



Procurement leadership for a changing world

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

Timings	Session	Room (subject to change)
Tuesday 5 September 2023		
From 15.00	Delegate Arrival and Check In	Holland Hall
18.30-22.30	Reception Drinks and Welcome Dinner – “UKUPC Fest!”	Forum Piazza
Wednesday 6 September 2023		
08.30-09.10	Welcome Tea & Coffee and Exhibition	Devonshire House
09.15-09.25	Conference Welcome	Peter Chalk Centre - Newman Blue Theatre
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>	
10.20-11.10	Refreshments and Exhibition	Devonshire House
11.15-12.00	Breakout Session 1 (choose one from the following):	
	<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>	Peter Chalk Centre 2.1 & 2.2
	<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>	Peter Chalk Centre – Newman Collaborative
	<p>Delivering Social Value This session will cover: - how you build social value into your tenders - scoring and measuring social value in your contracts</p>	Peter Chalk

	<p>- how social value elements are included in UKUPC framework agreements. 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>	Centre - Newman Blue Theatre
	<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> <p><i>Speaker: Roy Dennis, Senior Category Manager, LUPC</i></p>	Peter Chalk Centre 1.1 & 1.2
	<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. 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>	Peter Chalk Centre 2.5 & 2.6
	<p>Exhibitor Session: Responsible Procurement from a member/consortia perspective</p> <p>Exhibitors can join this session to gain an understanding of the responsible procurement activity across UKUPC both at consortia and member level. This insight will also provide guidance to suppliers on the sustainability expectations of them.</p> <p><i>Speakers: Margaret Shapiro, Responsible Procurement Lead LUPC and Sarah Dye, Operational Procurement Manager NWUPC and Chair of the UKUPC Responsible Procurement Network.</i></p>	Peter Chalk Centre – Newman Green
Breakout Session 2 (choose one from the following):		
12.05-12.50	<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: Gemma Payne, Head of Procurement, SUPC and Martin Satchwell, Head of Procurement, De Montford University and Rob Bloomer – Associate Director Procurement, UEA</i></p>	Peter Chalk Centre – Newman Collaborative
12.05-12.50	<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>	Peter Chalk Centre 2.5 & 2.6
12.05-12.50	<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>	Peter Chalk Centre 2.1 & 2.2

	<p>Estates & FM: Managing inflationary pressures within the supply chain 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. <i>Speaker: tbc</i></p>	Peter Chalk Centre 1.1 & 1.2
	<p>Transforming Public Procurement: The latest on the new procurement regulations We are joined by Senior Policy Lead at the Cabinet Office, Sam Russell, for a discussion on the latest pertinent issues around the new procurement regulations. <i>Speaker: Sam Russell, Senior Policy Lead - Commercial Policy Team, Cabinet Office.</i></p>	Peter Chalk Centre Newman Blue Theatre
	<p>Carbon Offsetting and Credibility This introduction to carbon offsetting in the HE Sector will provide a background on the history and use of offsetting services in the sector; explain how we developed the new framework; and demonstrate real examples of projects including the credibility of them. The session will be co-presented by MyCarbon, who were instrumental in developing a pilot programme with EAUC on carbon offsetting. <i>Speakers: Justin McLoughlin, Senior Category Manager LUPC and Toby Green, Director and Co-Founder, MyCarbon.</i></p>	Peter Chalk Centre 1.5 & 1.6
12.55-14.15	Lunch and Exhibition	Devonshire House
14.20-15.10	<p>Plenary 2: Harnessing the Power of Procurement across your University 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 Abertay University; have achieved this. <i>Speakers: Bahar Shahin, Deputy Director of Procurement Queen Mary University of London, Ian Galloway, Commercial Director UCL, and Rhonda McKay, Head of Procurement Abertay University Dundee and Angus College</i></p>	Peter Chalk Centre Newman Blue Theatre
15.15-15.55	Refreshments and Exhibition	Devonshire House
	Breakout Session 3 (choose one from the following):	
	<p>Energy Saving Initiatives Two UKUPC members will showcase how their objectives are being achieved through the reduction in energy usage and bringing forward energy saving initiatives. <i>Speakers: tbc</i></p>	Peter Chalk Centre 1.1 & 1.2
16.00-16.45	<p>Improving Performance Through Action and Reflection In this session we look at Red Time (action) and Blue Time (reflection) and how balancing both action and reflection can improve performance. 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. 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. <i>Speaker: Alex Firmin, Leadership Coach</i></p>	Peter Chalk Centre 2.1 & 2.2
	<p>Protecting both people and planet within public procurement supply chains 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. <i>Speaker: Michael Rogerson, Lecturer, University of Surrey</i></p>	Peter Chalk Centre - Newman Blue Theatre

