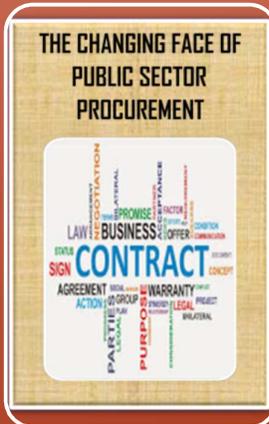


**2 Day Public Sector Government Procurement and Contracts Summit**  
**24&25 October 2019, Rex Hotel, Canberra**  
**20<sup>th</sup> Annual Summit**



**GOVERNMENT PROCUREMENT & CONTRACT LAW 2019**

## **MANAGING PROCUREMENT AND CONTRACTS IN THE NEW MODERN ECONOMY**

**Addressing the impact of change, technology and legal  
framework on government procurement and contracts**

### **Key issues to be addressed include:**

- Better practice in government procurement from modern governments
- Framework in delivering effective procurement services in the new modern economy
- Early supplier engagement and its impact on the procurement process
- Striking the right balance between efficient and effective procurement and delivery of other government priorities and procurement models to achieve these outcomes
- 6 months on - how has the government procurement (judicial review) act 2017 changed the tendering landscape?
- Evolution of contracts in the new modern economy and Digitisation of contracting, including 'click-wrap' contracts and modular contracts
- Adding value to your digital procurement process in a changing modern environment
- Macro events disrupting the procurement process and procurement future reimagined
- Digital procurement from public sector perspective and the challenges ahead
- Structuring contracts to address non-performance and how to stream line performance
- Legal and operational challenges in streamlining digital procurement in government
- Common challenges faced by the public sector when adopting an agile approach, including in determining the right governance framework for a project
- Smart Contracting, including blockchain and its potential as a means of producing Smart Contracts
- The risks associated with digital means of contracting and the way forward
- Outcomes Focus of the specification (Contract and Government objectives)
- Structuring contracts to address non-performance and create value for money
- What we have learnt from the mistakes in the past decade: practical strategies to manage Intellectual Property (IP) in public sector procurement
- Value equation in managing a contract breach

**3 EASY WAYS TO REGISTER!**

**TEL: (02) 95807327 FAX: (02) 9585 2094, Email: [info@learningnetworks.com.au](mailto:info@learningnetworks.com.au)**

## CONFERENCE OVERVIEW

After 19 successful annual conferences and summits, Learning Network Solutions is proud to present this comprehensive 2-day National Summit for public sector contracts & procurement management professionals. The central theme of the summit is the impact of technology, change and legal and framework on government procurement and contracts in the new modern economy.

Innovation, ideas, technology and change form a significant part of a modern economy. Procurement has a critical role to play in the development of digital transformation. A digital procurement strategy is necessary for all procurement professionals and must be implemented in an effective and efficient manner. Procurement departments that choose their digital tools strategically will be in a position to take their operational performance to a high level. The challenge is to manage the mix of technology, change and the legal framework

Backed by an excellent speaking panel, it will detail the current nature of government procurement and challenges it faces in an ever-changing modern environment characterized by digital transformation of procurement and contract law that have to be incorporated before developing and implementing procurement processes in the public sector.

All sessions are current and developed specially for public sector professionals involved with various aspects of procurement, contracts, finance and legal.

*If you have any questions regarding any aspect of this summit then please contact our Program Manager, Mohammed Khatri on 02-95852304 or email [info@learningnetworks.com.au](mailto:info@learningnetworks.com.au)*

Thank you for your time and we look forward to welcome you at the summit.

**Who Should Attend:** Directors, Managers and Officers from the Public sector involved with:

-  Procurement
-  Contracts
-  Vendor Management
-  Digital Technology
-  Legal advisory

## PROGRAM AGENDA

Day 1, Thursday, 24 October

**8.20 – 9.00: REGISTRATION AND TEA ON ARRIVAL**

**9.00 - 9.10: OPENING REMARKS BY THE CHAIR**

**Vince Sharma, Partner, MILLS AND OAKLEY**

**9.10-10.10: SESSION1**

### **6 MONTHS ON-HOW HAS THE GOVERNMENT PROCUREMENT (JUDICIAL REVIEW) ACT 2017 CHANGED THE TENDERING LANDSCAPE?**

- An outline of the Government Procurement (Judicial Review) Act 2017
- Changes to tendering practices
- Observations from early disputes/litigation
- What to expect going forward? How to prepare?

