




## Conference on University Purchasing 2015 – Programme of seminars

All being held in either Keynes Lecture Theatres (KLT) or Keynes Seminar rooms (KS)

Session name	Speaker profile	Room
<b>Wednesday 9<sup>th</sup> September 10.15-12.00</b>		
<b>Understanding European Regional Development Fund Audits</b>	<p><i>Minimising risk from ERDF. Sharing experiences from ERDF/DCLG audits, their findings and their requirements. Learning points on how to set up and deal with those audits</i></p> <p><b>JIM REED, DIRECTOR OF PROCUREMENT, UNIVERSITY OF NOTTINGHAM</b></p> <p><b>SPEAKER BIO</b></p>  <p>Jim Reed has degree in computing and spent 21 years in GEC. He then moved to Royal Mail as Quality Director, BPI Director Business Strategy Director before becoming IT Purchasing Director in 1999. Whilst in Royal Mail Jim renegotiated Horizon, reduced the IT spend significantly and Outsourced Royal Mail's IT Services to the Prism Alliance in a £1.4bn 10 year deal.</p> <p>In 2004 Jim Joined Rolls-Royce as Purchasing Director IT and renegotiated, re-priced and managed the Rolls-Royce IT Outsource.</p> <p>Jim is now Director of Procurement at the University of Nottingham where he manages the global third party spend of the University across it's campuses in the UK, China and Malaysia</p> <p>Jim is MCIPS, a fellow of the National Outsourcing Association and Deputy Chair of the Higher Education Procurement Association (HEPA)</p>	KS16
<b>Wednesday 9<sup>th</sup> September 10.15-12.00</b>		
<b>Making Teams Work</b>	<p><i>This session will use the Psychological Type model (MBTI) to look at how teams work, why they sometimes don't and what members of a team, and their managers, can do to encourage more effective communication and collaboration. Tim will focus on one particular element of the model, the difference between Introverts and Extraverts. Often used in everyday conversation to describe specific behaviours, this session will go beyond the stereotypes to show how all of us balance both tendencies at work and the importance of taking them into account when managing or engaging with teams, colleagues and stakeholders. Participants will use scenarios and real life examples to find out how using this approach can help improve communication, team management and performance. Tim will also share some simple practical tips and tools to enable participants to get the most out of any team they are part of.</i></p> <p><b>TIM LELEAN, MANAGING DIRECTOR, YEAR ONE CONSULTING</b></p> <p><b>SPEAKER BIO</b></p>  <p>I am an expert facilitator with over 15 years' experience of consulting in the areas of leadership development, change management and innovation. I have a BA in Social Psychology and an MA in Organisational Consulting from the Tavistock Clinic. I am also BPS Level A qualified and a licensed MBTI practitioner.</p>	KLT1



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	<p>I started my consulting career as part of a multi-disciplinary facilitation team attached to Ernst &amp; Young's Accelerated Solutions Environment (ASE), supporting collaborative problem-solving workshops as part of larger strategic change initiatives for global organisations in telecoms, IT and financial services industries in the UK, USA and Scandinavia.</p> <p>In 2002 I joined an organisational development consultancy, acting as the programme lead on major leadership development initiatives for central Government clients including the Department for Transport, HM Prison Service, the Environment Agency and the Courts Service. I left to take on the role of a specialist coach and facilitator within a strategy consulting start-up before setting up my own organisational development consultancy, Year One Consulting, in 2006.</p> <p>Since 2006 I have worked as an executive coach and facilitator within the Higher Education Sector, Local Government and for clients within the Creative Industries. I have designed and developed leadership programmes for mixed cohorts of academics and professional services managers at Head of School/Department level. I have also worked as a coach with individuals and small groups of senior managers and academics, focusing on leadership development, managing organisational change and personal impact.</p>	
<p><b>Wednesday 9<sup>th</sup> September 10.15-12.00</b></p>		
<p><b>Support from Suppliers: How Can You Change Your Behaviour to Get Best Value from Your Suppliers?</b></p>	<p><i>This session will provide a practical overview for delegates on how to adjust behaviours to get the most out of relationships with suppliers. Steve's session will focus on the importance of active communication and moving away from an 'us' and 'them' approach to a collaborative approach that focuses on similarities between what buyers and suppliers are trying to achieve. The session will address key messages within procurement in an interactive and engaging format, and will help delegates identify opportunities for two-way communication with suppliers. It will also leave delegates with skills to help them tailor the supplier relationship strategy and achieve long-term combined goals with suppliers.</i></p> <p><b>STEVE ROEBUCK, SALES MANAGER, SCIENTIFIC LABORATORY SUPPLIES (SLS)</b></p> <p>SPEAKER BIO</p>  <p>Steve's primary role at SLS focuses on the Higher Education and Research sectors where he manages national agreements, supported by a team of dedicated SLS individuals from key areas of the business. A Microbiology graduate and ex-MRC employee, Steve draws on previous experience in the fields of immunology, biochemistry, bioenergetics, and recently as a commercial sales manager. Steve can engage with all relevant personnel: procurement professionals, scientific end users, third-party procurement and consortia, delivering pinpointed solutions to each market, a key role to help facilitate supply solutions.</p>	<p>KLT6</p>
<p><b>Wednesday 9<sup>th</sup> September 10.15-12.00</b></p>		
<p><b>Understanding Construction Procurement</b></p>	<p><i>Understanding 'Estates' speak. What's a priority to Estates in their contracts? This is a session on understanding the different forms of construction contracts, looking at different types of contracting routes, an overview of RIBA stages etc</i></p> <p><b>TONY FORBAT, DIRECTOR, FORBAT ASSOCIATES LTD</b></p> <p>SPEAKER BIO</p>	<p>KLT5</p>



