

The 5th CIPSA Public Sector Procurement Forum

27th & 28th May 2010
The Hyatt Hotel Canberra

Featuring Keynote Address from The Hon Lindsay Tanner MP,
Minister for Finance and Deregulation

CIPS Australia

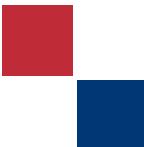


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CIPSA is delighted to be running the 5th Public Sector Procurement Forum back in its spiritual home of Canberra after last year's successful event in Sydney. This event will be more relevant to public sector procurement professionals than ever before, as it is timed just after the federal budget in an election year and will be formally opened by the Federal Minister of Finance, Hon Lindsay Tanner MP.

The Public Sector Procurement Forum is again endorsed by the Australian Procurement & Construction Council [APCC], the Department of Finance & Deregulation [Finance] and the New Zealand Ministry of Economic Development [NZ MED].

This year's programme is designed to address both the professional agenda facing public procurement managers right now and to illustrate best practice public procurement in the context of public policy. The agenda includes contributions from both APCC and Finance as well as federal agencies DMO and Centrelink, local government in Victoria, an executive summary of the recent international public procurement conference in Portugal and an examination of public procurement staff retention strategies from HAYS Recruitment.

The programme will also show the changing face of procurement as two jurisdictions - Queensland and New Zealand - present their government's procurement reform programmes. Day two of the event will offer four operational workshops focusing on real issues relevant to public procurement officials' daily workload – probity, sustainable procurement, tender evaluation and dispute resolution.

I hope you will find the programme compelling and relevant and we look forward to seeing you in Canberra.

Jonathan Dutton,

FCIPS Managing Director CIPS Australasia



Foreword from the Minister for Finance and Deregulation

In the last financial year the Australian Government awarded contracts worth close to \$33 billion, making it one of the largest consumers of goods and services in the country. As an organisation that purchases everything from office supplies, through to military machinery, there are obvious challenges in managing this procurement.

In an environment in which the products and services being purchased are so diverse, it is all the more important that sound procurement practices are in place to ensure we get the best outcomes. Whether the Government is buying paper or helicopters, our procurement must remain efficient, effective and ethical.

As always, the Government's focus remains on getting the best possible value for money in all our purchases, but in achieving this we are encouraging innovation and flexibility. Since I addressed the last CIPSA Public Sector Procurement Forum in July last year the Rudd Government has initiated a number of procurement reforms designed to reinforce those principles.

We are making innovative improvements to AusTender, the Government's electronic tendering and contract information system. AusTender will soon allow users to easily search agencies' annual procurement plans, which will help businesses in their own planning.

We have announced new policies requiring tenderers to comply with the Fair Work Principles and to develop an Australian Industry Participation plan for large tenders. Revised policies for air travel and indigenous employment have also been released.

And we are reducing red tape in the procurement process through initiatives such as developing standard contract documents for use by agencies when approaching the market for accounting and related professional services.

Those of you who were at last year's conference may recall that I announced we would establish the position of Procurement Coordinator within the Government. This reform is one of the most significant of the last year. Information is undoubtedly vital to good procurement outcomes and the Procurement Coordinator provides a point for that information to flow between industry and government. Feedback from both sides indicates this is working well.

I would like to commend CIPSA for the work they have done in not only organising this forum, but in raising professional procurement standards throughout Australia. This conference presents another opportunity for procurement professionals to further enhance those standards. I look forward to taking part in that process with you.

