



UKUPC

Conference 2023

Procurement leadership for a changing world

Sponsored by



Event Agenda | Tuesday 5 September 2023 – Thursday 7 September 2023

Timings	Session	Room
Tuesday 5 September 2023		
From 15.00	Delegate Arrival and Check In	
18.30-22.30	Reception Drinks and Welcome Dinner	
Wednesday 6 September 2023		
08.30-09.10	Welcome Tea & Coffee and Exhibition	
09.15-09.25	Conference Welcome	
09.25-10.15	<p>Plenary 1: The Psychology of Leadership and Management Leadership is about creating a 'thinking environment', which will generate creative solutions. In this opening plenary session, our speaker, Alex Firmin, will introduce delegates to Generative Leadership; a current theory that identifies leadership as a process rather than being attributable to an individual. Alex will position the model as being helpful when dealing with complex issues, and where there is a variety of perspectives in a group or team. <i>Speaker: Alex Firmin, Leadership Coach</i></p>	tbc
10.20-11.10	Refreshments and Exhibition	
11.15-12.00	<p>Breakout Session 1 (choose one from the following):</p> <p>Using Continuing Professional Development (CPD) to develop your team Investing in your staff to develop individuals will add value to your organisation and will help with staff recruitment and retention. This session will explore the benefits, looking at examples of successful practice: from a whole system approach to developing capabilities, to individual examples of innovation and excellence. Helen will illustrate how CPD is integral to Procurements success and share examples of good and effective development. <i>Speaker: Helen Wain, Former Head of Group Procurement, University of Cambridge</i></p>	tbc
	<p>The Future Direction of the HE Sector In this session, Javneet Ghuman will discuss the changes affecting the future direction of the University sector. We will look at the shape of future funding including any challenges that are being faced and how they can be countered. <i>Speaker: Javneet Ghuman, Associate Director of Policy and Advocacy, University of the Arts London</i></p>	tbc
	<p>Delivering Social Value This session will cover: - how you build social value into your tenders - scoring and measuring social value in your contracts - how social value elements are included in UKUPC framework agreements.</p>	tbc

	<p>We will also hear about the journey by Leicester University, Loughborough University and De Montford University on their joint social value collaboration project to implement HE TOMs.</p> <p><i>Speakers: James Trotter, Director of Procurement Leicester University, Mark Chester Head of Commercial Finance Loughborough University, Martin Satchwell, Head of Procurement, De Montford University</i></p>	
	<p>Professional Services Category Update</p> <p>Delivered by UKUPC Category Managers, and framework suppliers where relevant, this strategic session focussed on the Professional Services category will provide delegates with the latest market insights or hot topics affecting this category.</p>	tbc
	<p>Achieving a Circular Approach to IT Procurement</p> <p>A large organisation will typically refresh its IT estate every three to five years to ensure it keeps up with the rapid pace of change that the IT sector has created. But not all organisations will have a plan in place in place to ensure their old IT assets don't end up in landfill, nor are they aware of steps they can make to achieve a more circular approach to IT Procurement, as part of their efforts to achieve Net Zero.</p> <p>ICT supplier, The Stone Group, will look at:</p> <ul style="list-style-type: none"> • Understanding the circular approach to procurement. • Piloting the procurement of "non-new ITC " for organisations. • Reusing ITC resources as much as possible. • Recycling as the last resort option. <p><i>Speaker: Craig Campion, Director of ITAD Services, Stone Group Ltd</i></p>	tbc
12.05-12.50	<p>Breakout Session 2 (choose one from the following):</p>	
	<p>Successfully Integrating University and Procurement Strategies</p> <p>Procurement and Finance functions are key building blocks and integral enablers of a university's strategy and its civic agenda: helping deliver direct social and environmental impact, being able to drive forward environmental and social equity. No one part of the university can operate properly on its own and no one part of the university can be changed without affecting another. This session will feature case studies of the successful integration and alignment of university and procurement strategies.</p> <p><i>Speakers: Leigh Kopec, Head of SUPC and Martin Satchwell, Head of Procurement, De Montfort University and Rob Bloomer – Associate Director Procurement, UEA</i></p>	tbc
	<p>The Challenge of Change</p> <p>Opening plenary speaker, Alex Firmin, continues our conference leadership theme by examining the psychological impact of change, sometimes known as 'The Death Valley of Change'. Alex will examine why change can reduce motivation, and how to overcome this through communication, support, feedback, and encouragement.</p> <p><i>Speaker: Alex Firmin, Leadership Coach</i></p>	tbc
	<p>Embedding EDI in Procurement - Are you sure that you are reaching ALL suppliers who could be providing a fantastic service for your University?</p> <p>This interactive session will explore if there could there be some bias in process or decision-making that favours suppliers from certain backgrounds. Would you like to be doing more to encourage inclusive practices in your suppliers? We will look at some procurement scenarios through an equality, diversity and inclusion lens, to start growing your inclusive mindset.</p> <p><i>Speaker: Ellie Highwood, Consultant in Diversity and Inclusion, HR, and Leadership</i></p>	tbc
	<p>Estates & FM: Managing inflationary pressures within the supply chain</p> <p>With unprecedented price increases and supply disruption in the area of construction over the past couple of years, Estates and FM provider, CBRE, will provide an insight into how they manage inflationary pressures within the supply chain and ensure continuity of supply.</p> <p><i>Speaker: tbc</i></p>	tbc
	<p>Transforming Public Procurement: The latest on the new procurement regulations</p> <p>We will be joined by a speaker from the Cabinet Office to discuss the latest pertinent issues around the new procurement regulations.</p> <p><i>Speaker: tbc</i></p>	tbc
	<p>Carbon Offsetting and Credibility</p> <p>This introduction to the new Carbon Offsetting framework agreement will include a</p>	tbc

