT, UK.
 Local contact: Dave Tallon, Phone: [44] 118 929 2478, Fax: [44] 118 929 2145
 Coordinator: Chris Dudgeon, OTM, 44 Quarry Street, Guildford GU1 3XQ, UK
 Phone: +44 1483 598000, Fax: +44 1483 598010, chris.dudgeon@otmnet.com
 Hotel: Hilton St. Anns Manor Hotel, London Road, Wokingham, Berks RG11 1ST, UK
 Phone: 0118 977 2550, Fax: 0118 977 2526. Room rate: 165GBP/ night (inclusive of VAT, service & breakfast). Please confirm your hotel requirements to Chris Dudgeon at OTM.
 Dinner: There will be a dinner at The Bull, in Sonning (an English pub near to BG's offices) on the evening of Thursday 31 January – details will be provided at the meeting.
 Travel/ Maps: By taxi it is ~40 minutes from London Heathrow airport to BG's offices and the hotel. The hotel is a 10 minute taxi ride from BG's offices. See maps attached and www.bg-group.com. For taxis from the airport, we suggest you contact Sovereign Cars on [44] 118 926 1116.

Proposed Agenda

Day 1 (Thursday)

<i>Coffee</i>		<i>from 09.30</i>
1.	Welcome and introductions	10.00
2.	Framework and objectives for the meeting	10.10
3.	Optimising supplier relationships for new technology – an operator perspective	BG 10.15
4.	Optimising supplier relationships for new technology – a service company perspective	Schlumberger 11.00
5.	Review of preliminary findings from DTI study into operator/ contractor support for technology development amongst small suppliers	OTM 11.45
<i>Lunch</i>		<i>12.30</i>
6.	Round table sharing of case histories/ issues/ problems/ processes and solutions related to optimising supplier relationships for new technology & how this affects/ is affected by a company's technology strategy	All members, ~ 15 minutes each 13.30
<i>Break for tea/ coffee</i>		<i>15.30</i>
Continued round table sharing		All members 15.45
8.	Preliminary discussion on critical success factors	All 16.30
<i>Finish day 1</i>		<i>18.00</i>
<i>Dinner</i>		<i>19.30</i>

Day 2 (Friday)

<i>Coffee</i>		<i>from 08.15</i>
9.	Further discussion and conclusions regarding lessons learnt and best practices	08.30
<i>Coffee</i>		<i>10.30</i>
10.	Preliminary results of TMN Process Compendium study	10.45
11.	Project management issues: 2002 programme, membership, etc	11.45
12.	AOB	12.15
<i>Meeting ends</i>		<i>12.30</i>



Optimising Supplier Relationships for New Technology

As happened so successfully at the last TMN meeting, it has been agreed that all TMN members will present about 4-5 overheads/ slides on their company's experiences/ lessons learnt/ best practices relating to the meeting topic, to ensure consistency and clear items for subsequent discussion.

