



# PROCUREMENT TRANSFORMATION ROADSHOW 2019

The Future of the Procurement Function in the Australian Public Sector

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MEDIA PARTNER



**Brisbane** 12<sup>th</sup> Feb • **Canberra** 13<sup>th</sup> Feb • **Sydney** 14<sup>th</sup> Feb • **Melbourne** 15<sup>th</sup> Feb • **Wellington** 18<sup>th</sup> Feb

# INTRODUCTION



## WHAT TO EXPECT

**Procurement's primary aim is to spend the organisation's money well; increasing buying power, streamlining processes, increasing accountability and transparency whilst fuelling greater decision-making competence.**

The Commonwealth procurement policy changes in the past 18 months have made public sector professionals re-assess and re-design their procurement thinking and practices. Now Government have to factor in two additional considerations: making more opportunities available to SMEs and engagement in social procurement initiatives.

Procurement conversations have radically changed from

being a predominantly cost-driven exercise to one that takes into consideration other positive aspects of a supplier's offering.

This new approach to procurement takes place against a backdrop of technological advancement; one that allows better alignment and collaboration between different departments and divisions within the government organisation.

The Public Sector Procurement Transformation Conference focuses on strategies to enable major, and long-term improvements to procurement teams.

## WHO WILL ATTEND?

**Local, State & Federal Government Departments and Agencies, and Universities with job titles of:**

- ▶ Chief Procurement Officer
- ▶ Heads of Vendor Management
- ▶ Heads of Contract Management
- ▶ Heads of Procurement
- ▶ Heads Sourcing
- ▶ Heads of ICT
- ▶ Heads of Category Management

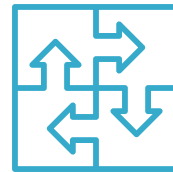
## WHY ATTEND? Network and benchmark with your peers from across the region and country as you learn about:



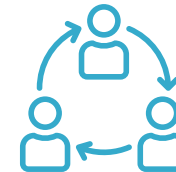
Examine the changing role of procurement



Transforming the culture to power accelerated improvement, agility & better decisions



Become the nerve centre for managing our organisation's response to change



Build stronger contract, supplier relationship and capabilities to attain better "value"



Creating practices that promote and demonstrate high standards of probity

# CANBERRA AGENDA | WEDNESDAY, 13<sup>TH</sup> FEBRUARY 2019



12:25pm	Registration Opens and Welcome Lunch	
1:10pm	<b>Public Sector Network Opening</b> Charlotte Kok, Producer, <b>Public Sector Network</b>	
1:20pm	<b>KPMG Chair Welcome</b> Andrew Spong, Partner, Management Consulting, <b>KPMG</b>	
1:35pm	<b>The Trusted Advisor: Expanding Procurement's Scope and Influence in the Organisation</b> <ul style="list-style-type: none"> <li>The fundamental steps to elevate the role of procurement to a trusted advisor role within the organisation</li> <li>Aligning procurement behaviours with other budget holders and stakeholders in the organisation</li> <li>Get heard: augmenting procurement's ability to provide valuable insights to the business through new talent, training and technology</li> <li>Communicating successes and performance improvement areas on which the Function is focused</li> <li>Uncovering new opportunities to partner with key business units</li> </ul> Rodger Phillips, Acting Assistant Secretary Materiel Procurement Branch, Commercial Division, Capability Acquisition and Sustainment Group, <b>Department of Defence</b>	2:15pm <b>Redesigning Procurement's Approach to Suppliers to get Better Performance, Value &amp; Control</b> <ul style="list-style-type: none"> <li>Identifying opportunities for major, long-term improvements to procurement and supply management processes, activities and relationships</li> <li>Measuring and managing procurement performance and business value</li> <li>Extracting more value from existing suppliers through better relationship management</li> <li>Improving understanding of spend categories and the entire lifecycle off goods and services to pursue sourcing long-term initiatives</li> <li>Centralising the evaluation of contract and supplier lifecycles and holistically manage specific groupings of materials or services that have similar supply and usage characteristics</li> </ul> Melanie Moore, Commercial Manager, <b>Australian Federal Police</b>
1:55pm	<b>People &amp; Culture: Leading the Procurement Transformation Journey in the Digital Revolution</b> <ul style="list-style-type: none"> <li>Developing a clear vision of a modern future state and be open to disruptive solutions</li> <li>Creating a guiding coalition to lead the change effort through a collaborative game plan</li> <li>Creating a new operating model and set the right pace for change whilst removing obstacles that undermine the vision and stifles non-traditional ideas</li> <li>Generating short-term wins and consolidate gains for increased credibility to change systems that don't fit the vision</li> <li>Anchoring the new norms in the culture by articulating the connections between the new behaviours and organisational success</li> </ul> Mike Baker, Director Software Management Unit IT Commercial Services, <b>Australian Taxation Office</b>	2:35pm Afternoon Tea and Networking

