

The 1st CIPS NZ Public Sector Procurement Forum

2nd December 2010
The James Cook Hotel, Wellington

CIPS Australasia



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THE 1ST CIPS NZ PUBLIC SECTOR PROCUREMENT FORUM

The New Zealand Government Procurement Reform Programme (GPRP) was announced by The Hon Simon Power, then Minister of Commerce, at the CIPS NZ Strategic Procurement Forum event on 11th June 2009. The Reform is now led by Hon Gerry Brownlee, Minister of Economic Development.

Since then, the programme has moved forward quickly, with a new focus and a new level of investment in the profession throughout the public sector in New Zealand. Not only have the rewards and benefits come quickly, they have been sustained and are building a new level of capability in New Zealand public sector procurement.

Indeed, NZ MED were recognised for their work on the Procurement Reform Group at the recent CIPSA Procurement Professional Awards Dinner, winning awards in three categories:

- > Best Cross Functional Teamwork Project
- > Best People Development Initiative
- > Most Improved Procurement Operation

The 1st CIPS New Zealand Public Sector Procurement Forum has been developed by CIPSA Conferences in close conjunction with

the Procurement Reform Group to provide public sector procurement professionals in NZ specifically with an update on the progress of the GP RP and to compare progress and benchmark issues with other jurisdictions – including even the private sector!

This is the first CIPSA conference in Wellington and is produced in a similar vein to the successful Public Sector Procurement Forum held by CIPSA and endorsed by the APCC and NZ MED each May in Canberra.

Like the Canberra programme, this event offers a range of eclectic sessions that reflect the key aims of the GPRP initiative such as driving change, focusing on outcomes and learning lessons from other jurisdictions who are further down the reform path. Featuring an outstanding and diverse speaker line-up, attendance should be a high priority for anyone involved in public sector procurement in New Zealand, whether on the buy or supply side of the market.

I commend the programme to you and very much look forward to seeing you in Wellington,

Jonathan Dutton FCIPS

Managing Director
CIPS Australia and New Zealand.



Sponsors

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Visa Commercial solutions — including Visa Purchasing, Visa Corporate and Visa Business— enable private sector and government entities of all sizes to streamline payment processes, manage information and supply chain and reduce administrative costs.

Visa recently launched Visa PerformSource, an online service that consists of a set of consultative tools and best practice studies designed to expand an organisation's commercial card program as well as improve the procure-to-pay process. These tools can identify areas for incorporating best practices into an organisation's procure-to-pay processes, analyse account payables files to identify opportunities to convert EFT, cheque and cash spend to card payments with Visa accepting suppliers, calculate a Return on Investment, and benchmark an organisation's card performance against a peer group of companies.

Visa Commercial platforms and services are backed by Visa's global acceptance infrastructure and underpinned by the power of our centralised and integrated processing network.

For more information, visit www.visa.com.au



As an established provider of banking services to many government agencies, BNZ welcomes the opportunity to support the 1st CIPS NZ Public Sector Procurement Forum.

BNZ provides a range of financial services to government agencies, corporates, and financial institutions. We take pride in our ability to structure innovative solutions to meet our clients' needs.

Key services provided to government agencies include:

- > Transactional banking solutions
- > Domestic and international payments
- > Purchasing card and expense management solutions
- > Merchant acquiring facilities

Our clients have access to a network of corporate and institutional banking specialists with the capability to design practical, innovative and commercial solutions. We look forward to seeing you at the Forum.

For more information visit www.bnz.co.nz/institutional-banking/transactional-banking



Ricoh is a global leader in digital office solutions. Here in New Zealand, we are proud to be a panel member for the All of Government procurement contract.

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Programme

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Time	Session	Speaker
8.15-9.00am	Registration & coffee	
9.00-9.10am	Welcome and Introduction	Jonathan Dutton, FCIPS Managing Director, CIPS Australia and New Zealand
9.10-9.40am	The Government Procurement Reform Programme Why is there the need for change and what are the expected outcomes	The Hon. Gerry Brownlee Minister of Commerce <i>(Invited)</i>
9.40-10.20am	The Challenges facing public sector procurement Public sector procurement is undergoing significant change in many other parts of the world. What are the drivers and what lessons can New Zealand learn from the challenges being faced by other public sector jurisdictions in Australia, the UK and elsewhere around the world?	Jonathan Dutton, FCIPS Managing Director, CIPS Australia and New Zealand
10.20-10.50am	Refreshment break	
10.50-11.30am	How to step up to change Change often presents both challenges and opportunities. Over-pessimism or over-optimism are undesirable. <ul style="list-style-type: none"> > How to think more like an optimist > Learn to better understand the different personality types in a team > The one word that we need to expunge from our vocabulary 	Dr. Patrick McCarthy
11.30-12.00pm	It's about Outcomes <ul style="list-style-type: none"> • Don't let process get in the way of a good outcome • Some observations from the private sector 	Andrea Gregory, MCIPS Group Procurement Officer, Telecom NZ
12.00-12.40pm	But anyone can issue a tender! Trying to keep the project off the front page of the newspaper is good, but does the CEO really want us to be "the probity police"? Getting down to business means taking off our cardigans, and understanding what the department's agenda is, and where we fit in. That means thinking, talking and acting in terms of outcomes, as well as processes. We will cover: <ul style="list-style-type: none"> > What does the CEO not want from us? Three behaviours that will keep procurement off the agenda > Three questions to ask the leadership team (instead of "show and tell"!) <ul style="list-style-type: none"> > Three sample benefit statements you can use to show what you can do differently > Do they trust us? How belief tests can build confidence in our ability to deliver on what we promise 	Paul Rogers FCIPS, Practice Manager, PMMS
12.40-1.40pm	Buffet Lunch	