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	 <p>Tony is a chartered engineer and a corporate member of the Institution of Civil Engineers and Institution of Structural Engineers.</p> <p>He specialises in development management and project management of multi-disciplinary projects. Prior to setting up Forbat Associates Ltd in 2014 he spent 29 years as a partner/senior director at Fuller Peiser and BNP Paribas Real Estate where he was head of the education sector team and technical head of project management. He remains a consultant to BNP Paribas Real Estate.</p> <p>Tony has acted for commercial owner occupiers, developers, education establishments and local authorities on many strategic studies, master planning, procurement and project management assignments including:-</p> <ul style="list-style-type: none"> <li>• Major developments for the University of Kent at Medway and Canterbury</li> <li>• £50m Wellcome Trust Genome Campus</li> <li>• West Thames College's £70m redevelopment.</li> </ul> <p>Over his career Tony has been responsible for procuring design and construction teams for private sector and public sector organisations many of which have been subject to OJEU procurement rules. He has presented on procurement options to Part 3 Architecture students at the University of Kent. He is currently the project manager for a new development for Kent Business School and School of Maths at the Canterbury campus.</p> <p>Tony has also managed and coordinated property acquisitions and disposals to fund redevelopments and appraised and reviewed many major developments for charities and funders, including hotels in central London, museums and research facilities.</p> <p>Prior to this he worked for a major contractor on projects including nuclear power stations, breweries, and water treatment facilities.</p>	
<b>Wednesday 9th September 12.00-12.45</b>		
<b>Building Capacity for Estates-related Collaborative Procurement</b>	<p><i>Mark will present an overview of national estates related collaborative procurement and explore with the group the perceived barriers to the use of both national and regional frameworks. The session will draw upon Mark's recent experience of setting up a new Estates Category Group for the NEUPC of which he is a director.</i></p> <p style="color: red;"><b>MARK SWALES, DIRECTOR OF ESTATES AND FACILITIES, SHEFFIELD HALLAM UNIVERSITY</b></p> <p><b>SPEAKER BIO</b></p>  <p>Mark was appointed as Director of Estates and Facilities on the 1st July 2010 in which time the department has gained "Investors In People" Gold standard and achieved ISO 14001 and ISO 5001 for the whole institution, a first in the sector. Mark leads on the development of high quality commercial, facilities management and estates services and academic timetabling.</p>	<b>KLT6</b>