	<p>ICT Category Session: Creating Successful Partnerships - Lessons from the Apple HE Agreement and Selecting the Right Supplier for Software Licensing and IT Related Accessories and Parts (ITRAP)</p> <p>This session will be delivered in two parts. In part 1, "Creating Successful Partnerships: Lessons from the Apple HE Agreement," James Davies leverages his unique experience as former IT Director at UCA and his current role at Academia. He'll discuss the genesis and evolution of the Apple HE Framework and Academia partnership, emphasize the value of trust circles in building lasting relationships, and outline the hallmarks of effective partnerships. With his dual perspective, he'll explore future market trends and how strong alliances can ensure universities remain technologically competitive. Part 2 will cover "Selecting the right supplier for the Software Licensing Resellers Agreement (SLRA) and ITRAP". Mark Lewis will look at the lessons learned from the Servers, Storage and Solutions tender and how this shaped the approach to tendering for SLRA and ITRAP. Mark will provide an overview of the challenges, solutions and benefit of the new frameworks. He will provide insight on what to expect, especially with SLRA, and how to meet the new opportunities and challenges within the software market.</p> <p><i>Speakers: James Davies, Technical Solutions Specialist - Higher Education, Academia and Mark Lewis, Category Manager ICT, SUPC</i></p> <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> <p>Exhibitor Session: Engaging with UKUPC consortia and members</p> <p><i>Speakers: Antonio Ramirez, Senior Category Manager LUPC and tbc, SUPC</i></p>	<p>Peter Chalk Centre 2.5 & 2.6</p> <p>Peter Chalk Centre – Newman Collaborative</p> <p>Peter Chalk Centre – Newman Green</p>
18.15-23.00	Conference Drinks Reception, Dinner, and Procurement Awards	
08.15-08.55	Welcome Tea & Coffee and Exhibition	
09.00-09.05	Conference Welcome	
09.05-09.55	<p>Plenary 3: Procurement's Big Three for 2023 - Resilience, Purpose and Digitisation</p> <p>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>	<p>Peter Chalk Centre - Newman Blue Theatre</p>
Breakout Session 4 (choose one from the following):		
10.00-10.45	<p>Opting out of the Procurement Regulations</p> <p>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. LSE will also talk about their experience, having worked outside of the regulations since 2003.</p> <p><i>Speakers: Stephanie Rickard, Procurement Lawyer VWV and Cristian Martin, Director of Procurement London School of Economics and Political Science</i></p>	<p>Peter Chalk Centre 2.1 & 2.2</p>
	<p>Making Social Value Real - converting procurement with purpose concepts into practical action</p> <p>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>	<p>Peter Chalk Centre 2.5 & 2.6</p>

	<p>Realising Net Zero</p> <p>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>	Peter Chalk Centre 1.1 & 1.2
	<p>STEMed/Lab Category Session: Understanding the prominent factors at play in Laboratory Procurement</p> <p>During this session, LUPC and SUPC category managers will discuss the key aspects at play when it comes to Laboratory procurement. There will be a particular focus on how teaching and research priorities can influence buying behaviour, as well as the importance of engaging key stakeholders when planning large laboratory capital projects to avoid delays and missed opportunities. The discussion will aim to highlight these factors and provide the audience with a thorough discussion of how considering various approaches may aid their procurement strategies going forward.</p> <p><i>Speakers: Antonio Ramirez, Senior Category Manager LUPC and Taron Smith, Category Manager STEMed SUPC</i></p>	Peter Chalk Centre 2.3
	<p>Negotiating Contract Terms and Conditions</p> <p>This session will look at how to negotiate terms and conditions at contract stage, including building in mechanisms to mitigate price increases. Guidance will be provided by legal provider, Mills and Reeve and The University of the Arts London 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 Claire Gamage, Principal Associate, Mills and Reeve.</i></p>	Peter Chalk Centre - Newman Blue Theatre
10.50-11.45	Refreshments and Exhibition	Devonshire House
11.50-12.40	<p>Plenary 4: The Economy and Managing Inflation - Current and Future Economic Challenges.</p> <p>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>	Peter Chalk Centre - Newman Blue Theatre
12.40-12.50	Call to UKUPC Conference 2025 and Conference Close	
12.55-13.30	Lunch and Exhibition	Devonshire House
13.30	Delegates Depart	