

PROCUREMENT & CONTRACTING CONFERENCE

UNLOCK BEST PRACTICE STRATEGIES & DRIVE ENTERPRISE-WIDE CHANGE

30 JULY -
2 AUGUST 2019
STAMFORD AUCKLAND

LEARN FROM



Ashok Sudhakaran
Head of Procurement



Nicholas Dye
National Procurement Manager - Capital Works



Sarah Blackie
Commercial & Procurement Director



Sandra McCormack
National Procurement Manager



Chris Anderson
Head of Procurement & Contracts



ALSO FEATURING



START YOUR LEADERSHIP JOURNEY!

Call +64 9 927 1500 Priority Code - I



ABOUT THE EVENT

The world of procurement has undergone tremendous, unprecedented changes in recent years, highlighting a shift from perception as a cost-centre to a business driven value centre. The future of procurement is marked by innovative solutions and agile practices to enable business growth and organisational success.

Join our line-up of senior procurement professionals from across New Zealand, and discover forward-thinking strategies to boost your procurement maturity. Learn how to unearth new opportunities, innovative solutions and best practice strategies, to prepare your department for the unexpected.

- ▶ **Innovative** solutions to drive business performance
- ▶ **Streamline** your end-to-end procurement process
- ▶ **Discover** game-changing models & technological advances
- ▶ **Strategies** to overcome talent & resourcing limitations

WHO WILL ATTEND?

Public and Private Sector professionals involved in:

- ▶ Contract Management
- ▶ Procurement
- ▶ Project Management
- ▶ Maintenance / Engineering
- ▶ Asset / Facilities Management
- ▶ Supply Chain and Logistics
- ▶ Commercial
- ▶ Business Development
- ▶ Corporate Services

WHAT OUR DELEGATES ARE SAYING

“Very worthwhile and incredibly valuable. Liquid Learning is excellent. Really flawless, thank you.”

“The best conference I have been to. Packed an extraordinary amount of information, speakers, and messages into the 2 days.”

31 JULY SUMMIT DAY 1

BACK TO BASICS

KEYNOTE

9:00 - 9:50

Refining best practice procurement principles can take time, and a skilled team, to drive change. Phil will discuss how he has played a major part in building the procurement function and the importance of going back to basics.

Philip Lonsdale

Head of Supply Chain & Procurement
Constellations Brands



IMPLEMENT AN EFFECTIVE PROCURE TO PAY MODEL

CASE STUDY

9:50 - 10:40

Procure to Pay is essential for accurate tracking and informed decision making. Hear from Ashok on how to ensure your Procure to Pay implementation is a success.

Ashok Sudhakaran

Head Of Procurement
The Warehouse



DEMAND VS RESOURCE - FIND THE BALANCE

PANEL

10:55 - 11:45

With a lean procurement team, the ongoing challenge of demand and resources can be challenging. Hear from our panel of experts on how to recruit and retain the best talent, whilst managing internal stakeholder demands.

Nicala Husband

Procurement Manager
BNZ



Ashok Sudhakaran

Head Of Procurement
The Warehouse



Sarah Blackie

Commercial & Procurement Director
Xero



SIMPLIFIED PURCHASING MODELS

CASE STUDY

11:45 - 12:35

Implementing a simplified purchasing model will enhance the cyclical procurement process to perform at its best. Ensure your process is able to facilitate enterprise-wide change and rapid business improvement.

TBA

ALIGN YOUR PROCUREMENT FRAMEWORK WITH ORGANISATIONAL VALUES

CASE STUDY

1:35 - 2:25

Christchurch City Council recently completed a top-to-tail update of its procurement framework. Chris will unpack key steps and insights from the journey, and explore how he reviewed existing procedures to optimise their end-to-end process.

Chris Anderson

Head of Procurement & Contracts
Christchurch City Council



RISK IN RELATION TO PROCUREMENT

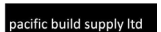
CASE STUDY

2:25 - 3:15

The construction industry has and is experiencing many pressures which have increased their risk profile. Drawing on his extensive background in this industry, Darren will walk you through the steps and share his experiences on how to mitigate this risk.