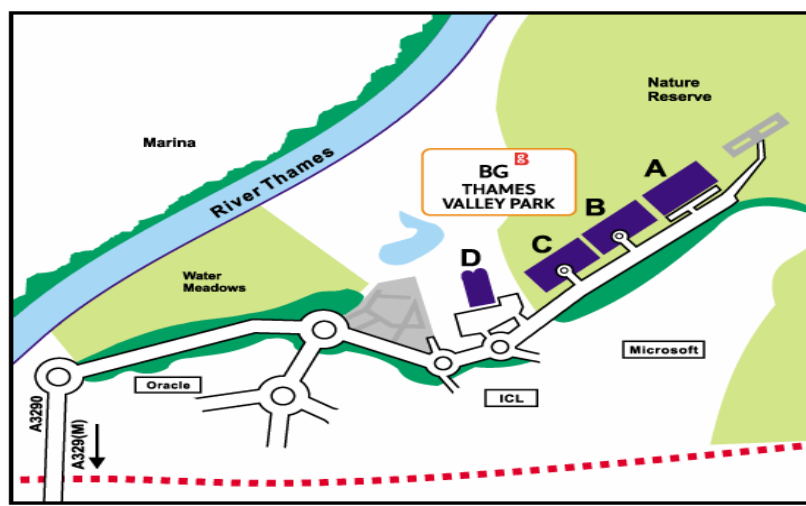
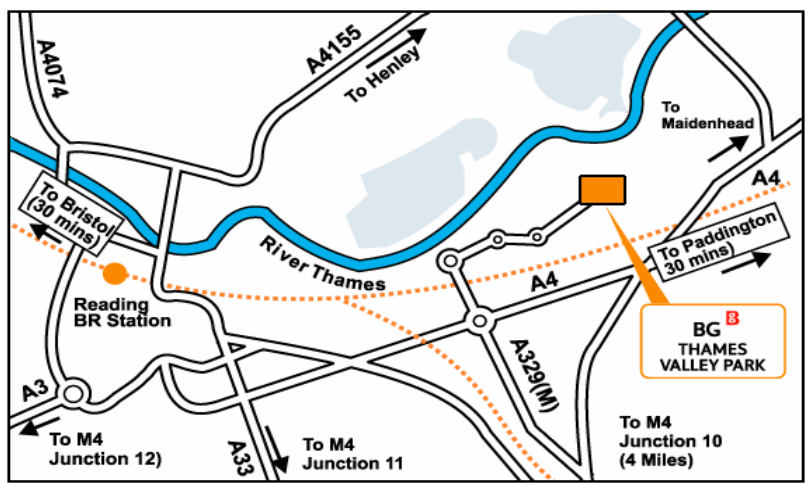
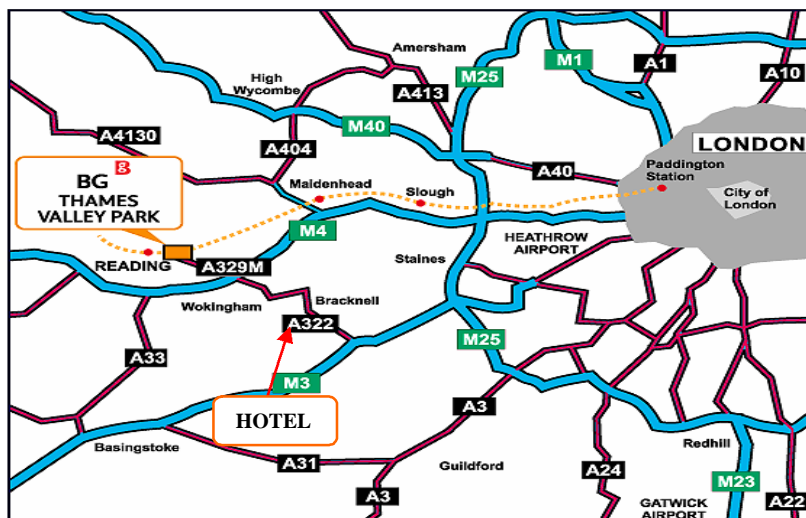
The topic for this meeting is 'Optimising supplier relationships for new technology'. Therefore some initial points are set out below which some of you have indicated you would like to discuss, and it would be very helpful if you could all try to cover most - if not all - these points in your slides (as well as any other points you wish to include).

Proposed points are as follows:

- What **TYPES OF SUPPLIERS** does your company seek to develop relationships with – and why?
- What **TYPES OF RELATIONSHIPS** does your company seek to develop with these different types of suppliers – and why?
- Does your company follow different strategies based on **SUPPLIER SIZE/ criticality/ spend** etc (e.g. for large companies (service companies/ contractors) versus small companies)? If so, what different strategies do you use?
- What has worked well – can you give some **EXAMPLES OF SUCCESSFUL STRATEGIES**?
- How has your company **INITIATED** these relationships? Can you give examples?
- How has your company subsequently **DEVELOPED** these relationships? What critical success factors can you identify?
- What is your company's overall approach to **SUPPLY CHAIN RELATIONSHIPS**?
- How does your company **MEASURE THE BENEFITS** of developing supplier relationships for new technology? What is your performance measurement system?
- What **RISKS** has your company identified relating to developing supplier relationships for new technology, and how do you manage those risks?
- What **EXAMPLES OF SUCCESS** do you have?



Maps and Directions



Hotel Directions:

From London: Take the M4 west to junction 10, or the M3 to junction 3. Follow signs for the A329M Bracknell. Once on the A329M, take the exit signed for Wokingham. This will bring you down to the Coppid Beech roundabout, towards Wokingham town centre. The hotel is the next left, sign posted Hilton Hotel and Conference Centre.