

Efficient & Sustainable Public Sector Procurement

A conference for all public sector buyers

20 September 2007 | Cavendish Conference Centre | London W1

10%
DISCOUNT
for CIPS
members



SPEAKERS:

Jonathon Porritt, **UK Sustainable Development Commission**

Ian Taylor, **Department for Children, Schools and Families**

David Smith, **Department for Work and Pensions**

Michael Whitehouse, **National Audit Office**

John Collington, **Home Office**

Ninian Wilson, **Royal Mail**

Peter Fanning, **OGC**

INVITED:

John Healey, **Treasury**

TO REGISTER:

Tel: 0207 880 6214

Fax: 0207 880 7691

www.publicsectorprocurementconference.com

ORGANISED BY:

THE
CHARTERED INSTITUTE OF
PURCHASING & SUPPLY



SUPPLY
MANAGEMENT

IN ASSOCIATION WITH:

Haden
Building Management

YOUR TARGET: SAVINGS, SERVICE AND SUSTAINABILITY

How can you reduce costs, improve efficiency and move towards sustainability, year after year, without adversely affecting front-line services? And, how can you effectively demonstrate savings, efficiency and sustainability?

WHY ATTEND?

The UK public sector is undergoing the largest efficiency drive in its history. The Gershon targets called for billions of pounds of savings and future spending reviews are guaranteed.

The public sector will be asked to make greater savings and there will be even more pressure to demonstrate those savings and the sustainable credentials of public sector purchasing.

Brought to you by the Chartered Institute of Purchasing & Supply and Supply Management, this event provides a central forum for sharing positive experiences and best practice about how to get the most from your suppliers, to maximise savings, to improve efficiency, to achieve sustainability.

WHO SHOULD ATTEND?

The conference is for all public sector buyers. If you are a commercial director or head of purchasing, procurement or supply within central or local government, or within any other public authority, you should be here.

Join us to take advantage of a programme that includes:

- **The National Audit Office** with the inside track on where public sector savings reports typically go wrong
- The UK's sustainability guru, **Jonathon Porritt**, advising on achieving it, from green buildings to sustainable materials to supplier diversity
- First-hand advice on everything from training and recruitment to policy implementation to the latest in supplier bidding from **Royal Mail**, the **Home Office**, the **Department for Work and Pensions** and the **Department for Education and Skills**

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SPONSORSHIP AND EXHIBITION OPPORTUNITIES STILL AVAILABLE:

If you want to reach the top level of public sector procurement professionals, we can offer you:

- Branding before, during and after the event
- Networking opportunities at the event
- Exhibition space to display your services

For more information, please contact **Stuart Gallagher** on **020 7880 8545** or at stuart.gallagher@redactive.co.uk, or **Lindsay Carline** on **020 7880 6233**, lindsay.carline@redactive.co.uk

PROGRAMME

9.00 REGISTRATION AND COFFEE

9.30 WELCOME AND OPENING REMARKS FROM THE CHAIRMAN

9.40 WHAT'S NEXT AFTER GERSHON? WHAT THE TREASURY EXPECTS OF PUBLIC SECTOR BUYERS

- CSR 2007 and beyond: anticipating future spending reviews
- Sustaining procurement efficiency over time
- A review of Gershon – how successful has it been in improving efficiency?

Invited speaker:

John Healey

Financial Secretary to the Treasury

10.10 THE NATIONAL AUDIT OFFICE ON HOW PUBLIC SECTOR BUYERS CAN BEST DEMONSTRATE SAVINGS

- Where public sector savings reports typically go wrong
- Tips on quantifying and reporting efficiency savings and added value
- Examples of reporting systems that are particularly effective, and ineffective
- What the NAO is looking for: lessons for buyers for future reporting

Michael Whitehouse

Assistant Auditor General

National Audit Office

10.40 QUESTION AND ANSWER SESSION

11.00 MORNING COFFEE

CASE STUDY

11.30 THE ROYAL MAIL PROCUREMENT TRANSFORMATION PROJECT: RECRUITING AND RETAINING BUYERS

- The targets we were set and the strategy we set out to meet them
- The core skills and competencies that we identified
- Finding the right people – the most effective channels to reach candidates
- How we made our offer stand out from the competition
- Our interview and assessment strategy
- The results to date

Ninian Wilson

Group Procurement Director

Royal Mail

CASE STUDY

12.00 DOING MORE WITH LESS - HOW PUBLIC SECTOR BUYERS, AND OGC, CAN DELIVER BETTER SERVICES WITH FEWER RESOURCES

- The impact of Gershon on frontline service provision in the short, medium and long term
- What we did and how we did it
- What went wrong, what we would do differently and what advice we would give to our peers
- How the downsizing of the OGC has impacted its effectiveness

Peter Fanning

Acting Chief Executive

OGC

12.30 QUESTION AND ANSWER SESSION

12.45 LUNCH

14.00 DEFINING SUSTAINABILITY IN PUBLIC SECTOR PURCHASING: GREEN BUILDINGS, ENVIRONMENTALLY SUSTAINABLE MATERIALS OR SUPPLIER DIVERSITY/EQUALITY?

