



# PROCUREMENT TRANSFORMATION ROADSHOW 2019

The Future of the Procurement Function in the Australian Public Sector



**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



## 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

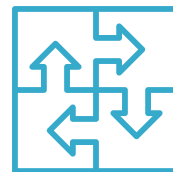
## WHY ATTEND? Network and benchmark with your peers from across the region and country as you learn about:



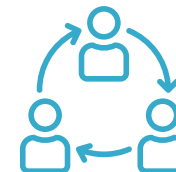
Examine the changing role of procurement



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



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



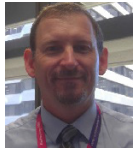
Build stronger contract, supplier relationship and capabilities to attain better "value"



Creating practices that promote and demonstrate high standards of probity



**CONFIRMED BRISBANE**



**Andrew Bennett**  
CPO  
Department of Education



**Hayley Kudra**  
Procurement Manager  
Griffith University



**Duncan Kerslake**  
Project Manager  
Deadly Innovation  
Department of Innovation, Tourism Industry Development



**Leah Walker**  
Manager Procurement Strategy & Business Services  
Department of State Development, Manufacturing, Infrastructure & Planning



**Teresa Scott**  
Executive Director  
Australasian Procurement and Construction Council



**Paul Vincent**  
Director Strategic Procurement  
Commercial Innovation Gold Coast Hospital & Health Service

**CONFIRMED CANBERRA**



**Melanie Moore**  
Commercial Manager  
Australian Federal Police



**Mike Baker**  
Director Software Management Unit IT Commercial Services  
Australian Taxation Office



**Rodger Phillips**  
Acting Assistant Secretary Materiel Procurement Branch, Capability Acquisition and Sustainment Group  
Department of Defence



**Glenn Bain**  
Executive Director Procurement  
ACT Government



**Teresa Scott**  
Executive Director  
Australasian Procurement and Construction Council

**CONFIRMED SYDNEY**



**Mark Hofmeyr**  
Director  
Corporate and ICT Procurement  
Health NSW



**Teresa Scott**  
Executive Director  
Australasian Procurement and Construction Council



**Natalie Budovsky**  
Director Strategic Procurement  
Macquarie University Group



**Mike Bourke**  
General Manager Procurement  
Western Sydney Airport



**Shae Howard**  
Director, IDG Government Technology Platforms | ICT and Digital Government Division  
Department of Finance, Services and Innovation

**CONFIRMED MELBOURNE**



**AJ Karliner**  
CPO  
Department of Environment, Land, Water and Planning



**Juliana Tjong**  
CPO, Office of the Coordinator-General  
Major Transport Infrastructure Program  
Department of Economic



**Joe Neill**  
Director Procurement and Value Delivery  
Health Purchasing  
Victoria



**Teresa Scott**  
Executive Director  
Australasian Procurement and Construction Council



**Deirdre Diamante**  
Chair - AIIA

**CONFIRMED WELLINGTON**



**Paul Vincent**  
Director Strategic Procurement |  
Commercial Innovation  
Gold Coast Hospital & Health Service



**John Iivil**  
General Manager | New Zealand Procurement and Property Branch  
Ministry of Business, Innovation and Employment



**Rebecca Wilson**  
Head of Procurement and Supply  
Transpower



**Jane Kennedy**  
Manager AoG  
ICT Commercial Services | Commercial Strategy and Delivery  
Department of Internal Affairs