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	<p>Mark has chaired a variety of university sector wide groups, professional bodies and value for money studies. He is a past Director of the British Cleaning Council and is currently a trustee for a number of local charitable organisations and a Fellow of the British Institute of Leadership and Management. Mark is a Director of the NEUPC representing the Association of University Directors of Estates</p> <p>Mark is currently overseeing a major estates capital programme at Sheffield Hallam University and is involved in the Sheffield City Region chairing the Public Sector Property Forum and as a member of the Property and Construction sub group of the Local Enterprise Partnership.</p>	
<b>Wednesday 9th September 12.00-12.45</b>		
<p><b>Case Study: How to Influence Senior Colleagues and Stakeholders</b></p>	<p><i>This session will describe the experiences of Procurement Services at the University of Exeter in their efforts to engage and influence senior colleagues and stakeholders. Delegates will already experience the challenges of raising Procurement's profile within their organisations, so this session will show what can work and the effect of timing, messages, culture, relationships, context and opportunity.</i></p> <p><b>JOHN MALLOCH, UNIVERSITY OF EXETER</b></p> <p>SPEAKER BIO</p>  <p>John Malloch has been Head of Procurement at the University of Exeter for several years after commercial roles in the energy, marine and aerospace industries. His experience includes the management of associated activity such as stores, facilities management, outsourced services, procurement engineering and bidding for supply contracts.</p> <p>He represents South West HEIs on the Higher Education Procurement Academy (HEPA), and also sits on the Board of Management of the Southern Universities Purchasing Consortium (SUPC).</p>	KS15
<b>Wednesday 9th September 12.00-12.45</b>		
<p><b>Contract Drafting: Dos and Don'ts</b></p>	<p><i>What are the key things that should be included in contracts and why? Signs of successful/unsuccessful contracts. Knowledge on areas to include in a good contract and things to avoid.</i></p> <p><b>MARTIN VINCENT, PARTNER, WEIGHTMANS LLP</b></p> <p>SPEAKER BIO</p> 	KLT1



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	<p>Martin has exceptional experience advising Universities on procurement and contract matters.</p> <p>Prior to joining the firm, Martin was Head of Contract Services at the University of Manchester, having joined that institutions procurement department.</p> <p>His advice has been in relation to the full range of services, supplies and works contracts; including ancillary advice on employment law issues (principally the application of TUPE); supplier management issues / dispute resolution during the contract period and works contracts / construction &amp; engineering advice.</p> <ul style="list-style-type: none"> <li>• Martin has advised universities on IP portfolio management issues, including IP due diligence, spin out creation and investments. This included acting for one University in its first ever spin out.</li> <li>• Martin conducts litigation before the High Court for breach of the Public Contract Regulations and has defended universities and sector purchasing consortia.</li> <li>• Martin writes for the THE on legal topics.</li> </ul> <p>Martin is the only MCIPS qualified solicitor in the UK.</p>	
<b>Wednesday 9th September 12.00-12.45</b>		
<p><b>Spotting Procurement Fraud</b></p>	<p><i>PwC will draw on their experience of the sector to provide some tools and techniques which organisations can use to help identify procurement fraud. Objective: To give a better understanding of the risk areas and how organisations can use their procurement data to identify fraudulent transactions.</i></p> <p><b>KATHRYN WESTMORE, PRICE WATERHOUSE COOPERS</b></p>	KS14
<b>Wednesday 9th September 14.00-15.00</b>		
<p><b>Case Study: Efficiencies from Purchase to Pay</b></p>	<p><i>Working with your finance system to minimise P2P costs A practical overview of how an institution changed its purchase to pay process to deliver efficiencies such as 'no touch' invoices. Understand the costs in your P2P system and how you can reduce these.</i></p> <p><b>COLIN HAMILTON, FINANCE CHANGE AND SYSTEMS MANAGER, UNIVERSITY OF SURREY</b></p> <p>SPEAKER BIO</p>  <p>Responsible for establishing strategic change priorities for Finance, ensuring they are in line with University improvement strategies and for leading major change projects within Finance.</p> <p>His early career was spent in procurement within the electricity supply and railway industries, during which he developed and implemented systems for purchasing and Colin joined the University of Surrey in 2004 to head up the newly formed Purchase to Pay function. He was responsible for the P2P module during the University's Agresso implementation and has since led a broad range of Finance change initiatives.</p> <p>Colin retains a keen interest in purchasing related system improvements as part of his current role and most recently this has seen the successful delivery of eprocurement and electronic invoicing at Surrey. Over the last two years, Colin studied in his spare time for the Executive MBA at Surrey and achieved his with MBA with distinction in late 2014.</p>	KS14


