

The Procurement Summit

15th November 2016
The Midland Hotel, Manchester

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SEMINAR PLANNER Tuesday 15th November 2016 Key to Seminar Icons

	Keynote Session		Case Study
	Big Data Technologies		Business Strategy
	Public Sector Focus		Cloud Based Technologies
	Financial Integration		

9.30am - 10.05am: Opening Keynote



Procurement Progress: Pathways and Pitfalls (Keynote 1)

- *Remko Van Hoek, Former SVP Sourcing & Procurement at The Walt Disney Company & Visiting Professor at Cranfield School of Management*

Alexandra Suite

Kick off your day with a fascinating review of the state of the procurement profession and actionable next steps, with thought-leader Remko Van Hoek.

Our opening keynote will review the key developments in procurement over the last few years, identifying the key pitfalls and bottlenecks that have slowed down progress. More importantly, it will also provide practical starting points and clear pathways you can take to push forward your profession to its next stage of evolution.

A frequent contributor to eWorld and procurement conferences around the globe, Remko returns to the UK to challenge and inspire in his typically energetic style.

10.20am -10.50am Innovative Briefings on a Range of New Developments



Are You Ready to Do the Right Thing? The Part You Could Play in Supply Chain Due Diligence (Session A)

- *Ted Datta, Director - GRC Solutions (UK & Ireland), Bureau van Dijk*



Alexandra Suite

Bureau van Dijk specialises in private company information and ownership. During this session, Ted will discuss:

- Key issues facing the supply chain - ethical procurement, anti-bribery & corruption, beneficial ownership and economic uncertainty
- Two recent case studies of how we've created supplier due diligence solutions with customers
- Data sources and visualisation tools that can help in your quest

Benefits of attending include:

- Identify challenges around 3rd party due diligence
- How to implement a "know your supplier" programme



The State of Spend Control & eProcurement Automation - 2016 Survey Results & Insights (Session B)

- *Simon Dadswell, Director, PROACTIS*

Stanley Room

The 2016 Spend Control and eProcurement technology survey* looks at where organisations stand today with their technology deployments, as well as where they are likely headed over the coming year or two.

Join this keynote presentation and gauge your organisation's current state of automation and transformation plans against industry peers. PROACTIS will share the "not-so-black-and-white picture" of procurement automation:

- Current levels of automation
- Areas of focus for review & transformation
- Comparisons of current levels of automation to plans of focus
- Industry sector comparisons

**All attendees will receive a complimentary copy of the full survey results*

Benefits of attending include:

- Understand the current state of automation across 8 distinct areas of eProcurement
- Gauge your level of automation against industry peers
- Understand sector differences and implications

11.05am - 11.35am Innovative Briefings on a Range of New Developments



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How to Build, Sell and Buy Sensational SRM (Keynote 2)

-*Daniel Ball, Director, Wax Digital*

Alexandra Suite

Want to learn how to create and implement an effective SRM program from start to finish? Maybe you're already on the SRM journey and struggling to automate and enhance your existing SRM processes? This session tackles the 3 key challenges on the road to great SRM: The real-world practicalities of building and managing an SRM programme. How to sell the vision and returns case for SRM to the rest of the business. And what to look for when buying SRM technology.

Benefits of attending include:

- Hear how to construct an effective SRM programme
- Find out how to make the internal business case for SRM
- Learn how SRM technologies can power value creation and risk reduction



The Secret to How Aggreko Transformed into Procurement Pioneers (Session C)

- *Nick Drewe, Co-founder, Market Dojo*



Stanley Room



As the global leaders in the power generation sector and operating from more than 200 locations worldwide, Aggreko heavily rely on the performance of their procurement team. This case study delves into how Aggreko transformed their procurement operation to incorporate cost reduction, skills transfer and incorporate new technology such as their pioneering Freight eMarketplace.

Benefits of attending include:

- Discover how you can become a CIPS Project of the Year Winner
- Understand how Aggreko transformed their procurement strategy
- Understand how Aggreko transformed their procurement strategy

12.00pm - 12.30pm Innovative Briefings on a Range of New Developments



The Future of Business-to-Business Commerce (Session D)

- *Paul Clayton, Head of New Service Development, Basware*



Stanley Room

The shape of how businesses trade with each other is changing. The impacts of social networking through to cloud computing could point the way to how businesses will manage their supply chains and buy and pay for goods and services in the future. However, advances in technologies and how they are used, combined with the effects of globalisation are creating new challenges and opportunities in procurement.

Benefits of attending include:

- The delivery of efficiency and cost savings
- Supply chain management and product development
- What to look for in the future



Supplier Connectivity, the Key to Procurement Agility (Session E)

- *Guilhem Lavabre, Partner, Argon Consulting on behalf of Tradeshift*

Alexandra Suite

Improving enterprise agility is on the mind of every executive, in every industry, in every function. Adaptability, agility and responsiveness are the new muscles that must be built up and it's no different in supply chain and procurement. Here, digitization and connectivity sits at the core. By moving every aspect of the supply chain online - including suppliers, procurement, billing, approvals and payments - more information can be captured, analysed and used. The more digitally integrated the supply chain, the faster companies can respond to change.

Benefits of attending include:

- Learn how to leverage a network approach to connect to all supplier and digitise processes
- See why supplier connectivity is one of the main drivers for a procurement business case
- Understand how procurement can improve its agility

12.45pm - 1.15pm Innovative Briefings on a Range of New Developments



“Modern Business in the Cloud” - Benefits and Strategies (Session F)

- *David Hobson, Business Development Manager, Oracle Corporation UK Ltd*



Stanley Room

Many organisations are looking to modernise their Finance, Procurement and related back office functions to better respond to market pressures and drive greater efficiency and cost savings. The role of finance and procurement execs is evolving rapidly along with ever increasing expectations on how better alignment of these functions can support their strategic objectives.

