

4 PROCUREMENT SKILLS ZONES



Eddie Regan, Principal Consultant, PASS Training
Andrew Rudd, Senior Consultant, PASS Training
Phil Kinnell, Senior Consultant, PASS Training

ZONE 1

Specification Writing Zone

- 09.45 - 10.15 **Market Engagement and Your Business Case**
- 10.20 - 10.50 **Specification Requirements**
- 11.00 - 11.30 **Drafting the Specification**
- 11.35 - 12.05 **Planning for Change**

Evaluation Techniques Zone

- 12.45 - 13.15 **Developing an Evaluation Matrix**
- 13.20 - 13.50 **Evaluation at the Selection Stage**
- 14.00 - 14.30 **Evaluation at the Award Stage**
- 14.35 - 15.05 **Alternative Evaluation Models**

ZONE 2

Contract Management Zone

- 09.30 - 10.00 **Due Diligence and Risk Management**
- 10.05 - 10.35 **Relationship Management**
- 10.45 - 11.15 **Managing Change**
- 11.20 - 11.50 **Planning an Exit Strategy**

Bid Support Zone

- 12.30 - 13.00 **Reading the Specification**
- 13.05 - 13.35 **What Does the Buyer Really Want?**
- 13.45 - 14.15 **Understanding Added Value**
- 14.20 - 14.50 **Your Rights at Standstill**
- 15.00 - 15.30 **Tips to Improve Your Bid**

ZONE 3

Procurement Development & Initiatives Zone

- 11.15- 11.35 **Collaboration Supported by our SMEs**
Steven Sinclair, Head of Procurement, NEPO
- 12.15- 12.35 **GDPR Issues to Consider**
Representative from Information Commissioner's Office
- 12.45- 13.05 **NHS Procurement – Rules and Regulations**
Caroline Brash, Training, Events & Business Development Manager, NHS NOE CPC
Michelle Walker, Category Manager – Healthcare Services, NHS NOE CPC
- 13.15- 13.35 **Get Strategic With Social Value**
Ben Carpenter, Chief Executive, Social Value UK
- 13.45- 14.05 **Increasing Participation in Local Authority Contracts**
Paul Murphy, Deputy Head of Corporate Procurement, Manchester City Council

Featuring Legal Advice & Support sessions which will be announced shortly

ZONE 4

Innovation & Digital Zone

- 10.45- 11.05 **Procuring Innovation to Address City Challenges**
Kevin O'Malley, Innovation Lead / SBRI Lead Customer, Innovate UK
- 11.05- 11.25 **Case Study 1 - Data and Artificial Intelligence: Projecting Demand for Education and Social Care**
Representative of Mastodon C
- 11.25- 11.45 **Case Study 2 - Future of Mobility**
Representative of iGeolise
- 11.45- 12.05 **Case Study 3 - Ageing Population**
Representative of Red Ninja
- 13.25- 13.45 **Case Study 4 - Clean Growth**
Representative of Bristol Blue Green
- 13.45- 14.05 **Electronic Purchasing Card Solution (ePCS / GPC)**
Masterclass Q&A
Representative of Mastercard
- 14.05- 14.25 **Collaboration Across the Digital Landscape**
Alison Petrie, Senior Category Manager – ICT and Technology, NHS NOE CPC

These sessions are CPD Certified and count towards your CIPS Chartered Status.

The CPD Certification Service
 Collective Mark