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Wednesday 9th September 14.00-16.30		
<p><b>Unlocking Your Full Potential: The Art of Being Brilliant</b></p>	<p><i>We live in a manic society where most people's lives are on permanent fast-forward. The modern workplace can be typified by a never ending regime of restructures and budget cuts. Uncertainty prevails. Customer expectations are rising. Legislation is tightening. You are probably going to be audited or inspected one day soon. Outside of work there are family pressures. And society. And the traffic. Oh, and don't forget the weather! 'The Art of Being Brilliant' provides an antidote to the crazy world that most of us work in. This session uses cutting edge research to explore how you can be you, brilliantly. Darrell Woodman will share some of the 'secrets' of Positive Psychology, focusing on learning new habits of thinking and behaviour that will sustain personal 'brilliance'. It is about the 'whole you' and, as such, is applicable in and out of work. It's called 'the science of the bleedin' obvious'.....yet if it's so obvious, why are so few people doing it?</i></p> <p><b>DARRELL WOODMAN -DIRECTOR OF ART OF BRILLIANCE LTD</b></p> <p><b>SPEAKER BIO</b></p>  <p>For over 12 years Darrell has spent time (and blood, sweat and tears) helping develop talent in the media industry. Instilling positivity, confidence and self-belief has been a major factor in his coaching of people and teams from radio stations in Sheffield, Hull and Wolverhampton (he likes the glamorous locations). He has many proud moments in his career, but none more so than seeing individuals achieving and feeling greatness - greatness which has been recognised by numerous prestigious radio awards.</p> <p>Darrell is married with 2 wonderful boys and his lifetime goal (apart from being the best Dad on the planet) is to inspire millions of people across the world. Darrell joined the 'brilliant' team in 2011 and, in typical fashion, was thrown in at the deep end! Darrell's feedback has been brilliant from day one (which is something the rest of the team find mildly irritating because it took them several years to master the delivery!). He's worked with businesses such as Ernst &amp; Young, National Grid and Astra Zeneca as well as numerous NHS regions and other public sector organisations such as Leicestershire County Council, Barnsley City Council and Tower Hamlets.</p> <p>Darrell has immersed himself in the 'brilliant' philosophy and is now a boffin in areas of positivity, happiness, wellbeing and flourishing. Darrell describes himself as a 'learning junkie'. He is an NLP Master Practitioner (but, good news, he doesn't like to brag about it) and is currently studying for a Masters in Applied Positive Psychology. He delivers keynotes and one day workshops, as well as spearheading the 'Art of Brilliance' school offering.</p> <p>Darrell brings a wealth of knowledge and experience as well as our core values of simplicity, energy and fun. He is also the co-author of the best-selling book 'The Art of Being a Brilliant Teenager' (Capstone 2014).</p>	KLT6
Wednesday 9th September 16.00-17.00		
<p><b>Accessing and Using Framework Agreements</b></p>	<p><i>An overview of the framework agreements that are available to the HE sector and where you can find them. This session will also give you some tips on how to get best value from frameworks.</i></p> <p><b>PAUL MANDER, HEAD OF OPERATIONAL PROCUREMENT, SUPC</b></p> <p><b>SPEAKER BIO</b></p>  <p>Paul brings over 12 years' experience in procurement to his role at SUPC. He has worked in both the private and public sectors and his procurement skills are supplemented with</p>	KS14



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	<p>expertise in project management, stakeholder engagement and business transformation.</p> <p>Paul is responsible for the day-to-day management of the contracts team and for contract planning at SUPC. He is also SUPC's Sustainability Champion.</p> <p>Paul is also your main point of contact at SUPC for the following commodity areas:</p> <ul style="list-style-type: none"> <li>• Facilities Management (Estates)</li> <li>• Travel</li> </ul> <p>He represents SUPC on the national Joint Contracting Group, which manages and reports on sector collaborative agreements.</p> <p>Paul is a Full Member of the Chartered Institute of Purchasing and Supply (CIPS)</p>	
<p><b>Wednesday 9th September 16.00-17.00</b></p>		
<p><b>The Public Contracts Regulations 2015: Unravelling the Key Changes</b></p>	<p><i>The new EU Directives: An Institutional Perspective on Changes; overview of cases; tangible things that can be done; how the clients and plaintiffs have used it. Knowing what the updates are in the law. How that will impact day to day procurement now. Some examples and case studies. Future legislation to look out for.</i></p> <p><b>LEYNA STEWART, SENIOR ASSOCIATE, EVERSHEDES</b></p> <p>SPEAKER BIO</p>  <p>Leyna is a Senior Associate within Eversheds' Commercial Group and is a procurement law specialist.</p> <p>Leyna has experience of managing procurement processes using the open, restricted, negotiated and competitive dialogue procedures as a tool to meet and deliver commercial requirements and regularly prepares and advises on pre-market consultation and procurement strategies, the preparation and deconstruction of tender documentation, evaluation criteria, award procedures, standstill obligations, bidding strategies and the mitigation and management of procurement challenges Leyna also advises on the implications of the overarching principles of the EU Treaty, for example in relation to Part B Services contracts and below threshold procurements.</p> <p>Leyna's work cuts across a number of sectors but regularly works with a wide range of education clients including schools, academy trusts, further education institutions and universities.</p>	<p>KLT5</p>
<p><b>Wednesday 9th September 16.00-17.00</b></p>		
<p><b>How NOT to Negotiate</b></p>	<p><i>The ability to negotiate well gives you a massive advantage in business and in life. This 'How NOT to Negotiate' session will give attendees an overview of the skills needed to navigate all types of negotiations with confidence and flair. Attendees will learn to incorporate the latest in negotiation theory and research alongside five different unique skills essential to support effective negotiation.</i></p> <p><b>JENNY RADCLIFFE, DECEPTION, COMMUNICATION AND NEGOTIATION EXPERT</b></p> <p>SPEAKER BIO</p>	<p>KS15</p>