Benefits of attending include:

- Understanding the role of Cloud, Global Supply and how to drive competitive advantage
- Better managing Spend, improved Supplier Relationships and Contract compliance are all key themes for a modernisation agenda
- CFO and CPO alignment is needed to realise the benefits



Supplier Relationships, Reimagined (Session G)

- *Maria Beattie, Supplier Relationship Manager Procurement KPMG & Andrew Hargreaves, Account Manager, Resource Solutions*

Alexandra Suite

The demand for talent is a top boardroom agenda and relationships with recruitment outsourcers have evolved way beyond simply filling jobs and reducing expenditure. KPMG has been partnering with their on-site RPO & MSP provider Resource Solutions since 2014 and both parties believe that they have challenged and extended the boundaries of a recruitment partnership. In this presentation KPMG and Resource Solutions will be showcasing a number of strategic pillars, which they feel reimagine the possibilities for supplier relationships.

- **Cost containment:** Practical ways a supplier can improve the bottom line in recruitment expenditure.
 - **Sustainable Procurement:** From diversity to decreasing your environmental footprint, how can your recruitment supplier help you achieve your corporate goals?
 - **Account Governance:** Ensuring the needs of your business are being heard, understood and translated into a robust talent management strategy.
 - **Hiring Experience:** During a job applicant's journey, what are the touch points which affect how they view your brand?
 - **Effective workforce management:** How can you harness emerging technology to help you address the talent acquisition challenges of tomorrow?
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1.15pm - 2.00pm: Lunch Break & Networking in Exhibition Area

2.00pm - 2.30pm: Lunchtime Keynote



How Social Media Can Help Procurement Win the War on Talent (Keynote 3) - *Euan Granger, Community and Content Manager, Procurious*

Alexandra Suite

It's been more than 15 years since McKinsey's 'War for Talent' transformed how companies attract and recruit employees. However, the scarcity of 'great' talent is still the topic on many CPOs' lips. In order to attract and recruit the best talent, you need to have a strong presence in the places this talent is talking. And there is no doubt that the current crop of talent is online. With Millennials and Digital Natives choosing roles based on how they rate a manager, rather than the reputation of the company, it's critical that procurement leaders take a fresh look at recruitment tactics and how they are using social media to gain a competitive advantage.

Benefits of attending include:

- Gain insight into current and expected trends
- Get practical advice around what you should be doing as a leader to strengthen your personal brand and your organisational advocacy



Revisiting Cloud Computing Contracts (Keynote 4) - *Sam De Silva, Partner and the Head of IT, NABARRO LLP*

Stanley Room

- Current state of play of cloud computing contracts - from "non-negotiable" to open dialogue
- Provisions cloud service providers are willing to negotiate
- Ensuring an appropriate allocation of risk between the parties

Benefits of attending include:

- Opportunity for free legal advice
- Inside intelligence
- Expert advice from leading IT lawyer

2.45pm - 3.30pm Best Practice in Action



Creating a Customer Focused Procurement Team (Session H) - *Nick Wilkinson, Head of Procurement, Virgin Trains*

Alexandra Suite

This session will focus on the transformation of a procurement team from a 'gatekeeper' who is there to run tenders and extract savings to an integrated commercial function adding value to the customer.

Benefits of attending include:

- Defining a vision for procurement
- Driving stakeholder engagement

- Objectives linked to the business



WORKSHOP: Managing Change in your Procurement Process (Session I) *- Christine Bell, Director, Centre for Facilitation*

Stanley Room

Effective Change Management is key to projects that will alter the way people work. Many projects suffer when the human side of change is not adequately addressed. Come along to share experiences of change initiatives and discuss practical steps that can be taken within your project to successfully engage people.

Benefits of attending include:

- Network, meet others experiencing similar issues
- Recognise what is critical in change management
- Gain fresh practical ideas of what you could do to enhance success

3.30pm - 3.50pm Coffee Break and Networking

3.50pm - 4.30pm Best Practice in Action



Procurement: The “not so hard” Sell (Session J) *- Jo Watson, Head of Procurement and Facilities, Boohoo*

Alexandra Suite

“Developing a brand new Procurement function is challenging enough; but in a fast paced, entrepreneurial environment, where the “jury is out” on the actual value Procurement can bring to the business by a CEO who is a seasoned negotiator...it’s a challenge squared. Too often the endeavour to create a high performance team is focused on finding individuals with relevant experience and category specialism, which as standalone criteria could be to the detriment of the success of the department and the business. More important is finding intelligent, adaptable and flexible individuals with the right interpersonal skills and cultural “fit”. During this session Jo will take you through her journey of how she’s established a successful team where emotional and social intelligence are the over-riding factors in positioning them as a highly respected and integral part of the business.

Benefits of attending the session:

- Understand the importance of sourcing talent that “fits” the culture of your organisation
- Understand the importance of focussing on soft skills in the Procurement approach
- Advice on how to make Procurement the “go to” department”



Workshop: Social Intelligence the Leadership Skill of the Future (Session K) *- Christopher Barrat, TED Talk Regular on the topic of networking and management & Director of Greystone Partnership*

Stanley Room

It used to be all about IQ - get the right degree and you must be good. Then EQ - emotional intelligence and much self-understanding. Both are useful but the real skill of

the future is SQ - the amount of Social Intelligence you can deploy in the workplace. We have entered the world of matrix organisations where indirect influence and personal connectivity can determine success more than ever before.

Benefits of attending include:

- Understand what Social Intelligence actually means
- Learn how to apply these skills
- Come away with a plan to implement

4.30pm: Event Close