1.40-2.20pm	<p>Procurement Reform and Beyond – The Western Australian Experience</p> <p>The Western Australian Department of Treasury and Finance undertook a five-year programme of procurement reform from 2003-2008. A recent APCC benchmarking survey highlights the success of this programme. This presentation will cover:</p> <ul style="list-style-type: none"> > How Western Australia moved to a centre-led procurement model > The reform outcomes > Lessons learned 	<p>Angela Kastner Director of Procurement Systems and Standards, Western Australia Department of Treasury and Finance</p>
2.20-3.00pm	<p>Developing the first NZ All-of-Government contracts</p> <ul style="list-style-type: none"> > Lessons Learned - what went right? > Year Two - How are we going to apply lessons learned > What is the future for Syndicated Contracts within the Procurement Reform Programme? > What next? 	<p>John Ivil Procurement Manager - All of Government Contracts, The Government Procurement Development Group, New Zealand Ministry of Economic Development</p>
3.00-3.30pm	Refreshment break	
3.30-4.00pm	<p>Doing business with government</p> <p>A private sector perspective - making NZ Government a customer of choice:</p> <ul style="list-style-type: none"> > Delivering cost savings is all well and good, but > Businesses need to see higher capability/better practice/more business-friendly processes from government procurers > New/innovative businesses are looking to work effectively with government to help agencies do their jobs better. 	<p>Phil O'Reilly, CEO Business NZ</p>
4.00-4.50pm	<p>Interactive Q & A Panel Session</p> <p>The opportunity to discuss questions with an expert panel on issues raised throughout the day or other issues not yet explored.</p>	<p>Facilitated by: Allan Leibowitz Editor, Procurement Professional</p>
4.50-5.00pm	Closing Summary	Jonathan Dutton FCIPS
5.00-6.00pm	<p>Drinks & networking reception</p> <p>Please join the Local Regional Committee, your peers and fellow delegates for cocktails and canapés.</p>	



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About our Speakers

FURTHER BIOGRAPHIES WILL BE PUBLISHED AS SPEAKERS ARE CONFIRMED

Jonathan Dutton, FCIPS

*Managing Director,
CIPS Australia & New Zealand*

Jonathan Dutton has been managing director of CIPS Australia since late 2004. Prior to his appointment, he worked as a freelance consultant and interim manager - which included 18 months as COO of the Chartered Institute of Marketing [CIM] in the UK. Previously, he was marketing director of two UK public companies, Regus and Chubb. Before that, he spent two years in sales at Qantas in Sydney and 10 years at British Airways in London as IT procurement manager and, latterly, as head of corporate sales. He is an economics graduate, completed MCIPS in 1986 and became a Fellow in 2009. He is also a Fellow of the CIM and Royal Society of the Arts [RSA] in the UK, a Fellow of the Australian Institute of Management and a member of the Australian Institute of Company Directors.

Dr. Patrick McCarthy

Medical practitioner and hypnotist

Dr Patrick McCarthy studied medicine in Glasgow, Scotland. He trained as a general practitioner and honed his persuasive emotive skills to get people to look after their own health. He worked in a mission hospital in Africa and at times was the only doctor (or one of two) looking after 250,000 people. He learned how to operate in a crisis with no backup and no fear. He emigrated to New Zealand in 1986 and took up medical hypnosis in 1991 and by 1994 was the president of the New Zealand Society of Hypnosis. Since then, he has opened the first medical hypnosis practice in New Zealand. He has lectured both locally and internationally.

Paul Rogers FCIPS

*Practice Manager,
PMMS*

Paul Rogers started his procurement career as a graduate procurement trainee in the UK public sector in 1981, and has worked in health, education and local government. As a consultant, Paul has worked in a variety of countries and sectors, and has extensive experience in public sector issues gained in Australia and New Zealand. Paul's last major public sector project was leading a team in post-offer negotiations for an ERP solution and implementation. Paul is a Fellow of the Chartered Institute of Purchasing and Supply.

