

PROCUREMENT STRATEGY SUMMIT NSW

EXPLORING BEST PRACTICE IN PROCUREMENT PROCESSES

OCTOBER 31ST, 2023
DOLTONE HOUSE - HYDE PARK
SYDNEY



SPEAKERS



VOCUS

Melissa Unda

Head of Sustainable Procurement and Procurement Operations



Coates

Andres Naranjo

Group Manager Procurement & Purchasing



CIPS

Charlotte Payne

General Manager, Australia & New Zealand,



FLIGHT CENTRE

Damien Sheehy

Global Head of Strategic Procurement



LJ Hooker

Jenny Talbot

Head of Procurement



QBE

Odelia De Cruz

Head of Indirect Procurement AUSPAC

KEY TOPICS

- Bringing procurement to the forefront of business strategy
- Uplifting supplier relationship management & negotiation to achieve best outcomes
- Assessing procurement function performance
- Effectively breaking down key supplier risks to ensure sustainability and continuity

WHO WILL ATTEND?

Chiefs/Directors & Heads of:

- Procurement
- Sourcing
- Vendor Management
- IT Procurement
- Category Management

#FOREFRONTEVENTS

Summit Agenda

TUESDAY, OCTOBER 31ST, 2023

8:30 REGISTRATION, COFFEE & NETWORKING

9:00 WELCOME REMARKS FROM CHAIRPERSON

Charlotte Payne, General Manager, Australia and New Zealand, CIPS



9:10 ATTENDEE SPOTLIGHT

Discuss the top priorities in procurement strategy

9:40 PANEL DISCUSSION: DRIVING BUSINESS OBJECTIVES THROUGH PROCUREMENT STRATEGY

- Taking a leading role in protecting enterprise margins and growth
- Building a case for more resources in procurement function
- Getting stakeholder buy in of procurement processes
- Assessing procurement performance

Claudia Teal, General Manager Procurement, News Corp
Damien Sheehy, Global Head of Strategic Procurement, Flight Centre

Karen Tan, General Manager, Strategic Procurement, Rest

Darren Pike, Director of Procurement Services, Accor
Dojo Esquivel, General Manager- Procurement & Supply Chain, Club Assist

10:20 PRESENTATION: PROCUREMENT IN THE AI ERA: UNLEASHING INNOVATION, SHAPING STRATEGIES

Tom Zielinski, Senior Director, GEP

10:50 MORNING TEA & NETWORKING

11:20 PANEL DISCUSSION: FOSTERING STRONG SUPPLIER PARTNERSHIPS THROUGH PROCESS & TECHNOLOGY

- Improving negotiation and bargaining power
- Best practice in breaking down cost inputs of vendors
- Utilising analytics to assess and measure procurement performance
- Enhancing collaboration with suppliers and internal stakeholders to achieve better outcomes for all parties

Jenny Talbot, Head of Procurement, LJ Hooker Group
Andres Naranjo, Group Manager Procurement & Purchasing, Coates

Odelia De Cruz, Head of Indirect Procurement AUSA, QBE

Moderator: **Michael Odom**, Strategic Value Advisory Services Director, Coupa

12:00 PRESENTATION: THE FUTURE OF WORK

- How people procurement is enabling companies to better mitigate risk, manage costs & empower your business to attract & retain the best talent.

Mark Coyle, CEO, APAC, Guidant Global

12:30 LUNCH & NETWORKING



1:20 INTERACTIVE WORKSHOPS

- Elevating Procurement Efficiency: Unleashing the Power of Document Automation
- Navigating Supply Chain Risks and Overcoming Supplier Prequalification Challenges

2:00 PANEL DISCUSSION: ASSESSING & MITIGATING SUPPLIER RISKS

- Anticipating the economic, environmental and geopolitical risks to procurement
- Using data to verify supplier makeup and ensure longterm sustainability
- Exploring procurement with a purpose and ESG
- Creating supplier contingencies

Rod Quince, Head of Procurement, Gate Gourmet

Melissa Unda, Head of Sustainable Procurement and Procurement Operations, Vocus

Brett Beattie, Head of Procurement, Estia Health

Moderator: **Edwin Chan**, Director, Account Management- APAC, Avetta



2:40 ATTENDEE INTERACTIVE

Future trends in the procurement landscape

3:00 AFTERNOON TEA & NETWORKING

3:20 KEYNOTE: RESPONDING TO MODERN SLAVERY IN AUSTRALIA - A SURVIVORS PERSPECTIVE

- Sharing his story as a survivor of modern slavery in Australia
- His role as an advocate and policy advisor with NGO's, Government & business
- The role of procurement leaders in taking action against modern slavery

Moe Turaga, Survivor and Advocate Against Modern Slavery

3:50 CLOSING REMARKS FOLLOWED BY NETWORKING DRINKS