	<p>presentation by the carbon offsetting broker, demonstrating real examples and how they check the credibility of projects.</p> <p><i>Speakers: Justin McLoughlin, Senior Category Manager LUPC and tbc, Successful Broker on the Carbon Offsetting Framework Agreement (evaluation currently underway).</i></p>	
12.55-14.15	Lunch and Exhibition	
14.20-15.10	<p>Plenary 2: Harnessing the Power of Procurement across your University</p> <p>In economically challenging times, it is even more important for Procurement to help shape institutional strategies and have a place on the key decision making forums to positively influence stakeholders across the institution. This panel session will look at how three universities, Queen Mary University of London; UCL; and Sheffield University; have achieved this.</p> <p><i>Speakers: Bahar Shahin, Deputy Director of Procurement Queen Mary University of London, Ian Galloway, Commercial Director UCL, and Liz Tidswell, Head of Procurement University of Sheffield</i></p>	tbc
15.15-15.55	Refreshments and Exhibition	
	Breakout Session 3 (choose one from the following):	
	<p>Energy Saving Initiatives</p> <p>Two UKUPC members will showcase how their objectives are being achieved through the reduction in energy usage and bringing forward energy saving initiatives.</p> <p><i>Speakers: tbc</i></p>	tbc
	<p>Improving Performance Through Action and Reflection</p> <p>In this session we look at Red Time (action) and Blue Time (reflection) and how balancing both action and reflection can improve performance.</p> <p>Red Time is 'doing' where we execute the task, focus on delivery, and get things done. Blue Time is 'thinking' where we reflect, plan, evaluate and consider.</p> <p>Everyone needs to find the right balance for their role, and the situation they are working in. This session will consider the importance of blue time, particularly in times of uncertainty, both for individual reflection, and team communication.</p> <p><i>Speaker: Alex Firmin, Leadership Coach</i></p>	tbc
16.00-16.45	<p>Protecting both people and planet within public procurement supply chains</p> <p>There is increasing recognition of the links between climate change and modern slavery. This session will be focused on the outputs from a Department of Digital Economy, Entrepreneurship & Innovation funded research project, which has the aim of supporting UK public sector efforts to simultaneously address modern slavery risk in, and reduce the climate impact of, the supply chains of the goods and services purchased. We will hear from the Project Lead, Dr Michael Rogerson from University of Surrey, who along with colleagues from The University of Bath and The University of the West of England, carried out their research in 2023 through interviews with public buyers and public sector suppliers.</p> <p><i>Speaker: Michael Rogerson, Lecturer, University of Surrey</i></p>	tbc
	<p>ICT Category Update</p> <p>Delivered by UKUPC Category Managers and framework suppliers, where relevant, this strategic session focussed on the ICT category will provide delegates with the latest market insights or hot topics affecting this category.</p>	tbc
	<p>How to Influence Internal Stakeholders</p> <p>A practical session that will take delegates through a process of identifying and engaging with stakeholders, creating a plan and then demonstrating the value you add. With the added bonus of a take-away toolkit.</p> <p><i>Speaker: Joel Arber, Managing Director SUMS Group</i></p>	tbc
18.15-23.00	Conference Drinks Reception, Dinner, and Procurement Awards	
Thursday 7 September 2023		
08.15-08.55	Welcome Tea & Coffee and Exhibition	
09.00-09.05	Conference Welcome	tbc

