

# LEGAL CHALLENGES & STRATEGIES IN e-Procurement

12th September 2007 9.30am - 5.00pm Sheraton Towers, Singapore

Well, think about it: the beauty of today's Internet Applications is that they are much more scalable, to the size of any business. Traditionally, most business automation applications were targeted for large enterprises. Today however, such applications exist for companies of any size, and they are often Internet-based. Every company needs to purchase, on an ongoing basis, goods and services to keep the business running. These may be either direct supplies, required for the production of the products or services you sell, or indirect goods and services, for maintenance, repair and operations. These purchases are generally referred to as procurement. When a company needs to identify potential areas of cost reduction, procurement is often on top of the list. Cost reduction could then be achieved by negotiating better deals, searching for the best supplier, concentrating all purchases in a central function, and so on. Despite such efforts however, purchasing can still be a complex and expensive process. E-Procurement applies Internet technologies to the buying process in the supply chain of a company. By automating the procurement process, companies can share data with their suppliers and better understand their supply and demand patterns.

**HURRY!!!  
SIGN UP NOW!  
Early bird ends  
15 August 07**

As we will see further in this seminar, *Legal Challenges & Strategies in e-Procurement* allows you to further improve your purchasing processes and reduce the costs associated with these.

## Programme Agenda

**9.30am – 10.45am**

Yeong Zee Kin - Senior Associate  
Rajah & Tann

### Legal Challenges in e-Procurement

- The Electronic Transactions Act and its impact on eProcurement
- Issues relating to the formation of contracts, the role of digital signatures in authentication and non-repudiation, electronic records of contracts
- Case study of a typical eProcurement framework
- Unique eProcurement issues, IP and technology issues, title, confidentiality, data protection, unsolicited communications
- Online payment mechanisms
- Dispute Resolution strategies: mediation, arbitration, litigation

**10.45am – 11.15am: Coffee Break**

**11.15am – 12.30pm**

Jeffery Lim - Partner  
Shook Lin & Bok

### Practical Legal Tips

- Achieving legal certainty and clarity in e-contracts
- Building in terms and mechanisms for legal risks
- Case study – the case of the \$66 laser printers
- Potential issues raised by the Competition Act

**12.30pm – 2.00pm: Networking Lunch**

**2.00pm – 3.15pm**

Farah Namazie - Partner  
Namazie & Co

### Examining Issues in e-Contracts

- Trends in Asia
- Legal issues & pitfalls
- Internet based commerce
- Terms & Conditions in E contracts

- The Intellectual Property law perspective

**3.15pm – 3.45pm : Coffee Break**

**3.45pm – 5.00pm**

Tarun Mathur - President  
ECNet Limited

### Successful Implementation

- Global Supply Chain Trends & Challenges
- Software-As-a-Service Model
- Real Life Success Stories

### IN-HOUSE LEARNING & DEVELOPMENT

All our programmes can be tailored to your needs and run within your organisation. For more information please kindly contact [Michelle @+65 63320210](mailto:Michelle@+65_63320210) or [michelle@ahralseminars.com](mailto:michelle@ahralseminars.com)

## Participating Organisations

RAJAH & TANN  
advocates & solicitors

Namazie & co.  
ShookLin & Bok LLP

**ECnet**

## Who Should Attend

Chief Procurement Officers / CEOs / CIOs / VPs / Operations Directors / Products Directors / Purchasing Managers / IT Directors / Managers / Finance Directors / GMs / Heads of department & Senior Management of :Procurement (Direct & Indirect) / Purchasing / Supply Chain / Materials Management Supplies / Production / Program Management / Sourcing / Global Sourcing / Outsourcing / Strategy Sourcing / Commodity / Global Strategic Planning

# Speaker's Profile

## Yeong Zee Kin Rajah & Tann Senior Associate

Yeong Zee Kin is a Senior Associate in the iTec Group of Rajah & Tann. He is a recent addition to the Practice Group, having formerly held appointments as Assistant Registrar of the Supreme Court and as Deputy Public Prosecutor and State Counsel of the Attorney-General's Chambers. Zee Kin was a member of a core group of IT savvy lawyers within the Legal Service. As DPP, he has prosecuted computer and white collar crimes and has an in-depth knowledge and experience in electronic evidence. He has also been involved in legislative reform of legislation dealing with electronic evidence and investigatory powers, spam control and provided advice on open source licensing issues. As a member of the National Internet Advisory Council's Legal Subcommittee, he is called upon to provide input on matters relating to broadcasting class licences. As an Assistant Registrar, Zee Kin has heard interlocutory applications involving technology disputes and delivered a key decision on electronic service of documents. Zee Kin was previously Chief Information Officer of the Supreme Court and Assistant Director, Computer & Information Systems Department of the Attorney-General's Chambers; he also spent a stint on secondment to the Singapore Academy of Law as Assistant Director in charge of LawNet where he gained practical experience in operational and strategic concerns in managing a provider of online services. Zee Kin has had first hand experience in implementing and managing information technology systems and infrastructure. He is able to bring to negotiations an operational and business perspective. He has negotiated various types of technology contracts, including outsourcing, licensing, development, maintenance and settlement agreements. With his technology implementation and management experi-

## Farah Namazie Namazie & Co Partner

Farah Namazie is an Intellectual Property & Technology law practitioner, with the firm of Namazie & Co. She draws her experience both from her extensive practice of over 15 years in IP & technology law, as well as from industry, where she was legal counsel with Apple Computers. A graduate of Oxford University, with a Masters in Intellectual Property & Commercial law from the University of London, she has published and lectured on IP & Technology law internationally. She is a member of the Society of Advanced Legal Studies in London, and a registered patent agent in Singapore.

## Jeffery Lim Shook Lin & Bok LLP Partner

Jeffrey's practice is intellectual property and technology litigation and advisory; general commercial litigation and advisory (including employment law, product liability and motor industry related matters). He has spoken at various seminars in Singapore as well as at international conferences and has published articles on intellectual property and technology law for on-line publications.

## Tarun Mathur ECNet Limited President

Tarun Mathur completed his Masters in Science in Electronics from the University of Pune and his MBA from the Symbiosis Institute of Business Management. Tarun has worked in the Manufacturing, Healthcare sectors prior to joining R Systems International Limited, and the parent company of ECnet Limited. At R Systems, Tarun served as the Chief Marketing Officer for Indus Software before moving to ECnet as its President. He continues to be responsible for the Sales and Marketing activities of the Indus Product Suite for Retail Banking. Tarun is closely associated with several Management Schools where he pursues his passion for training.

## Registration Please send your cheque/bank draft made payable to Ahrals' Pte Ltd.

Yes, I would like to register for: "Legal Challenges & Strategies in e-Procurement"

Early Bird Fee **SGD 750** (for payment & registration received by 15 August 2007)

Conference Fee **SGD 850**

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Position \_\_\_\_\_ Email \_\_\_\_\_

Delegate 2 Name \_\_\_\_\_

Position \_\_\_\_\_ Email \_\_\_\_\_

Company Name \_\_\_\_\_

Email \_\_\_\_\_

Delegate 3 Name \_\_\_\_\_

Position \_\_\_\_\_ Email \_\_\_\_\_

Delegate 4 Name \_\_\_\_\_

Position \_\_\_\_\_ Email \_\_\_\_\_

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Nature Of Business \_\_\_\_\_

Please send the completed registration forms details by :

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