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	 <p>Jenny is a consultant, trainer and public speaker. She specializes in Non-Verbal Communications, Negotiations, Deception, Security and Supply Chain Work. She assists a large number of global clients on an international basis in various roles from coaching and training, to strategy and crisis assignments.</p>	
<b>Wednesday 9th September 16.00-17.00</b>		
<p><b>KPIs: why use them in contracts?</b></p>	<p><i>Understanding KPI's and using them to help get value from your contract and how to make sure that your institution and supplier are aligned. Understanding how to set the most effective KPI's, and then measure and monitor them to make your contracts deliver better value.</i></p> <p style="color: red;"><b>HELEN BAKER, HEAD OF PROCUREMENT, UNIVERSITY OF THE WEST OF ENGLAND AND MARK HARRIS REGIONAL SALES MANAGER CANON UK LTD</b></p> <p><b>SPEAKER BIO</b></p>  <p>Helen is the Head of Procurement at the University of the West of England and has been in the HE sector for 18 years. She is responsible for a small centralised Procurement team of 6 and an Invoice payments team of 5 with an impactable spend of approx. £78m</p> <p>Helen started her career working for a large manufacturing company purchasing metals and fastenings after which she moved to the NHS. Initially she was responsible for stock management of a regional warehouse before moving to a large NHS Trust with a customer facing procurement role. She now has over 25 years' experience in public sector procurement and EU tendering</p> <p>Her team have been finalists in the national Government Opportunities Excellence in Public Procurement awards in 2013 and 2014 and have just completed their 3rd Procurement Maturity Assessment PMA</p> <p>Helen is a firm believer in active and regular contract management with shared goals on achieving a contracts maximum potential.</p>	<b>KS17</b>
<b>Wednesday 9th September 16.00-17.00</b>		
<p><b>Does Social Value conflict with Value for Money</b></p>	<p><i>Social Value and getting better value for your institution is a dilemma for many organisations. This session will explore these challenges and give delegates tips on how they can achieve both. Obj: Understand social value, its impact on the procurement process and how delegates can comply with the 2012 Social Value Act In this session we will Understand what we mean by Social Value Review the procurement rules that need to be considered: Social Value Act 2012 and Public Contracts Regulations 2015 Discuss how we can apply these in our procurements to achieve our goals Look at some examples of where Social Value has been delivered by procurement strategies</i></p> <p style="color: red;"><b>HENRY SWAN, HEAD OF PROCUREMENT, KENT COUNTY COUNCIL</b></p> <p><b>SPEAKER BIO</b></p>	<b>KLT1</b>