John Ivil

*Procurement Manager, All-of-Government
Contracts, The Government Procurement
Development Group, New Zealand Ministry of
Economic Development*

John Ivil has been employed at the Ministry of Economic Development since November 2009 within the Government Procurement Development Group. John is responsible for leading the cost savings work stream of the reform programme which includes the establishment of collaborative all-of-government contracts. Prior to commencing work at the Ministry of Economic Development, John was employed at the Ministry of Health and in the New Zealand Defence Force. John served 26 years in the NZDF both in New Zealand and overseas, the majority of that time in uniform as a logistics officer. John has served in diverse locations such as the Sinai Peninsula, Angola and Canberra and holds a Masters Degree in Management Studies from the University of NSW, majoring in Project Management.



Angela Kastner

*Director of Procurement Systems and Standards,
Western Australia Department of Treasury and
Finance*

Angela Kastner is originally from Northern Ireland and moved to Australia in 1999. Following completion of her MBA, Angela joined the Western Australian Department of Treasury and Finance Government Procurement unit in April 2004. Angela worked for three years in the procurement systems area and led the team that won the national CIPS Australia award in 2007 for Best Process Improvement for the design and implementation of a new electronic decision-aid technology. Since March 2009, Angela has been director of the Procurement Systems and Standards division in Government Procurement, leading a team of 45, with responsibility for three service delivery branches: procurement reporting and analysis, procurement systems, and procurement policy and practice.

Andrea Gregory MCIPS

*General Manager Group Procurement,
Telecom NZ*

Andrea Gregory has had a varied career in management within a broad range of industries, spanning research, construction, FMCG, IT and television. For the past 10 years, Andrea has specialised in strategic sourcing and procurement with major New Zealand organisations such as Heinz Wattie, EDS, Air New Zealand and now Telecom NZ. Andrea is passionate about delivering outcomes that provide best value for money for her organisation through simple processes, great teamwork and appropriate relationships with business partners.

Registration Form

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Name (Mr/Mrs/Ms/Miss)	
Job Title	Organisation
Address	
Suburb/town	P/code
State	Country
Phone	Mobile
E-mail	

Options and Fees

One day conference

CIPSA Member rate A\$895
Non- member rate A\$995

Group Bookings and Discounts

If you are registering more than two delegates from your organisation the following discounts will apply:

3-4 delegates = 10% discount
5 + delegates = 20% discount

If you are booking a number of delegates, please call CIPSA Conferences on Tel. 61 7 5519 3103 or email: cipsaregos@bttbonline.com Rather than filling in multiple forms, we will send you a simple spreadsheet to complete.

Other Discount categories

Unemployed CIPSA Members, Retired Senior CIPSA Members and Full-time Students may claim a 50% discount.

Payment Details

Enclosed is my cheque for \$ _____ (please make cheque payable to BTTB Marketing Pty Ltd)

I require a tax invoice to raise: cheque pay by EFT

I wish to pay by credit card: Visa Amex Diners Mastercard

Card Number: _____ / _____ / _____ / _____

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Signature: _____

Registration forms will only be processed on receipt of payment. Tax receipts will be issued with confirmation. If you have any queries about your registration please call BTTB on 61 7 5519 3103 or email: cipsa@bttbonline.com

How to Register

There are 5 ways you may register
1) Complete form & fax to: 61 7 55735352
2) Online: www.cipsaconferecences.com.au
3) By email to cipsa@bttbonline.com
4) By telephone on 61 7 55193103
5) Complete this form and mail to:
BTTB Marketing Pty Ltd
PO Box 825
Paradise Point
Qld 4216

About the Conference Organisers

CIPSA have appointed BTTB Marketing Pty Ltd as their official conference organisers. BTTB can be contacted at the address above.

Cancellations Policy, Substitutions and Shared Tickets

Cancellations must be notified in writing before 20th November 2010 and will incur an administration charge of \$150 + GST. No refunds will be given to delegates who fail to attend or cancel after this date. Delegates who have registered but not yet paid after the cancellation cut-off date will still be liable for the full conference fee. Substitutions will be permitted at any time without penalty.

Privacy Policy

The information received on this form may be shared with external companies (sponsors and exhibitors) for their ongoing marketing purposes.

Conference Notes

Immediately after the event, delegates will be sent a hyperlink to a website where they will be able to download the presentation slides as PDF documents.

Conference Agenda

The organisers reserve the right to alter or amend the conference programme without notice to delegates.

Sponsorship Opportunities

If you are interested in profiling your company with Australia's largest audience of key procurement professionals, there are a number of sponsorship options available. For further details please contact Andrew Wynn at CIPSA Conferences on Tel. 61 7 5502 73266 or E: andrew@bttbonline.com

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FOR UPDATES VISIT: www.cipsaconferecences.com.au