

PUBLIC SECTOR  
CONFERENCE



Welcome,

Despite still having its detractors, outsourcing is now widely accepted as being a critical means of delivering public sector services in the face of ever-present budget cuts.

What's more, departments are becoming increasingly adept at partnering and collaborating between local authorities and other public service agencies, driving economies of scale and strengthening their negotiation power. However, in today's hyper-connected communities, the Public Sector is facing the same imperative for strategic sourcing and digital transformation strategies as their private sector counterparts.

This year's GSA Public Sector Conference focuses on the new ways of thinking the wider sector needs to embrace in order to continue to deliver affordable services at the same time as responding to growing customer expectations in a digitally enabled world.

9.30am	<b>Registration &amp; networking breakfast</b>
10.00am	<b>Welcome by Kerry Hallard, CEO, GSA UK</b>
10.10am	<b>Crown Commercial Services SME Frame Work</b>  A CDS and Crown Commercial Services case study  The CCS help organisations across the whole of the public sector find the right commercial solutions for around £12 billion of spend each year. They lead on developing and implementing the UK's public sector procurement policy and delivering government's commercial policy priorities.  The CCS have created a network of more than 2,600 suppliers, 60% of which are SMEs.  CDS will cover; <ul style="list-style-type: none"><li>• CCS and their objectives</li><li>• Who/what can you buy from the framework</li><li>• Who is on the framework</li><li>• Benefits for clients – compliance, savings and digital transformation</li><li>• Accessing the framework</li></ul> <b>Tony Mawson</b> , Creative Service Director, <b>CDS</b>
10.35am	<b>Supplier Segmentation</b>  This critical part of supply relationship management has historically classified service providers into quadrants depending on money spent, product complexity, breadth of supply base and the volume of supplied goods and/or services.  Now the BBC has taken this further and will unveil a new Supplier Segmentation Tool, underpinned by the GSA's Global Sourcing Standard, that looks at additional metrics allowing for improved assessment and categorisation.  <b>Bill Butler</b> , Senior Procurement Analyst and <b>David Wyer</b> , Head of Supplier Relationship Management, <b>BBC</b>

11.00am	<b>Networking break</b>
11.20am	<p><b>Implementing RPA in the Public sector</b></p> <p>Robotic Process Automation (RPA) may well be mainstream these days, but there are few public service cases studies around that show the true value realised by an agile virtual workforce. arvato will provide you with one such case study, having worked with Sefton Metropolitan Borough to automate multiple high volume processes that achieved 100 per cent accuracy along with an 80% reduction to input time, and freeing up Council employees to focus on more business-critical activities.</p> <p><b>Debbie Nolan</b>, Business Development Director, CRM &amp; Public Sector, UK &amp; Ireland, <b>Arvato UK</b></p>
11.40am	<p><b>What are the pitfalls of embarking on an RPA Journey in the Public Sector</b></p> <p>CGI will be presenting on projects implemented from both central and Local government and sharing their lessons learnt.</p> <p><b>Simon Greenwood</b>, Head of Robotics Process Automation, <b>CGI</b></p>
12.00pm	<b>Lunch</b>
	<b>Main conference room</b>
1.10pm	<p><b>Value creation and retention within the UK public sector strategic commercial management</b></p> <ul style="list-style-type: none"> <li>• Prevalent procurement approaches in the UK public sector and value delivery and retention</li> <li>• Leveraging the most optimum procurement approaches in the UK public sector procurement</li> <li>• Critical Success factors for implementing the most optimum procurement approaches in the UK public sector procurement</li> </ul> <p><b>Philip Orumwense</b>, Head of Corporate Services, <b>Department for Work and Pensions</b>, Commercial Directorate, Finance Group</p>
1.35pm	<p><b>What are the impact of Cloud and Data sharing on Whitehall</b></p> <p>With BREXIT and GDPR looming Jessica will discuss that the implications are for IT Systems across Whitehall.</p> <p><b>Jessica Figueras</b>, Chief Analyst, <b>GlobalData</b> Public Sector</p>
1.55pm	<p><b>The use of Blockchain in the Public Sector</b></p> <p>Blockchain technology has the potential to have a profound impact on global commerce, linking the exchange of value against good and services, referenced to contractual terms and conditions. However, the technology is very much in its infancy, the most notable use case to date being Bitcoin. Against this back drop, what are the implications for the</p>

	<p>sourcing community in leveraging and managing this emerging, but highly potent technology.</p> <p><b>Haydn Jones</b>, Founder and Managing Director, <b>Blockchain Hub</b></p>
2.20pm	<b>Networking Break</b>
2.40pm	<p><b>Assess your Strategic Sourcing Capability</b></p> <p>The GSA has established the Global Sourcing Standard, a unique but comprehensive model that offers a best practice framework for strategic sourcing. The Standard enables organisations on both the procurement and service provider side to develop and improve its practices for:</p> <ul style="list-style-type: none"> <li>• deciding on the right sourcing strategies – in-house, shared service, automation enabled, outsource, hybrids</li> <li>• selecting providers</li> <li>• making a success of transitioning from one provider to another</li> <li>• managing the relationships with 3rd party providers.</li> <li>• joining up strategic sourcing to achieve greater efficiency and control over costs and deliverables.</li> </ul> <p>The Standard was used with considerable success by the BBC, which is recognised as an exemplar of strategic sourcing practice. The BBC maintain that by becoming accredited to the Global Sourcing Standard it identified important ways to further improve its approach, developed the awareness of best practice across the corporation and made substantial multi-million pound savings as a result of the improvements it made.</p> <p>In this session, participants will explore the Standard and use it to carry out an initial review of their own current practices. The session will provide a unique opportunity for organisations to identify strengths and weaknesses in their strategic sourcing practice which may lead to significant savings and improvements.</p> <p><b>Chris Halward</b>, Director of Global Standards, <b>GSA</b></p>
4.30pm	<b>Closing remarks</b>
5.00pm	<b>Finish</b>