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	 <p>Henry is Head of Procurement for Kent County Council and is responsible for a spend of just under £1billion and has been with KCC for four years. During this time, he has developed the procurement team, processes and systems to deliver professional procurement for all categories of spend across The Council.</p> <p>With 30years of procurement experience, split between the public and private sectors, Henry specialises in transforming or building procurement teams and uses his experience of being a contractor to help his public sector colleagues understand the drivers and motivation of the private sector.</p> <p>In previous roles Henry has been Head or Director of Procurement for building, civil engineering and mechanical &amp; electrical contractors as well as Head of Procurement for a London Borough.</p> <p>Henry is the South East representative on the Local Government Association Procurement Advisory Group and has been involved in consultation and debate with Crown Commercial Services over the new Public Contracts Regulations 2015, he is also a committee member for the Kent Branch of CIPS.</p>	
<p><b>Thursday 10th September 10.15-11.00</b></p>		
<p><b>The Public Contracts Regulations 2015: Unravelling the Key Changes</b></p>	<p><i>The new EU Directives: An Institutional Perspective on Changes; overview of cases; tangible things that can be done; how the clients and plaintiffs have used it. Knowing what the updates are in the law. How that will impact day to day procurement now. Some examples and case studies. Future legislation to look out for.</i></p> <p><b>LEYNA STEWART, SENIOR ASSOCIATE, EVERSHEDS</b></p> <p>SPEAKER BIO</p>  <p>Leyna is a Senior Associate within Eversheds' Commercial Group and is a procurement law specialist.</p> <p>Leyna has experience of managing procurement processes using the open, restricted, negotiated and competitive dialogue procedures as a tool to meet and deliver commercial requirements and regularly prepares and advises on pre-market consultation and procurement strategies, the preparation and deconstruction of tender documentation, evaluation criteria, award procedures, standstill obligations, bidding strategies and the mitigation and management of procurement challenges Leyna also advises on the implications of the overarching principles of the EU Treaty, for example in relation to Part B Services contracts and below threshold procurements.</p> <p>Leyna's work cuts across a number of sectors but regularly works with a wide range of education clients including schools, academy trusts, further education institutions and universities.</p>	<p>KLT1</p>
<p><b>Thursday 10th September 10.15-11.00</b></p>		
<p><b>How NOT to Negotiate</b></p>	<p><i>The ability to negotiate well gives you a massive advantage in business and in life. This 'How NOT to Negotiate' session will give attendees an overview of the skills needed to navigate all types of negotiations with confidence and flair. Attendees will learn to incorporate the latest in negotiation theory and research alongside five different unique skills essential to support effective negotiation.</i></p>	<p>KLT6</p>



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	<p><b>JENNY RADCLIFFE, DECEPTION, COMMUNICATION AND NEGOTIATION EXPERT</b></p> <p>SPEAKER BIO</p>  <p>Jenny is a consultant, trainer and public speaker. She specializes in Non-Verbal Communications, Negotiations, Deception, Security and Supply Chain Work. She assists a large number of global clients on an international basis in various roles from coaching and training, to strategy and crisis assignments.</p>	
<p><b>Thursday 10th September 10.15-11.00</b></p>		
<p><b>Spotting Fraud in Your Supply Chain</b></p>	<p><i>Hidden dangers, how do you vet bank accounts/suppliers, etc. Internal vs. External fraud. What controls can you put in place to minimise fraud? How do you spot the fraud warning signs? How do the criminals work? Segregation of duties; outline of systems you can use.</i></p> <p><b>DR NICHOLAS RYDER, PROFESSOR IN FINANCIAL CRIME, UNIVERSITY OF WEST OF ENGLAND</b></p> <p>SPEAKER BIO</p>  <p>Dr. Nicholas Ryder is a Professor in Financial Crime in the Department of Law, at the University of the West of England. He joined the University of the West of England in September 2004 after holding posts at Swansea University and the University of Glamorgan.</p> <p>His principal areas of teaching and research are white collar crime. He has published over 60 articles within prestigious journals and has contributed towards many conference papers. He has published four monographs including <i>The Financial War on Terror: a review of counter-terrorist financing strategies since 2001</i> (Routledge, 2015), <i>The financial crisis and white collar crime: The perfect storm?</i> (Edward Elgar, 2014), <i>Money laundering an endless cycle? A comparative analysis of the anti-money laundering policies in the USA, UK, Australia and Canada</i> (Routledge Cavendish, 2012) and <i>Financial Crime in the 21st Century – Law and Policy</i> (Edward Elgar, 2011). He has also published two text books <i>The Law Relating to Financial Crime in the United Kingdom</i> (Ashgate, 2013), <i>Commercial Law: Principles and Policy</i> (Cambridge University Press, 2012) and an edited collection <i>Fighting Financial Crime in the Global Economic Crisis</i> (Routledge 2014).</p> <p>Nicholas is the series founder and editor for Routledge’s ‘The Law Relating to Financial Crime’ and co-series editor for ‘Risky Groups and Control’ for Palgrave MacMillan.</p>	<p><b>KS15</b></p>
<p><b>Support from Suppliers: How Can You Drive Down Costs from Your Suppliers?</b></p>	<p><i>This session will give delegates an overview of what procurement professionals/buyers can do to support a productive tender exercise. James will lead a discussion on the difference between achieving value and achieving low cost, the importance of striking the right balance. His session will help delegates understand supplier costs and the role of negotiation in achieving the best deal for your institution.</i></p> <p><b>STEVEN DRING, KEY ACCOUNT MANAGER, STUDYLINK TOURS</b></p> <p>SPEAKER BIO</p>	<p><b>KS14</b></p>