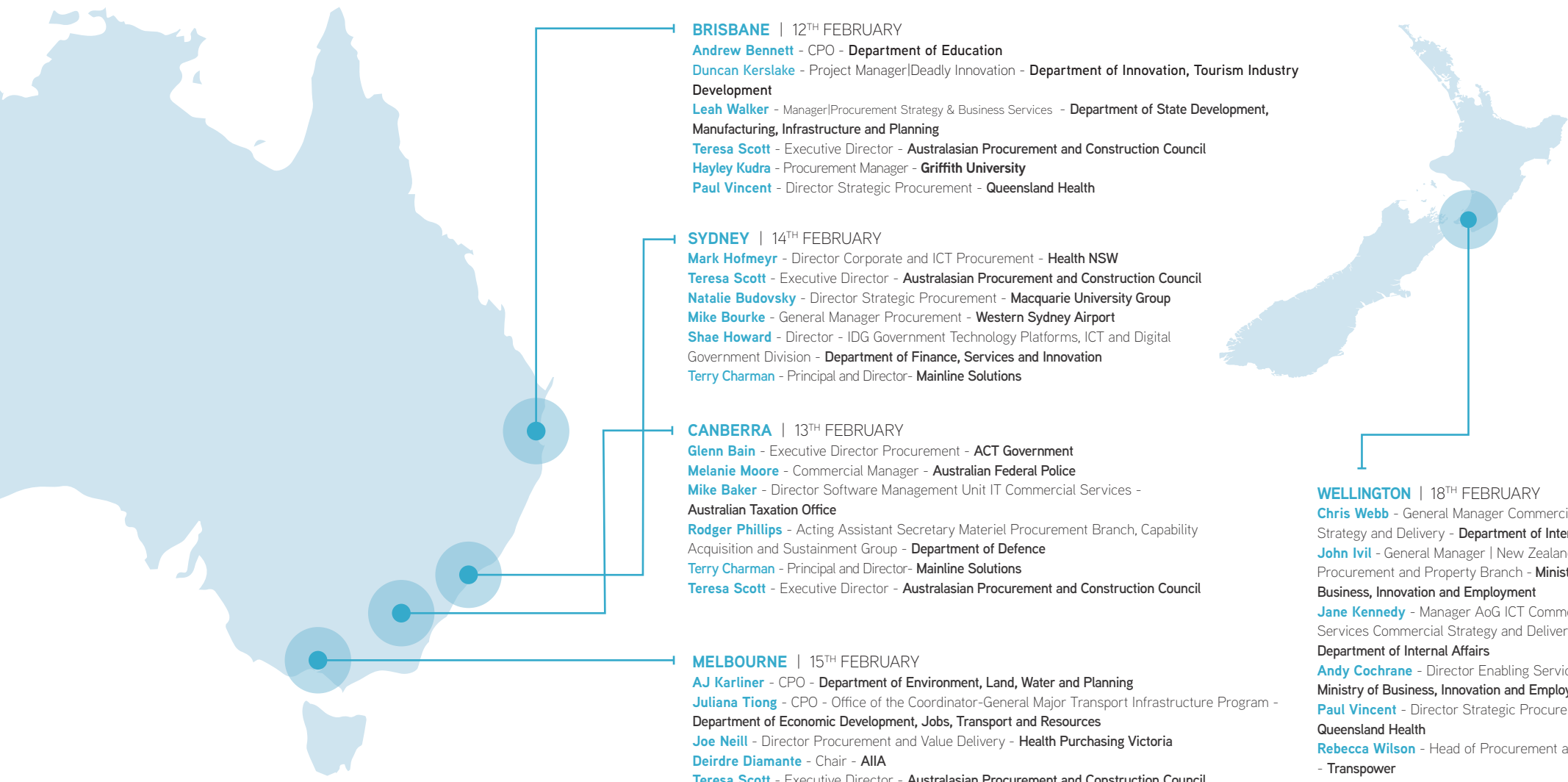


**Chris Webb**  
General Manager  
Commercial Strategy and Delivery  
Department of Internal Affairs



**Andy Cochrane**  
Director  
Enabling Services  
Ministry of Business, Innovation and Employment

# 03 / LOCATIONS



## BRISBANE | 12<sup>TH</sup> FEBRUARY

- Andrew Bennett** - CPO - Department of Education
- Duncan Kerslake** - Project Manager|Deadly Innovation - Department of Innovation, Tourism Industry Development
- Leah Walker** - Manager|Procurement Strategy & Business Services - Department of State Development, Manufacturing, Infrastructure and Planning
- Teresa Scott** - Executive Director - Australasian Procurement and Construction Council
- Hayley Kudra** - Procurement Manager - Griffith University
- Paul Vincent** - Director Strategic Procurement - Queensland Health

## SYDNEY | 14<sup>TH</sup> FEBRUARY

- Mark Hofmeyr** - Director Corporate and ICT Procurement - Health NSW
- Teresa Scott** - Executive Director - Australasian Procurement and Construction Council
- Natalie Budovsky** - Director Strategic Procurement - Macquarie University Group
- Mike Bourke** - General Manager Procurement - Western Sydney Airport
- Shae Howard** - Director - IDG Government Technology Platforms, ICT and Digital Government Division - Department of Finance, Services and Innovation
- Terry Charman** - Principal and Director - Mainline Solutions

## CANBERRA | 13<sup>TH</sup> FEBRUARY

- Glenn Bain** - Executive Director Procurement - ACT Government
- Melanie Moore** - Commercial Manager - Australian Federal Police
- Mike Baker** - Director Software Management Unit IT Commercial Services - Australian Taxation Office
- Rodger Phillips** - Acting Assistant Secretary Materiel Procurement Branch, Capability Acquisition and Sustainment Group - Department of Defence
- Terry Charman** - Principal and Director - Mainline Solutions
- Teresa Scott** - Executive Director - Australasian Procurement and Construction Council

## MELBOURNE | 15<sup>TH</sup> FEBRUARY

- AJ Karliner** - CPO - Department of Environment, Land, Water and Planning
- Juliana Tiang** - CPO - Office of the Coordinator-General Major Transport Infrastructure Program - Department of Economic Development, Jobs, Transport and Resources
- Joe Neill** - Director Procurement and Value Delivery - Health Purchasing Victoria
- Deirdre Diamante** - Chair - AIIA
- Teresa Scott** - Executive Director - Australasian Procurement and Construction Council