2:55pm	<p>Interactive Think Tank session facilitated by KPMG - attendees choose (1) session to join</p> <p><b>Session 1: Best Practice in RFx: Creating clear, well-structured documents to generate high quality responses and select the best suppliers</b> - Facilitated by: Terry Charman, Director, Mainline Solutions</p> <p><b>Session 2: Structuring contracts to motivate performance</b> - Facilitated by KPMG</p> <p><b>Session 3: The evolving role of the 21st century contract manager</b> - Facilitated by KPMG</p> <p><b>Session 4: Strategies for tackling procurement transformation</b> - Facilitated by KPMG</p>
3:55pm	<p><b>Panel Discussion: Addressing the Opportunities and Hazards for Procurement in the Digital Era</b></p> <ul style="list-style-type: none"><li>• What is the biggest challenge ahead for Procurement?</li><li>• The changing role of procurement in the digital economy</li><li>• What do we need to do differently to extract greater value for our organisation?</li><li>• What are we doing to seize the opportunity to disrupt ourselves?</li></ul> <p><b>Panellists:</b></p> <p><b>Mike Baker</b>, Director Software Management Unit IT Commercial Services, <b>Australian Taxation Office</b></p> <p><b>Rodger Phillips</b>, Acting Assistant Secretary Materiel Procurement Branch, Commercial Division, Capability Acquisition and Sustainment Group, <b>Department of Defence</b></p> <p><b>Jordan Petreski</b>, Program Manager, Procurement Digital Transformation, <b>Australasian Procurement and Construction Council</b></p> <p><b>Glenn Bain</b>, Executive Director Procurement ACT, <b>ACT Government</b></p>
4:40pm	Closing Remarks
4:45pm	Conference Adjourns

# ABOUT US



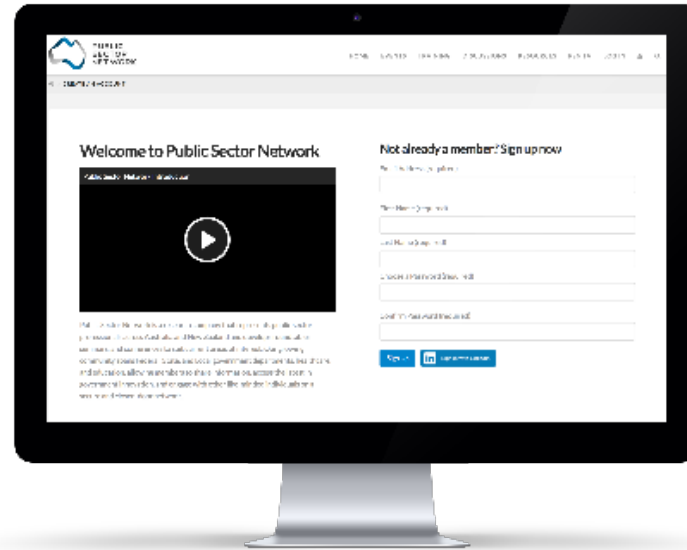
## About us

PSN is a research company that represents public sector professionals across Australia and New Zealand and develops roundtables, seminars, and conferences to suit current areas of interest. Our growing online community spans across Federal, State, and Local government departments, healthcare, and education, allowing members to share information, access the latest in government news and innovation, and engage with other like-minded individuals on a secure and closed-door network.

## PSN Events Pty Ltd

A Subsidiary of Public Sector Network Holdings Pty Ltd

ABN - 46 617 870 872  
34/60 Margaret Street  
Sydney NSW 2010



Excellent event, great conversations & a platform to interact with the right government contacts & partner community.



A very relaxed ambience... customers really letting down their guards not feeling as threatened by industry and vendors.



Great event from beginning (planning) to end. One of the best events we have sponsored in terms of conversations had at booth, opportunity to promote our brand. PSN did an amazing job of event management. Well done.



The roadshow was a great way to see what others are up to and provides invaluable networking opportunities to further our learning.



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