

Procurement in the Public Sector

Building trust, breaking barriers and promoting fairness

Time	Session
08.00 – 08:30	Registration
08:30 - 08:45	<p>BSI welcome opening and welcome by the Chairman</p> <p><i>Scott Steedman, Director of Standards, BSI</i></p> <p><i>Michael Pace, Managing Director, NHS LPP</i></p>
08:45 – 09:00	Keynote speech
09:00 – 10:00	<p>Implementation workshops</p> <p>Context</p> <p>Do you have a real understanding of what can affect your success? Who you are, what you do and how you do it are key. Are you self-aware enough to maximize opportunities and manage your risks? Do you understand the changing needs and expectations of your stakeholders and the impact they can have on your business? This is an opportunity to explore your understanding and learn how to provide the evidence you need.</p> <p><i>Mike Pearson, Director, Mike Pearson Associates</i></p> <p><i>Joshua Dugdale, Technical Manager, MTA</i></p> <p>Organisational Governance</p> <p>To become a trusted organization you need to show that those at the very top are working ethically, sustainably and are prepared to be held to account. Are you doing all that you can to make sure that there aren't conflicts between what you want to achieve and how you go about doing it? Are decision-makers in your organization fully aware of day-to-day activities and how they relate to your policies? No matter the size of your organization good governance is vital to your ability to perform well and be able to make good on your objectives.</p> <p><i>Anita Punwani BSI Chair G/1 Committee – Governance, AMAP</i></p> <p><i>Mark Goyder, Founder and Trustee, Tomorrow's Company</i></p>

10:10- 10:40	Morning coffee break
10:40 – 11:40	<p>Risk and Opportunity management</p> <p>Risk management is always a hot topic and its importance in procurement and the supply chain cannot be under-estimated. These discussions will focus on how to demonstrate that you properly assess and manage risks that could compromise your ability to supply products or services and that you are both aware of and take advantage of opportunities that arise to improve.</p> <p><i>Louise McMahon, Collaboration & Improvement Manager, Kier</i></p> <p>Finance and Commercial Accountability</p> <p>Financial stability, prompt and fair payment terms, ensuring quality isn't lost by securing a contract through underestimating genuine costs: how can you prove that your organization gives value for money without cutting corners or sacrificing long-term success to short-term wins? This is a chance to consider how best to tackle the complexities of financial and commercial accountability for the benefit of everyone involved in your supply chain.</p> <p><i>Neil Cowley, Casework Manager, Small Businesses Commissioner</i></p>
11:40 – 12:10	<p>On the floor: Q&A session</p> <p>This is your chance to directly ask questions of the experts who initiated and wrote the standard, whether it's about how the standard works, how you can meet the requirements or how it can help your type of organization to win contracts and become a trusted supplier to the public sector</p>
12:10-13:10	Lunch
13:10-14:10	<p>Quality Management</p> <p>Being able to consistently provide what you say can provide, without compromising on the quality agreed, running up extra costs or running over deadlines takes careful management. In these discussions we will explore the different ways quality can be managed and how you can give assurance to your customers.</p> <p><i>Mark Braham, Head of Business Assurance, AA</i></p> <p><i>Frank Lee, Product Certification Technical & Operational Delivery Director, BSI</i></p> <p>Procurement and Supply Chain</p> <p>How can you show procuring organizations that you understand your place in the supply chain and how other parts of it affect what you do? This roundtable will look at how you can make things simpler, fairer and more effective up and down the supply chain, to ensure better performance all round.</p> <p><i>Helen Carter, Lead Consultant, Action Sustainability</i></p> <p><i>Ian Cass, Managing Director, FPB</i></p>
14:40 – 15:10	Afternoon Networking Tea & Coffee break
15:10 – 16:10	<p>People</p> <p>No matter how many systems or processes you have in place ultimately the success of your organization comes down to people. In these discussions we will look at the importance of managing relationships, understanding your competence needs and</p>

	<p>communicating effectively and appropriately and how you can prove to others that you manage this crucial element.</p> <p><i>Peter Coley, Director, PKLG Services</i></p> <p><i>David Hawkins, COO, Institute for Collaborative Working</i></p> <p>Performance Evaluation and Improvement</p> <p>Being able to show that you know how to monitor and measure your own performance and are committed to fixing problems and taking steps to improve are an effective way of building trust with others in your supply chain. This conversation will centre on the importance of evaluating the things that matter and the many ways you can demonstrate your commitment to improving performance.</p> <p><i>Wayne Terry, Chief Executive, ABCB</i></p>
<p>16:10 – 17:00</p>	<p>Panel</p> <p>Re-building trust: integrity, fairness and the public purse</p> <p><i>Paul Uppal, Small Business Commissioner, SBC</i></p>
<p>17:00- 17:10</p>	<p>Closing keynote</p> <p>Speaker</p>
<p>17:10</p>	<p>Closing comments/wrap up from BSI and chairman</p>