Darren Webster

Operations Manager
Pacific Build Supply



TRANSFORM PROCUREMENT FROM COST TO VALUE

CASE STUDY

3:30 - 4:20

Challenge traditional assumptions and channel the value of the procurement function. Rebecca will share practical takeaways on how to align with the broader company strategy.

Rebecca Wilson

Head of Procurement & Supply
Transpower New Zealand



DRINKS & CANAPÉS

4:20 - 5:30

Continue to network while you enjoy complimentary refreshments.

1 AUGUST

SUMMIT DAY 2

AGILITY FOR THE FUTURE OF PROCUREMENT SUCCESS

KEYNOTE 9:00 - 10:00

Your procurement processes must quickly adapt to external risks and changing demands. Nicholas will offer insight into the challenges of major works projects and successes using agile methods.

Nicholas Dye

National Procurement Manager - Capital Works
Ministry of Education



ENHANCE SUPPLIER COLLABORATION FOR TRUE VALUE

CASE STUDY 10:00 - 11:00

SRM is essential for procurement to deliver strong outcomes for the organisation. Maximise your ROI by starting with supplier relationships.

Sandra McCormack

National Procurement Manager
Downer New Zealand



VALUE OPTIMISATION & SUPPLIER RELATIONSHIP MANAGEMENT

CASE STUDY 11:15 - 12:15

In today's increasingly competitive market, poor supplier relationship management (SRM) practices can lose up to 70% of contract value. Hear insights and strategies for improving performance.

Colin Fairweather

Procurement Manager
Sime Darby Motor Group



STAKEHOLDER BUY-IN

PANEL 1:15 - 2:15

Attaining different stakeholder groups' engagement is an ongoing challenge for many procurement teams. You must ensure all parties recognise and align with the business objectives.

Honey Meares

New Zealand Procurement Manager
BP New Zealand



Sarah Blackie

Commercial & Procurement Director
Xero



Andrea Gregory

Head of Procurement
Tower Insurance



Jessica Tutty

National Procurement Manager
Coca Cola Amatil NZ



IMPLEMENT A PROACTIVE APPROACH

CASE STUDY 2:15 - 3:15

Implement a forward-looking procurement model to identify the future needs of the wider organisation and external parties. Go beyond simply reacting to the needs of external stakeholders, and ensure refined processes are in place to address future trends and demands.

Doug McIsaac

National Procurement Manager
PSP Limited



STRATEGIC PLANNING FOR THE FUTURE OF YOUR PROCUREMENT FUNCTION

ROUNDTABLE 3:30 - 4:20

Identify the key challenges that are impacting the capability of your procurement function, and reflect on key takeaways from the 2-day conference.

Ross Darrah Chair

30 JULY

PRE-SUMMIT WORKSHOP

OPTIMISING THE AGILE PROCUREMENT PROCESS

An agile customer-centric approach will seamlessly link the shaping of the customer-centric value chain, and ultimately mitigating tension and complexity within the process.

Delve into the process and principles of implementing Agile while navigating the rules and adhering to best practice principles, in this 1 day interactive workshop.

Modules

- ▶ Develop a best-fit approach for your organisation
- ▶ Respond to the changing pace of agile implementations - optimising the RFX cycle
- ▶ Navigate the rules around procurement whilst adapting
- ▶ How to optimise processes and ensure a seamless end to end delivery

Paul Rogers

Managing Director
Spire Consulting

2 AUGUST

POST-SUMMIT WORKSHOP

SMART PROCUREMENT PRACTICES

Uncover procurement strategies for on-the-ground delivery with practical examples you can apply back in the office. Learn critical skills and methods to refine your current practices and create a best-fit approach for your organisation.

Modules

- ▶ Procurement strategies, policy, and procedures
- ▶ On the ground delivery
- ▶ Increase value and outcomes
- ▶ Keep your team up-to-date on the latest best practices

Chris Olsen

Director
Chris Olsen Consulting

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