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	<p>Steven has over 20 years' experience at the sharp end of driving cost down in business travel and event management for large private and public sector organisations including, the BBC, HBOS, Royal Mail, MOD, DWP, universities and FE organisations. Steven's background includes working with clients and creating partnerships to identify cost savings and provide positive solutions to all travel, conference, exhibition and event requirements, both in the UK and overseas. Steven believes there is always a way to reduce cost and increase efficiency however large or small the spend.</p>	
<p><b>Thursday 10th September 12.00-12.45</b></p>		
<p><b>Managing Sustainability Risk in the Supply Chain</b></p>	<p><i>Sharing good practice in sustainable procurement and supply including social value and corporate social responsibility. Practical ways that comply with EU procurement directives on how to embed sustainability into your purchasing activities.</i></p> <p><b>PHILIP DUDDLELL, DIRECTOR, SUSTAINABLE PROCUREMENT LIMITED</b></p> <p><b>SPEAKER BIO</b></p>  <p>Key expertise Sustainable public procurement – policy, strategy, contract requirements, market development, tools and guidance Supply chain sustainability Waste and Resource Management Carbon Management Training, awareness raising, e-learning and stakeholder engagement</p>	<p>KLT5</p>
<p><b>Thursday 10th September 12.00-12.45</b></p>		
<p><b>Understanding Construction Procurement</b></p>	<p><i>Understanding 'Estates' speak. What's a priority to Estates in their contracts? This is a session on understanding the different forms of construction contracts, looking at different types of contracting routes, an overview of RIBA stages etc</i></p> <p><b>TONY FORBAT, DIRECTOR, FORBAT ASSOCIATES LTD</b></p> <p><b>SPEAKER BIO</b></p>  <p>Tony is a chartered engineer and a corporate member of the Institution of Civil Engineers and Institution of Structural Engineers.</p> <p>He specialises in development management and project management of multi-disciplinary projects. Prior to setting up Forbat Associates Ltd in 2014 he spent 29 years as a partner/senior director at Fuller Peiser and BNP Paribas Real Estate where he was head of the education sector team and technical head of project management. He remains a consultant to BNP Paribas Real Estate.</p>	<p>KLT6</p>


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	<p>Tony has acted for commercial owner occupiers, developers, education establishments and local authorities on many strategic studies, master planning, procurement and project management assignments including:-</p> <ul style="list-style-type: none"> <li>• Major developments for the University of Kent at Medway and Canterbury</li> <li>• £50m Wellcome Trust Genome Campus</li> <li>• West Thames College's £70m redevelopment.</li> </ul> <p>Over his career Tony has been responsible for procuring design and construction teams for private sector and public sector organisations many of which have been subject to OJEU procurement rules. He has presented on procurement options to Part 3 Architecture students at the University of Kent. He is currently the project manager for a new development for Kent Business School and School of Maths at the Canterbury campus.</p> <p>Tony has also managed and coordinated property acquisitions and disposals to fund redevelopments and appraised and reviewed many major developments for charities and funders, including hotels in central London, museums and research facilities.</p> <p>Prior to this he worked for a major contractor on projects including nuclear power stations, breweries, and water treatment facilities.</p>	
<p><b>Thursday 10th September 14.00-15.00</b></p>		
<p><b>How to Influence Your Senior Management Team from a Finance Director's Perspective</b></p>	<p><i>The session will assist delegates in recognising how their function is seen within the organisation, and looks to help them raise awareness of the real contribution they give. Most importantly, this session aims to instil a mindset among delegates of both recognising the boundaries in which they operate while also setting realistic targets for change and improvement. It will show how to engage with academics, campus services, other campuses, difficult stakeholders, identifying key drivers, hard skills and soft skills - An answer to the eternal procurement dilemma: Influencing the Uninfluencable.</i></p> <p><b>SARAH RANDALL-PALEY, DIRECTOR OF FINANCE, LANCASTER UNIVERSITY</b></p> <p><b>SPEAKER BIO</b></p>  <p>Sarah qualified as a Chartered Accountant in London with KPMG before relocating to the North West where she has been the Director of Finance at Lancaster University since 2009.</p> <p>In 2010 Lancaster was successful in winning the 'Outstanding Finance Team' in the Times Higher Education Awards (THELMAs). At the 2013 COUP Annual Conference Hilary Holt, the then Head of Procurement, was awarded the NWUPC annual prize for 'Outstanding Contribution to Collaborative Procurement' and in the 2014 THELMAs Lancaster was shortlisted for 'Outstanding Procurement Team'.</p> <p>Sarah has supported the Procurement team through significant change with a programme to centralise and professionalise procurement activity across the campus.</p> <p>In 2014 Sarah was delighted to welcome Larissa Morrish (formerly Head of Procurement at the University of Bristol) to head up the procurement team on Hilary Holt's retirement.</p> <p>In addition to Director of Finance at Lancaster University, Sarah is Chair of the BUFDG NW Universities Finance Directors' Group, representing the region at the BUFDG National Executive. She is also a Chair of the BUFDG Fraud Working Group, a Director of the NW Universities Purchasing Consortium and Governor of Lancaster Girls' Grammar School.</p>	<p><b>KS15</b></p>