Lindsay Tanner

Minister for Finance and Deregulation



Day One – 27th May 2010

Time	Session	Speaker
7.45-9.00am	Registration & coffee	
9.00–9.10am	Official welcome	Jonathan Dutton FCIPS <i>Managing Director, CIPS Australia</i>
9.10-9.40am	Keynote Speech: The Minister for Finance and Deregulation	The Hon Lindsay Tanner, <i>Minister for Finance and Deregulation</i>
9.40-10.20am	The NZ Government Procurement Reform Programme	John Ivil, <i>Procurement Manager All of Government Contracts, The Government Procurement Development Group New Zealand Ministry for Economic Development</i>
10.20-10.30am	The Role of the APCC in developing professional procurement in the public sector	Jane Montgomery Hribar, <i>Executive Director, Australasian Procurement & Construction Council Inc.</i>
10.30–11.00am	Refreshment break	
11.00-11.35am	Developing a Commonwealth best practice model for procurement professionalization An integrated approach to developing; <ul style="list-style-type: none"> > a comprehensive framework for procurement policy > operational guidance (templates) > and procurement professionalisation. 	Willem Bouwer, <i>Executive Director Procurement Policy, Procurement and Contracting Branch, Defence Materiel Organisation, Department of Defence</i>
11.35-12.10pm	Procurement Excellence - Aiming for Sector Transformation in VIC Local Government Transforming local government procurement performance requires a strategic approach to change management and the Victorian State Government, Councils, and local industry are currently working together in a new form of partnership to deliver accelerated change across Victoria: <ul style="list-style-type: none"> > The VIC local government procurement strategy > Successes and challenges so far > The importance of people development 	John Watson, <i>Executive Director, Local Government Victoria</i>
12.10-12.40pm	Delivering efficiency gains and savings through cross jurisdictional benchmarking – an APCC Case Study	John Tondut MCIPS, <i>Executive Director</i> & Rod Alderton, <i>Executive Director Dept of Treasury and Finance WA</i>
12.40 –1.30pm	Lunch	

1.30-1.50pm	The Professional Agenda Today	Jonathan Dutton FCIPS <i>Managing Director CIPS Australia</i>
1.50-2.30pm	Queensland Government Reform Programme update <ul style="list-style-type: none"> > The Qld govt procurement reform programme > Case studies on new sourcing strategies 	Evelyn Jelliffe <i>Queensland Government Chief Procurement Officer, Queensland Government Chief Procurement Office</i>
2.30-3.00pm	The 4th International Research Study in Public Procurement - 2009: Lessons for Public Procurement Practitioners in Australia In November 2009, CPOs and senior administrators from some 20 countries met in Portugal to discuss the public procurement response to the Global Financial Crisis in their jurisdiction. <ul style="list-style-type: none"> > Summary of key responses to government stimulus packages in 2009-2010 > Major opportunities for public procurement in a period of financial crisis > Lessons for enhancing the profile and impact of public procurement 	Prof. Guy Callender, FCIPS <i>Professor & Chair of Strategic Procurement, Curtin Business School</i>
3.00-3.30pm	Refreshment break	
3.30-3.40pm	The Whole of Government Procurement Programme <ul style="list-style-type: none"> > Federal procurement strategy > The federal procurement landscape > CPG/AusTender update > Professionalising procurement & the role for DMO 	John Grant, <i>Division Manager, Procurement Division, Asset Management Group, Dept of Finance and Deregulation</i>
3.40 – 4.20pm	Case Study: The Whole of Government Travel Programme	Simon Teschendorf, <i>Director</i> & Jane Wagner, Director <i>Dept of Finance and Deregulation</i>
4.20 – 4.55pm	Retaining Your Procurement Staff in 2010 – Trends and Tactics for the public sector Riding the employment market rollercoaster & market employment prospects for 2010. <ul style="list-style-type: none"> > Recruiting from the private sector > The value of staff retention in the public sector > Employee engagement & flexible cultures > Career development & succession planning > Incentives and rewards on offer now 	Kathy Kostyrko <i>Public Sector Director, Hays Recruitment</i>
4.55 – 5.00pm	Closing remarks	Jonathan Dutton FCIPS <i>Managing Director, CIPS Australia</i>
5.00 – 6.00pm	Drinks & networking reception with ACT committee	

Day Two Workshops – 28th May These practical workshops will run concurrently, two in the morning and two in the afternoon.

