# 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

MINISTRY OF EDUCATION TE TĂHUHU O TE MĂTAURANGA

### **ALSO FEATURING**







Sarah Blackie Commercial & Procurement Director





Sandra McCormack National Procurement Manager





Chris Anderson Head of Procurement & Contracts





**FOWER** 









## **ABOUT THE EVENT**

The world of procurement has undergone tremendous, unprecedented changes in recent years, highlighting a shift from perception as a costcentre 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
- Strategies to overcome talent & resourcing

## 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 Really flawless, thank you. >>

> <sup>66</sup> The best conference I have been to. Packed an extraordinary speakers, and messages into the 2 days. ??

## **31 JULY SUMMIT DAY 1**

#### BACK TO BASICS **KEYNOTE**

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

 $\bigwedge$ 

Constellation

Brands

9:00 - 9:50

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

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

135 - 225

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.

Chric	Anderson	
Chris	Anderson	

Head of Procurement & Contracts	Christchurch
Christchurch City Council	City Council

#### **RISK IN RELATION TO PROCUREMENT** CASE STUDY

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 ltd
Pacific Build Supply	

### TRANSFORM PROCUREMENT FROM COST TO VALUE CASE STUDY

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	TRANSPOWER

### **DRINKS & CANAPÉS**

Continue to network while you enjoy complimentary refreshments.



11:45 - 12:35

2.25 - 3.15

3:30 - 4:20

4:20 - 5:30

### 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 changing demands. Nicholas will offer insight into the challe works projects and successes using agile methods.	
<b>Nicholas Dye</b> National Procurement Manager - Capital Works <b>Ministry of Education</b>	MINISTRY OF EDUCATION TE TĂHUHU O TE MĂTAURANGA
ENHANCE SUPPLIER COLLABORATION FOR TRUE VALUE CASE STUDY	10.00 - 11.00
SRM is essential for procurement to deliver strong outcomes organisation. Maximise your ROI by starting with supplier rela	
Sandra McCormack National Procurement Manager Downer New Zealand	<b>Downer</b> Relationships creating success
VALUE OPTIMISATION & SUPPLIER RELATIONSHIP MANAG	EMENT 11.15 - 12.15
In today's increasingly competitive market, poor supplier rela management (SRM) practices can lose up to 70% of contract insights and strategies for improving performance.	
<b>Colin Fairweather</b> Procurement Manager <b>Sime Darby Motor Group</b>	Sime Darby
STAKEHOLDER BUY-IN PANEL	1:15 - 2:15
Attaining different stakeholder groups' engagement is an on for many procurement teams. You must ensure all parties red with the business objectives.	
Honey Meares New Zealand Procurement Manager BP New Zealand	
Sarah Blackie Commercial & Procurement Director Xero	xero
Andrea Gregory Head of Procurement Tower Insurance	
Jessica Tutty National Procurement Manager Coca Cola Amatil NZ	COCA-COLA AMATIL
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

PSP

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



### <sup>30 JULY</sup> 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

## <sup>2 AUGUST</sup> 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

### **Procurement & Contracting Conference**

### 30 July - 2 August 2019

Stamford Auckland

#### (i) **Registration Information**

### **Booking Form**

Event Reference: PCP0719Z - A Priority Code: I

Organisatior	Name					
Address			Suburb	State	Postcode	
Booking Contact Information						
Title	Full Name	Position	Email	Phone		

#### **Delegate Information**

#	Title	Full Name or TBA	Position	Email	Attendance Date/s
1					☐ 30 ☐ 31 & 1 ☐ 2
2					☐ 30 ☐ 31 & 1 ☐ 2
3					☐ 30 ☐ 31 & 1 ☐ 2
4					30 31 & 1 2
5					☐ 30 ☐ 31 & 1 ☐ 2
6					30 31 & 1 2
7					30 31 & 1 2
8					30 31 & 1 2
9					30 31 & 1 2
10					☐ 30 ☐ 31 & 1 ☐ 2

#### (\_\_\_\_\_) Your Investment

Options (per person) <sub>Qty</sub>			Value Plus Rate         Super Saver Rate           Register and pay by 10 May         Register and pay by 7 June		Early Bird Rate Register and pay by 5 July		Standard Rate				
	4 Days 3 Days 2 Days 1 Day Wor	rkshop	\$2995 + \$1995 +	GST = (\$4364.25) GST = (\$3444.25) GST = (\$2294.25) GST = (\$1604.25)	\$3295 + GS \$2295 + GS	95 + GST = (\$4709.25)     \$4295 + GST = (\$4939.25)       95 + GST = (\$3789.25)     \$3495 + GST = (\$4019.25)       95 + GST = (\$2639.25)     \$2495 + GST = (\$2869.25)       95 + GST = (\$1834.25)     \$1695 + GST = (\$1949.25)		5) 5)	\$4495 + GST = (\$5169.25) \$3695 + GST = (\$4249.25) \$2695 + GST = (\$3099.25) \$1795 + GST = (\$2064.25)		
Discounted off standard rates :		Save	up to \$700	Save u	o to \$400	Save up to \$200		All p	rices listed in NZ Dollars		
Disc	oup ounts ilable:	<b>15% off</b> <b>Standard Rate</b> Team of 3 - 4	20% off Standard Rate Team of 5 - 9	25% off Standard Rate Team of 10 - 14	<b>30% off</b> <b>Standard Rate</b> Team of 15 +	Partner Discount	Members of supporting organisations receive a special 10% discount off standard rates!	TOTA incl G			