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<b>Thursday 10th September 14.00-15.00</b>		
<p><b>Negotiating with Your Suppliers: Lessons Learned from the Supermarkets</b></p>	<p><i>The differences between “Buying for Resale” and Purchasing; comparing and contrasting the two disciplines and highlighting the strengths and weaknesses of both. Obj: 1. An understanding of alternative approaches to vendor management and vendor negotiation 2. Some key insights into why dealing with the public sector becomes unattractive to companies who should be vendors of choice 3. Some key ideas for the delegates on how they could improve their effectiveness and results by adopting some of the techniques employed by the supermarket chains.</i></p> <p><b>STEVE JONES, RESHARPEN</b></p> <p><b>SPEAKER BIO</b></p>  <p>Steve is one of the UK’s leading negotiation experts and commercial coaches – so much so that he was recently asked to comment on Tesco’s negotiation approach on Panorama. He works with leaders and teams that need to deliver measurable results for organisations. He is particularly effective in situations where there is a high degree of conflict, or where strong relationships need to be built.</p> <p>He started his career in buying for J Sainsbury and held increasingly senior buying roles in Tesco and Safeway. This experience enabled him to start, run and finally sell, a food brokerage. He also led a management buy in and turnaround of a confectionery company.</p> <p>After the sale of this business he joined a US frozen food manufacturer as European sales and marketing director, until he was headhunted by WH Smith where he was buying director for their entertainment division.</p> <p>In 2000 he started Focal Point – a leading negotiation consultancy to the supermarket trade focussing on helping to build capability of commercial teams. In 2012 he formed Resharpen – a contingency based negotiation consultancy which he now heads up.</p> <p>Steve is a CEDR accredited mediator and comments “Recently it seems any pretence of collaboration between trading partners has gone out of the window. This means that business agreements are frequently ending up in unproductive deadlock that could have been avoided” Steve uses his mediation skills to guide companies through these situations. He also serves as a non-executive director and a mentor for a number of businesses.</p>	KS16
<b>Thursday 10th September 14.00-15.00</b>		
<p><b>Positive Communication Skills and Relationship Building</b></p>	<p><i>The way we communicate can be dependent on how we feel. Humour can be developed and used to process incoming information from all external stimuli to make us feel better about our experiences. This allows for more positive communication internally in the organisation and externally to your customers. This training session will leave you with skills to improve your communication, improve and promote interpersonal relationships, creating an effective communication strategy.</i></p> <p><b>STEPHANIE DAVIES, CEO, LAUGHOLGY</b></p>	KLT1

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### SPEAKER BIO



Company founder and CEO, Stephanie has developed Laughology into the nation's most talked about training and development provider. In the past 15 years she has worked on innovative projects and events in the private and public sector. Stephanie's creative and rounded approach to engagement, happiness at work, continued development, culture change and customer loyalty drives success not only with the organisations she works with but at Laughology too.

Stephanie's unique combination as an award winning stand-up comedian and her expertise and knowledge in psychology and business makes her one of the most sought after speakers on the business and after-dinner circuit. She also uses her knowledge to provide consultancy and training programmes for some of the top exec teams in the country, working with well-known blue chip organisations and government parties. More recently her passion for engaging people in conversations about diverse working practices has proved successful, with large blue-chip organisations such as HSBC, RBS and DTZ to name a few inviting Stephanie to talk about the importance of equality in working practices and how to promote this through behaviours and thinking.

On top of her busy schedule, Stephanie is often asked to contribute to popular television programmes, such as The ITN news expert for humour, happiness and health, BBC's Heaven & Earth and is a regular on BBC Radio. Her book Laughology, the science of laughter to improve your life has received excellent reviews on Amazon, The Guardian book sight and Watkins book review.