Time	Session	Speaker
8.15-9.00am	Registration & coffee	
9.00–10.15am	How to reap the benefits of Probity: <ul style="list-style-type: none"> > Build a better business case > Minimise procurement risks > Effective market engagement > Maximise value for money > Manage contract performance > Case studies – to test your skills! 	Roger Warr <i>Executive Director</i> <i>PSI Asia Pacific Pty Ltd</i>
9.00 –10.15am	Sustainable Procurement Workshop <ul style="list-style-type: none"> > What & Why Sustainable Procurement Management <ul style="list-style-type: none"> > Procurement and carbon management: an introduction > What is sustainable carbon management? > Sustainable carbon management – why bother? > Key tips to successful sustainable procurement > Interactive workshop exercise on reducing carbon emissions in procurement management <ul style="list-style-type: none"> > Before you start > Carbon Footprinting in procurement > Identifying procurement carbon ‘hotspots’ and priorities > Setting a carbon footprint baseline > Establishing a sustainable procurement action plan & reduction initiatives > Procurement of accredited Carbon offsets > Carbon Labelling Product/Process Life Cycle Assessments > Debate on next steps to deploy a sustainable procurement action plan 	Trevor Barrows <i>Principal Consultant</i> <i>EcoView</i>
10.15-10.45am	Refreshment break	
10.45 –12.00pm	How to reap the benefits of Probity (continued)	
10.45 –12.00pm	Sustainable procurement (continued)	
12.00 –12.45pm	Lunch	
12.45 –2.00pm	Dispute Resolution (Further copy to come)	Bryan Ahern <i>Commercial Contracts</i> <i>Consultant, Eastcliff P/L</i> & George Strohfeldt <i>Principal, Contract</i> <i>Control International</i>
12.45 –2.00pm	Evaluating Tenders A practical how to session on various approaches to tender evaluations leveraging lessons from the speaker’s involvement in a diverse range of past complex and successful evaluations. Topics to be covered include: <ul style="list-style-type: none"> > compliance, commercial, technical and financial – how to assess overall value for money > alternative approaches and recent innovations > managing the process and team input to get it done quickly and effectively > the importance of due diligence to avoid being over-sold by sales orientated responses > does probity restrict the flexibility to get it right? 	Peter Macfarlane <i>Director</i> <i>Grosvenor Management</i> <i>Consulting</i>
2.00-2.30pm	Refreshment break	
2.30-3.45pm	Dispute Resolution (continued)	
2.30-3.45pm	Evaluating Tenders (continued)	
3.45pm	Close of Conference	



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Procuretrak, Pricetrak, Servicetrak and VFM Procurement are solutions which will empower procurement teams with analytics, management reporting dashboards and benchmarking tools to add value to their organisations.



Registration Form

The CIPSA Public Sector Procurement Forum

Name (Mr/Mrs/Ms/Miss)

Job Title

Organisation

Address

Suburb/town

P/code

State

Country

Phone

Mobile

E-mail

Conference Options and Fees

Day One of Conference Only

- Option 1 - CIPSA Member rate \$895 + GST = \$984.50
Option 2 - Non-member rate \$995 + GST = \$1094.50

Day One plus Two Workshops on Day Two

- Option 3 - CIPSA Member rate \$1495 + GST = \$1644.50
Option 4 - Non-member rate \$1645 + GST = \$1809.50

Day One plus One Workshop on Day Two

- Option 5 - CIPSA Member rate \$1195 + GST = \$1314.50
Option 6 - Non-member rate \$1345 + GST = \$1479.50

Day Two only - Two Workshops

- Option 7 - CIPSA Member rate \$695 + GST = \$764.50
Option 8 - Non-member rate \$795 + GST = \$874.50

Day Two only - One Workshop

- Option 9 - CIPSA Member rate \$395 + GST = \$434.50
Option 10 - Non-member rate \$445 + GST = \$489.50

Group Bookings and Discounts

If you are registering more than two delegates from your organisation the following discounts will apply.
3-5 delegates = 10% discount >5 delegates = 20% discount

If you are booking a number of delegates, please call CIPSA Conferences on Tel. 07 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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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 07 5519 3103 or email: cipsa@bttbonline.com

How to Register

There are 5 ways you may register
1) Complete form & fax to: 07 5573 5352
2) Online: www.cipsaconferences.com.au
3) By email to cipsa@bttbonline.com
4) By telephone on 07 5519 3103
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 13th May 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.

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