Conditions: Group discounts apply for bookings made simultaneously. Only one discount applies. Group discounts apply to standard rates only. Group discounts are not applieable to Value Plus, Super Saver and Early Bird rates. Discounts cannot be applied retrospectively and must be claimed at the time of booking. Liquid Learning Limited reserves the right to have sole discretion on an organisation's eligibility for discounts. Note: Course materials, refreshments & lunches are included. Travel and accommodation are NOT included. Registration options are per person only.

Payment Details	Pay	yment is required prior to attending this event
Credit Card Cheque (payable to Liquid Learning Limited) Electronic Funds Transfer Please invoice me: Purchase Order No. #	Credit Card Details - Please charge my credit card for this registration:         Card Type       Visa       MasterCard       American Express         Note: 2% surcharge applies to American Express payments         Card Number       Expiry       /         CVV       Full Name as on card         Cardholder's Contact Number       Signature	Electronic Funds Transfer (EFT) Please transfer funds directly to: Westpac New Zealand Limited Account Name: Liquid Learning Limited Account No: 03 0252 0863663-00 SWIFT Code: WPACNZ2W Amount Please quote ref PCP0719Z - A and registrant name
Ø Authority	Authorising Manager's Details:	This registration is invalid without a signature
Name	Position Phone	
Email	Signature	Date

### Email this form to: registration@liquidlearning.co.nz or Call us on: +64 9 927 1500

Registration Policy: If you are unable to attend this event, you may send a substitute delegate in your place at no additional cost. Please advise us of any substitutions as Hegistration Policy: In you are unable to alterial units event, you may serve a substitute delegate in your place at no additional cost. Please advises us of any substitutions as soon as possible. Alternatively, you may transfer your registration to another event run by Liquid Learning Limited. A 10% service fee may apply. Should you wish to cancel your registration, please notify us in writing as soon as possible and a credit note will be sued. This credit note will be valid for use at any future event held by Liquid Learning Limited in twelve months following the date of issue. Cancellation notifications received for the substitution of the valid for used to more avail to possible and a the value of the Limited in twelve months following the date of issue. Cancellation notifications received less than 14 days from the event running will receive a credit note to the value of the registration fee less a service fee of \$400 plus GST. Liquid Learning Limited does not provide refunds for cancellation. The prices above are based on one person per registration. It is not possible for multiple people to attend within any day of the event, can be arranged. A fee will apply. Please call us for details. Liquid Learning Limited takes all care to produce high-quality events that deliver as promised. All advertised details are correct at time of publishing. However, when circumstances beyond our control prevail,

we reserve the right to change program content, facilitators or venues. We also reserve the right to cancel or reschedule events if circumstances arise whereby the performance of the event is no longer feasible, possible or legal. Liquid Learning Limited will not be responsible for any loss or damage arising from any changes to or cancelling or rescheduling of an event. If an event is cancelled or rescheduled, Liquid Learning Limited will make every effort to contact every registered delegate. If an event is cancelled or you are unable to attend the rescheduled event, you will be issued with a credit note valid for use towards any future Liquid Learning Limited event held in the twelve months following the date of issue

Х

Disclaimer: Liquid Learning Limited has taken due care in selecting qualified professionals as its authors and course facilitators. The information provided by course facilitators is not produced by Liquid Learning Limited and should not be regarded as advice. Liquid Learning Limited accepts no responsibility for reliance on such information and recommends that its clients seek further professional advice.

Privacy Statement: Liquid Learning Limited is committed to your privacy. All information collected on this registration will be held in the strictest of confidence and in accordance with the Privacy Act 1988. Liquid Learning Limited will add your information to a secure database. This will be used primarily to contact you for ongoing research, product development and notice of future events and services offered by Liquid Learning Limited. Occasionally you may receive information from organisations associated with Liquid Learning Limited. If you do not wish to receive such information please tick this box:

To update or have your details deleted please advise our Database team at Liquid Learning Limited, Level 18, Huawei Centre, 120 Albert Street, Auckland 1010 New Zealand, PH: +64 9 927 1500, email: database@liquidlearning.co.nz

© 2019 Liquid Learning Limited IRD 104 - 525 - 695