## WELLINGTON | 18<sup>TH</sup> FEBRUARY

- Chris Webb** - General Manager Commercial Strategy and Delivery - Department of Internal Affairs
- John Ivil** - General Manager | New Zealand Procurement and Property Branch - Ministry of Business, Innovation and Employment
- 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
- Paul Vincent** - Director Strategic Procurement - Queensland Health
- Rebecca Wilson** - Head of Procurement and Supply - Transpower



12:25pm	Registration Opens and Welcome Lunch
1:00pm	<b>Chair's Welcome</b> KPMG
1:15pm	<p><b>The Trusted Advisor: Expanding Procurement's Scope and Influence in the Organisation</b></p> <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> <p><b>Andrew Bennett</b> - CPO- <b>Department of Education</b></p>
1:35pm	<p><b>Enabling Greater Performance in Procurement</b></p> <p>Sponsor</p>
1:55pm	<p><b>Restructuring Public Procurement to Achieve Broader Goals</b></p> <ul style="list-style-type: none"> <li>Redefining what value means to your organisation, to the public and for Australia's economic good</li> <li>Devising strategies to maximise value from government expenditure to support economic development</li> <li>Improving procurement capability and the business environment</li> <li>Measuring how you have delivered on government's objectives through procurement activity</li> <li>Investing in building procurement capability across the organisation</li> </ul> <p><b>Duncan Kerslake</b> - Project Manager Deadly Innovation - <b>Department of Innovation, Tourism Industry Development</b></p>

2:15pm	<p><b>Redesigning Procurement's Approach to Suppliers to get Better Performance, Value &amp; Control</b></p> <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>Defining, 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> <p><b>Paul Vincent</b> - Director Strategic Procurement   Commercial Innovation - <b>Gold Coast Hospital &amp; Health Service</b></p>
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4:40pm	Closing Remarks
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1:35pm	<b>Procurement Enabling Greater Performance in Procurement</b> Sponsor
1:55pm	<p><b>Transforming Procurement to Create a High-Performing, Customer-Centric Culture</b></p> <ul style="list-style-type: none"> <li>Developing a clear vision of a desired future state focused on business outcomes and your customer</li> <li>Leading the change effort to move away from a process-led culture</li> <li>Creating a new operating model and 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>Examining the results: Anchoring the new norms in the culture by articulating the connections between the new behaviours and organisational success</li> </ul> <p><b>Shae Howard</b> - Director, IDG Government Technology Platforms   ICT and Digital Government Division - <b>Department of Finance, Services and Innovation</b></p>

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1:15pm	<p><b>A New Era in Government Procurement</b> 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"> <li>Find out how the Marketplace operates</li> <li>What are the benefits for government organisations and suppliers</li> <li>Next steps in the development of Marketplace</li> <li>How can your agency get on-board and start benefiting from Marketplace</li> </ul> <p><b>Jane Kennedy</b> - Manager AoG ICT Commercial Services   Commercial Strategy and Delivery - Department of Internal Affairs <b>Andy Cochrane</b> - Director Enabling Services - Ministry of Business, Innovation and Employment</p>
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MEDIA PARTNER



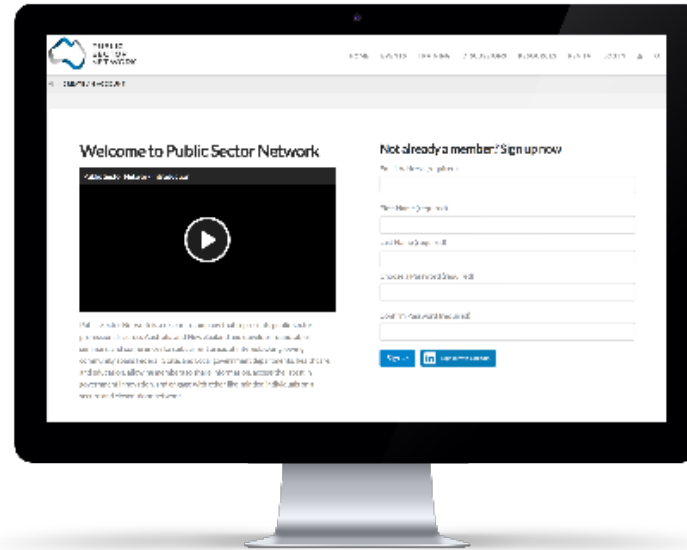
**About us**

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



“  
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.  
”

“  
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.  
”

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

**BOOK NOW: [EVENTS.PUBLICSECTORNETWORK.COM.AU](https://events.publicsectornetwork.com.au)**