- Is sustainable procurement an environmental or a social issue?
- Where do cost pressures on public sector procurement leave sustainability and government social objectives?
- Is sustainability a higher priority than cost reduction?
- Should sustainability costs be recorded up front or over whole life?
- What contribution can procurement make to the Sustainable Development Agenda?
- Supplier sustainability: recommendations for rating suppliers and their environmental/diversity policies

Jonathon Porritt

Chairman

UK Sustainable Development Commission

14.25 QUESTION AND ANSWER SESSION

14.45 TRAINING AND RETAINING EFFECTIVE BUYERS IN THE PUBLIC SECTOR

- Transforming the procurement team to deliver sustainable procurement capability
- Using the OGC Procurement Capability Review to support the need to change (DFES is the pilot department for the process and results should be emerging around this time)
- Making collaboration a key skill for public sector buyers
- How the Public Sector Faculty will

help drive up skills and performance across government procurement

Ian Taylor

Director

*Centre for Procurement Performance
Department for Children, Schools and Families and Past President, Chartered Institute of Purchasing and Supply*

15.10 QUESTION AND ANSWER SESSION

15.15 AFTERNOON TEA

CASE STUDY

15.45 COMPETITIVE NEUTRALITY - HOW THE DEPARTMENT FOR WORK AND PENSIONS HAS ENSURED A LEVEL PLAYING FIELD IN SUPPLIER BIDDING

- Positive encouragement or positive discrimination?
- What has worked and what has not
- Advice we would give to anyone starting a competitive neutrality programme
- How likely is it that competitive neutrality will become compulsory in public sector procurement?

David Smith

Commercial Director

Department for Work and Pensions

CASE STUDY

16.15 THE IMPACT OF REFORM AND RECENT POLICY INITIATIVES ON PROCUREMENT AT THE HOME OFFICE

- How division of the department will affect the procurement team
- What ID cards, biometrics and Homeland Security will mean for purchasing – getting to grips with new technologies and services quickly

John Collington

Group Commercial Director

Home Office

16.45 QUESTION AND ANSWER SESSION

17.00 CLOSING REMARKS AND CLOSE OF CONFERENCE

This programme may change due to unforeseen circumstances. Redactive Events reserves the right to alter the venue and/or speakers.

Celebrate Excellence in Purchasing and Supply Management tonight at the Grosvenor House Hotel. To reserve a table, call 020 7880 6214 or visit www.cipssmawards.com



BOOKING FORM

DELEGATE DETAILS (please complete in block capitals)

Title (Mr, Ms, Mrs): _____ First name: _____ Surname: _____
 Job title: _____
 Department: _____
 Company name: _____
 Address: _____
 _____ Post code: _____ Country: _____
 Tel no: _____ Fax no: _____ Mobile no: _____
 Email: _____

Please photocopy this form to register further delegates

ITEM	DELEGATE FEE:	QUANTITY REQUIRED	SUB-TOTALS
Public sector	£350 plus VAT (£411.25)		
Private sector	£500 plus VAT (£587.50)		
Group discounts are available. For more information on group discounts, please contact the conference team using the details in the box below.			TOTAL AMOUNT PAYABLE (plus VAT)

HOW TO PAY (please tick the relevant payment option)

PAYMENT IN FULL MUST BE RECEIVED BEFORE THE CONFERENCE.
 FOR PAYMENT QUERIES PLEASE CALL 020 7880 6214.

Credit/Debit Card

Card Number: _____
 Expiry Date: _____ Issue no (for Switch): _____ Valid from: _____ Security code: _____

I have read the cancellation policy with the terms and conditions. I authorise the use of my credit/debit card for the above payment.

Signature: _____

Cheque

Please find enclosed a cheque for the amount of £_____ made payable to Redactive Events. Please send to the address in **ways to register** box.

Bank Transfer

If paying by bank transfer please send your payment to :
Account Name: Redactive Events Ltd, **Account Number:** 20130358
Sort Code: 086001, **Bank Name:** Unity Trust Bank
IBAN: GB11CPBK08005150073210, **Swift Code:** CPBKGB22

Purchase order number (where applicable): _____

Email (accounts contact): _____

Invoice address (if different from above): _____

WAYS TO REGISTER

1. www.publicsectorprocurementconference.com
2. Tel 0207 880 6214
3. Fax 0207 880 7691
4. Email: becky.montwill@redactive.co.uk
5. Post to: Rebecca Montwill, Efficient & Sustainable Public Sector Procurement, Redactive Events Ltd, 17 Britton Street, London EC1M 5TP, UK

TERMS AND CONDITIONS:

Cancellation policy: In the event you are not able to attend this conference, a replacement delegate may be sent in your place. Cancellations are subject to a 20% cancellation fee up to 21 days before the event. If you cancel later than this, the full fee will be forfeited. **Booking terms:** PAYMENT IN FULL MUST BE RECEIVED BEFORE THE CONFERENCE. BOOKINGS ARE ONLY CONFIRMED ON RECEIPT OF PAYMENT, NOT RECEIPT OF BOOKING FORM. It may be necessary, for reasons beyond our control, to alter the contents, speakers, timings or venue of this event. **Force Majeure:** Redactive Events Ltd does not accept any liability resulting from causes beyond its reasonable control including, but not limited to, transport disruptions, individual transport delays, fires, insurrection or riots, embargoes, interruption of power supplies, disruption to the supply of computer hardware or software, communication network loss or failure, compliance with any applicable legislation or regulations of any civil or military authority. **Additional requirements:** If you have any additional requirements, e.g. wheelchair access, large print, etc, please inform us no later than one month prior to the event. **Data protection:** Please tick if you do not wish to receive information related to procurement.

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