**Dr Ashley Tscalos, Partner, CLAYTON UTZ**

**10.10 -10.30: NETWORKING TEA BREAK**

## 10.30 -12.00: SESSION 2- WORKSHOP TYPE SESION

### WHAT DRIVES THE 'OTHER SIDE' IN MAJOR ICT PROCUREMENTS

In this session, Kiah MD, John Glenn gives you an insight into how companies work. Why is this important? Because when you understand industry's perspective, you're more likely to add value in the ICT procurement process.

John draws upon his education and experience in negotiation, mediation, recovery and business practices to share an invaluable insight into industry that has helped deliver outstanding outcomes for Kiah.

Topics covered include:

- making money – individual and corporate
- a view of corporate governance
- responding to an RFT
- pricing and profit models
- strategic selling
- the difficult corporate issues.

**John Glenn, Managing Director, KIAH CONSULTING**

## 12.00-1.00: SESSION3

### EARLY SUPPLIER ENGAGEMENT AND ITS IMACT ON THE PROCUREMENT PROCESS

- the benefits and risks
- managing the process
- options within the process
- moving to the market

**Brian Ambler, Partner, HWL EBSWORTH**

**Patrick Rodgers, Special Counsel, HWL EBSWORTH**

## 1.00-2.00: NETWORKING LUNCH

## 2.00 -3.00: SESSION 4

### PROCUREMENT FUTURE REIMAGINED – SUPPLIER LIFE CYCLE MANAGEMENT

- A CEO's perspective
- Macro events disrupting procurement
- Procurement future reimaged – 7 key dimensions
- A client's journey .....

**Chris Clements, National Procurement Lead Partner, KPMG LAW**

**Jamie Levy, Partner, KPMG LAW**

## 3.00-4.00: SESSION 5

### FRAMEWORK AND CHALLENGES IN DELIVERING EFFECTIVE PROCUREMENT SERVICES

- Outcomes Focus of the specification (Contract and Government objectives)
- Structuring Contracts to Address Non-performance
- The Value Equation in Managing Breach

**Mark Love, Legal Director, BRADLEY ALLEN LOVE**

## 4.00 - 4.35: SUMMIMNG UP OF DAY 1 AND NETWORKING TEA

**8.50 - 9.10: OPENING REMARKS BY THE CHAIR**

Vince Sharma, Partner, MILLS AND OAKLEY

**9.10-10.15: SESSION 7****LEGAL AND OPERATIONAL CHALLENGES IN STREAMLING DIGITAL PROCUREMENT IN GOVERNMENT**

- Digital procurement in the Commonwealth context.
- Key considerations when undertaking digital procurement.
- Practical tips to manage key risks and issues.
- What does the future hold for digital procurement?

**Caroline Atkins, Partner, MADDOCKS**

**Gavan Mackenzie, Partner, MADDOCKS**

**10.15 -10.35: NETWORKING TEA BREAK****10.35 -11.35: SESSION 8****EVOLUTION OF CONTRACTS IN THE DIGITAL ERA**

- Smart Contracting, including a discussion of blockchain and its potential as a means of producing Smart Contracts;
- Digitisation of contracting, including 'click-wrap' contracts and modular contracts; and
- The risks associated with these digital means of contracting

**Alexandra Wedutenko, Partner, CLAYTON UTZ**

**11.35 - 12.45: SESSION 9****BETTER PRACTICE IN GOVERNMENT PROCUREMENT FROM MODERN GOVERNMENTS**

Procurement enables government to achieve its business outcomes. Through procurement government can also contribute to the achievement of other priorities. The problem is procurement is not viewed as a strategic enabler; often it's viewed as a mechanism to deliver cost efficiencies only. Furthermore, the balance can be wrong where the drive to use procurement to achieve government priorities outweighs its ability to effectively achieve business outcomes.

Modern governments must get this right where the focus is on outputs and benefits, not only inputs and processes.

During this session I will talk about procurement in a modern government, where that government must be leaner, data driven, outcome focussed and compassionate, and discuss:

- The core roles of government
- How procurement enables the achievement of those roles
- The importance of strong government and industry partnerships
- Striking the right balance between efficient and effective procurement and delivery of other government priorities, and
- Procurement models to achieve these outcomes.

