



PROCUREMENT TRANSFORMATION ROADSHOW 2019

The Future of the Procurement Function in New Zealand Public Sector



BUREAU VAN DIJK
A Moody's Analytics Company

Brisbane 12th Feb • **Canberra** 13th Feb • **Sydney** 14th Feb • **Melbourne** 15th Feb • **Wellington** 18th 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

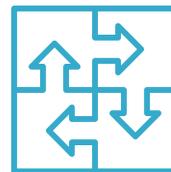
WHY ATTEND? Network and benchmark with your peers from across the region and country as you learn about:



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

WELLINGTON AGENDA | MONDAY, 18TH FEBRUARY 2019



12:25pm	Registration Opens and Welcome Lunch		
1:00pm	Public Sector Network Welcome Benjamin Satchwell, Managing Director, ANZ, Public Sector Network		
1:10pm	KPMG Chair Welcome Sharne Usherwood, Director, Management Consulting - Advisory, KPMG		
1:20pm	<p>A New Era in Government Procurement</p> <p>In September 2018, the Marketplace was launched; making it easier, quicker and more cost-effective for government to access digital capabilities and for suppliers to deliver them. Co designed with the ICT industry and government agencies, this new approach to procurement marks the start of a new era.</p> <ul style="list-style-type: none"> Find out how the Marketplace operates What are the benefits for government organisations and suppliers Next steps in the development of Marketplace How can your agency get on-board and start benefiting from Marketplace <p>Jane Kennedy, Manager AoG ICT Commercial Services, Commercial Strategy and Delivery, Department of Internal Affairs Andy Cochrane, Director Enabling Services, Ministry of Business, Innovation and Employment</p>	2:10pm	<p>Redesigning Procurement's Approach to Suppliers to get Better Performance, Value & Control</p> <ul style="list-style-type: none"> Identifying opportunities for major, long-term improvements to procurement and supply management processes, activities and relationships Defining, measuring and managing procurement performance and business value Extracting more value from existing suppliers through better relationship management Improving understanding of spend categories and the entire lifecycle off goods and services to pursue sourcing long-term initiatives Centralising the evaluation of contract and supplier lifecycles and holistically manage specific groupings of materials or services that have similar supply and usage characteristics <p>Paul Vincent, Director Strategic Procurement, Commercial Innovation, Gold Coast Hospital & Health Service</p>
1:45pm	<p>People & Culture: Leading the Procurement Transformation Journey</p> <ul style="list-style-type: none"> Developing a clear vision of a modern future state and be open to disruptive solutions Creating a guiding coalition to lead the change effort through a collaborative game plan Creating a new operating model and set the right pace for change whilst removing obstacles that undermine the vision and stifles non-traditional ideas Generating short-term wins and consolidate gains for increased credibility to change systems that don't fit the vision Anchoring the new norms in the culture by articulating the connections between the new behaviours and organisational success <p>Rebecca Wilson, Head of Procurement and Supply, Transpower</p>	2:35pm	Afternoon Tea and Networking
		2:55pm	<p>Interactive Think Tank Session - attendees choose (1) session to join</p> <p>Session 1: Topic Coming Soon! - Facilitated by KPMG</p> <p>Session 2: Analytics and automation: the challenges and best practices in government procurement - Facilitated by Bureau van Dijk</p>
		3:55pm	<p>Panel Discussion: Addressing the Opportunities and Hazards for Procurement in the Digital Era</p> <ul style="list-style-type: none"> What is the biggest challenge ahead for Procurement? The changing role of procurement in the digital economy What do we need to do differently to extract greater value for our organisation? What are we doing to seize the opportunity to disrupt ourselves? <p>Panellists: Chris Webb, General Manager Commercial Strategy and Delivery, Department of Internal Affairs John Ivil, General Manager, Government Procurement & Property Branch, Ministry of Business, Innovation and Employment Paul Vincent, Director Strategic Procurement, Commercial Innovation, Gold Coast Hospital & Health Service Rebecca Wilson, Head of Procurement and Supply, Transpower</p>
		4:40pm	Closing Remarks
		4:45pm	Conference Adjourns

ABOUT US



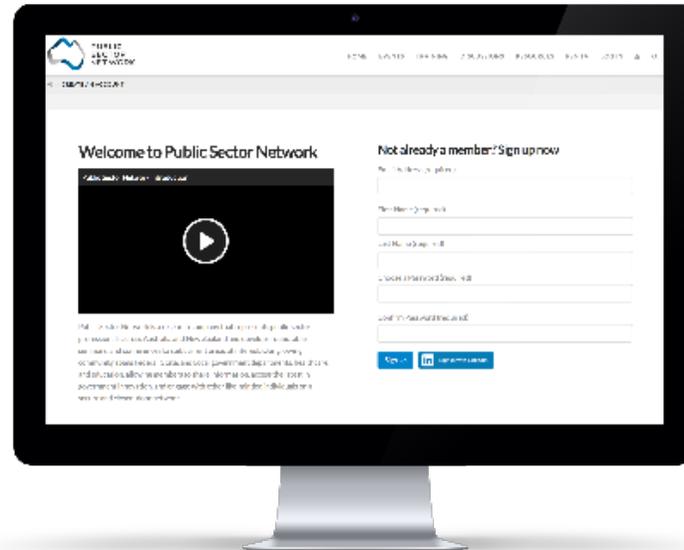
About us

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

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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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