09.05-09.55	<p>Plenary 3: Procurement’s Big Three for 2023 - Resilience, Purpose and Digitisation Procurement and supply chain risk has moved to the top of many organisational agendas, driven by Covid, economic challenges and global geo-political crises. It is therefore vital that organisations develop greater resilience – the ability to manage risk and develop “bouncebackability”. Alongside those priorities, procurement is also grappling with the sustainability and ESG agendas through “procurement with purpose”, which covers environmental, economic and social issues and opportunities through our supply chains.</p> <p><i>Speaker: Peter Smith, Industry Leader in Procurement & Supply Chain and Author</i></p>	tbc
Breakout Session 4 (choose one from the following):		
	<p>Opting out of the Procurement Regulations This session will look at some of the pros and cons of opting out of the procurement regime. Legal supplier, VWV, will discuss some of the legal issues members would need to consider. Sheffield University will also talk about their recent first hand experience of going through the process, having opted out from April 2023.</p> <p><i>Speakers: Stephanie Rickard, Procurement Lawyer VWV and Liz Tidswell, Head of Procurement University of Sheffield</i></p>	tbc
	<p>Making Social Value Real - converting procurement with purpose concepts into practical action A practical session taking delegates through a process for thinking through the areas that their organisation might want to prioritise across the very wide field of "purpose!" Helping delegates to prioritise, recognising you should focus on what matters to your stakeholders and what you can actually affect in a significant, but practical manner!</p> <p><i>Speaker: Peter Smith, Industry Leader in Procurement & Supply Chain and Author</i></p>	tbc
10.00-10.45	<p>Realising Net Zero A brief look at the changes to Scope 3 reporting and what that means for members. We will hear from two members, Lancaster University and De Montford University, about their journey to Net Zero.</p> <p><i>Speakers: Larissa Morrish, Head of Procurement at Lancaster University and Karl Letten, Sustainability Manager De Montfort University</i></p>	tbc
	<p>STEMed/Lab Category Update Delivered by UKUPC Category Managers, and framework suppliers where relevant, this strategic session focussed on the STEMed category will provide delegates with the latest market insights or hot topics affecting this category.</p>	tbc
	<p>Negotiating Contract Terms and Conditions This session will look at how to negotiate terms and conditions at contract stage, including building in mechanisms to mitigate price increases. The University of the Arts London alongside a legal provider will discuss their experience of negotiating complex contractual arrangements.</p> <p><i>Speakers: Jasbinder Sandhu, Deputy Director LUPC and former Head of Procurement at UAL, and legal provider tbc</i></p>	tbc
	<p>Library Category Update Delivered by UKUPC Category Managers, and framework suppliers where relevant, this strategic session focussed on the Library category will provide delegates with the latest market insights or hot topics affecting this category.</p>	tbc
10.50-11.45	Refreshments and Exhibition	
11.50-12.40	<p>Plenary 4: The Economy and Managing Inflation - Current and Future Economic Challenges. We are operating in very challenging times. Liz Martins, UK Economist at HSBC, will look at the current economic situation and what that means for the HE Sector. Touching on both global and UK implications, Liz will provide insight into future economic challenges and what we can do to mitigate them. Delegates will have the opportunity to be involved in this discussion, with Q&A very much a part of this plenary session.</p> <p><i>Speaker: Liz Martins, UK Economist, HSBC</i></p>	tbc
12.40-12.50	Call to UKUPC Conference 2025 and Conference Close	tbc
12.55-13.30	Lunch and Exhibition	
13.30	Delegates Depart	