

SUPPLY MANAGEMENT

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TOP OF THE HOPS

How a talent for procurement took Karen Hester from part-time cleaner to chief operating officer at brewer Adnams

SPORT

BIG IN BAKU

Head of procurement on buying for the first European Games

MIDDLE EAST

SKY'S THE LIMIT

Etihad Airways leads CIPS Middle East Awards winners

TOP TIPS

BRAND AID

Procurement's role in protecting a charity's reputation

MIDDLE EAST AWARDS



Best Supplier Development Initiative



Dragon Oil Holding LLC

Headquartered in Dubai, Dragon Oil is an independent international oil and gas exploration, development and production company, part-owned (54 per cent) by the Emirates National Oil Company (ENOC). It won the gong for assessing, auditing and developing some of its key vendors and bringing about improvements, including financial benefits. Umapathy Jeevarathinam, team leader, strategic group purchasing

department, said of its Vendor Assessment Programme: "It's vital stakeholders - including suppliers - understand business process and customer requirements. We value collaborative relationships and took steps to improve supplier performance." The team carried out assessments including 40 vendor audits to evaluate supplier performance and share notes for improvement. It also worked to develop all its suppliers with 75 organisations benefitting.



Procurement excellence was celebrated at the CIPS Middle East Awards in Abu Dhabi last month when companies in the MENA region gathered at the InterContinental hotel



Overall winner Etihad Airways with its well-thought out approach to aligning demand within its Equity Alliance personified the evening's focus on professionalism. It developed a joint

strategy, legal framework and tender guidelines and thereby saved time and money for itself and its partners. As the judges said of CIPS Middle East Procurement and Supply Chain Professional of the Year, Hariharan Laxminarayan of Emirates Global Aluminium Company,

entrants also displayed a real passion to raise the function's profile among their peers and younger people. Numbered among the winners were some of the region's best known names, including the Jumeirah Group, TNT Express UAE and Atlantis, The Palm, Dubai.