**Deirdre Diamante, Director, MIA CONSULTING SERVICES**

Chair, AIIA Victoria

## 12.45-1.45: NETWORKING LUNCH

### 1.50- 2.50: SESSION 10

#### AGILE PROCUREMENT AND GOVERNANCE IN PUBLIC SECTOR PROCUREMENT

- What is agile?
- Key features of agile procurement and contracting
- Common challenges faced by the public sector when adopting an agile approach, including in determining the right governance framework for a project
- Lessons learned from other jurisdictions
- Trends in Australian public sector agile procurement

**Carolina Dorman**, Senior Associate, **MINTER ELLISON**

**Fiona Cook**, Senior Associate, **MINTER ELLISON**

### 2.50-3.55

#### WHAT WE HAVE LEARNT FROM THE MISTAKES IN THE PAST DECADE: PRACTICAL STRATEGIES TO MANAGE INTELLECTUAL PROPERTY IN THE PUBLIC SECTOR

The IP landscape has changed dramatically in the past decade. In this session, Shaun will address the journey in the past decade in terms of how IP has been managed in the public sector and the common mistakes that have been made along the way. Shaun will also detail key practical strategies in managing and protecting IP and commercially exploiting it to get the best value for money.

**Shaun Creighton**, Partner, **MOULIS LEGAL**

### 3.55-4.30: NETWORKING TEA AND SUMMING UP OF THE SUMMIT

**GOVERNMENT PROCUREMENT & CONTRACT LAW 2019  
MANAGING PROCUREMENT AND CONTRACTS IN  
THE NEW MODERN ECONOMY**

**24 & 25 October 2019, Rex Hotel, Canberra**

**\*\*REGISTRATION FORM\*\***

**\*\*\*Register By:**

**Tel: (02) 95807327      Fax: (02) 9585 2094**  
**Email: [info@learningnetworks.com.au](mailto:info@learningnetworks.com.au)**

**INVESTMENT TOTAL: For 2 days:**

**Super Offer:** Be amongst the first 15 to register for 2 days and get a free pass for the 3<sup>rd</sup> delegate

Registration Options	Investment (\$)
Register by 25 <sup>th</sup> September -Early Bird Offer	\$1200 + GST: (\$1320)
Register after 25 <sup>th</sup> September	\$1400 + GST: (\$1540)
Register for any one day (one day pass)	800 +GST: (\$880)

**First Delegate**

Name \_\_\_\_\_  
Position \_\_\_\_\_  
Email \_\_\_\_\_

**Second Delegate**

Name \_\_\_\_\_  
Position \_\_\_\_\_  
Email \_\_\_\_\_

**Third Delegate**

Name \_\_\_\_\_  
Position \_\_\_\_\_  
Email \_\_\_\_\_

**Organization:** \_\_\_\_\_

Address: \_\_\_\_\_  
\_\_\_\_\_

Telephone: \_\_\_\_\_

Sign: \_\_\_\_\_

**\*Invoice shall be sent after receipt of the registration**  
**\* Please make payment prior to the event**  
**\* Cheques made payable to *Learning Network Solutions***

**Please debit my:**

****Visa      Amex      Master card      Bankcard****

**Card Number** \_\_\_\_\_

**Expiry Date** \_\_\_\_\_

**Cardholder's Name** \_\_\_\_\_

**Venue**

Rex Hotel,150 Northbourne Avenue, Canberra,  
Tel: 02-62485311

**Continuous Professional Development**

This summit will add to your CPD points based on the state you are based in. You may claim up to one unit for each hour of attendance. Refreshment breaks are not included in this hour.

**Documentation**

Summit papers submitted by the speakers will be provided to delegates at the venue.

**Team Discounts: (Only 1 discount applies)**

- Be amongst the first 15 delegates to register for 2 delegates and get an additional for the 3<sup>rd</sup> delegate
- Register 3 delegates for 2 days and get 2 additional passes for 4<sup>th</sup> and 5<sup>th</sup> delegate
- Register 5 delegates for 2 days and get 3 additional passes for 6<sup>th</sup>, 7<sup>th</sup> and 8<sup>th</sup> delegate

**Networking Lunch**

Lunch and refreshments will be provided at the event. Please advise us if you have any special dietary requirements

**Privacy Statement**

We do not have mailing lists and we do not share your contact information with any external agency. Information supplied by you may be only be to provide you with further information about our events

**Cancellation Policy**

Cancellations made 2 weeks prior to the event will receive complete refund. If cancellations are done within 2 weeks of the program you are liable to make full payment and no refund can be made. We will issue you a credit note that could be used to attend any of our future events of the same amount. If event is not held due to any reason, our liability is limited to the event fee only. In any event our liability is limited to the event fee only.

**Program Changes**

We reserve the right to make changes in the program, the venue and the panel of speakers.

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Government Vendor on Aus Tender Panel

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