

PASA CONNECT



ROUND-TABLES 2020

A sample of the peer-to-peer online Roundtables run by PASA CONNECT during 2020

"Peer learning is the best form of teaching"

Brett Burley, Director Finance (ANZ),
Phillip Morris International

All PASA Roundtables are recorded and available with slides & notes in the member resource centre through the website

Interested in joining?

For further information about how PASA Connect works, pricing and how to join, please contact:

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MONTH	TOPIC	FACILITATOR
March	Supplier Performance and Relationship Management	Peter MacFarlane GROSVENOR
April	ENHANCING INFLUENCING SKILLS for PROCUREMENT MANAGERS	Odelle Bell 8CONSULTING
	2nd CPO Coffee Club	Nigel Wardropper PASA
	Beer & Wine O'Clock networking event	Nigel Wardropper PASA
	Optimising supplier communications during a time of crisis (VIRTUAL)	Peter Melville PARETO TOOLBOX
	The Procurement Analysts Forum	
	The Top 5 Apps to help procurement managers work smartly from home (WFH) (VIRTUAL)	Marcus Ward LEAN-AGILE COACH
	Negotiating with Suppliers in a Virtual World	Dr Matt Lohmeyer NEGOTIATION PARTNERS
	FORCE MAJEURE refresher ... and LIVE legal Q&A	Joanne Oakey ASPECT LEGAL
	3rd CPO Coffee Club	Nigel Wardropper PASA
	Improving procurement productivity and staying in touch using Microsoft Teams (VIRTUAL)	Glyn Davis PARETO TOOLBOX
	Your obligations under the new Chain of Responsibility Laws	Larry Phillips COR AUSTRALIA
	The Contract Managers' online round-table	Bruce Everett IACCM
	The INs and OUTs of contingent labor - your top issues	Nigel Wardropper PASA
	4th CPO Coffee Club	Nigel Wardropper PASA
	4th CPO Coffee Club	Nigel Wardropper PASA
	The top six alternatives to invoking Force Majeure on major contracts	Sara Cullen THE CULLEN GROUP
	What to do if your supplier goes bust .. or just technically insolvent	Joanne Oakey ASPECT LEGAL
	Supplier management in a crisis	Kate Nicholl Skattäng STATE OF FLUX
	5th CPO Coffee Club	Nigel Wardropper PASA
	Buying from SME's today ... the key considerations	Ben Shute COMPRARA
	5th CPO Coffee Club	Nigel Wardropper PASA

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	ENHANCING INFLUENCING SKILLS for PROCUREMENT MANAGERS	Odelle Bell 8CONSULTING
	The top six issues in managing the logistics and freight category in 2020	Jo Barlow COCHLEAR
May	Future proof your procurement career	Sean Johnson TROOCOO
	CPO Discussion: Opportunities in "The new Normal"	Nigel Wardropper PASA
	How best to apply UNSPSC coding correctly ... and shape your TAXONOMY	Gordon Donovan SAP/ARIBA
	Modern Slavery Act: how to undertake supply chain risk assessment in a time of constrained resources & priorities	Jean-Louis Haie KPMG
	AGILE Procurement : What is it, How to do it	Ross Darah PARETO TOOLBOX
	How should procurement be ensuring business continuity in future?	Sarah Blackie XERO
	Procurement Governance and Management in a VUCA World - Senior Leadership Round-table	
	Knowing and understanding your inbound supply chain	John Evans STRATEGIC SOURCING
	Outcome based contracting : How it works and why it works	Sara Cullen THE CULLEN GROUP
	Managing UP in Procurement: How to manage expectations and gain (or retain) support?	Paul Rogers PROCUREMENT PRACTITIONER
	CPO Coffee Club	Nigel Wardropper PASA
	Buying Legal Services	Warwick Walsh LAWCADIA
	Stakeholder Mapping and Management	Tracey Shearer QUEENSLAND HEALTH
	Designing your return to work plan	Marcus Ward LEAN-AGILE COACH
	How to buy PPE today	George Hsu, Geoff Brown, Seng Koay INFOSYS PORTLAND
	Waste Management and Recycling	Mick Pearsall WASTEFLEX
	NEG ONLINE: A virtual Q&A on your negotitaion questions with DR Matt Loymeyer	Matt lohmeyer NEGOTIATION PARTNERS
June	eSignatures whilst remote-working - are they always legally sound?	Scott Alden HOLDING REDLICH

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	The Top 6 pitfalls in managing CAPITAL contracts	Andrew Hogben MIRVAC
	The Contract Managers' online round-table	Bruce Everett IACCM
	"The new face of Marketing Procurement"	Darren Woolley Trinity P3
	SRM as a strategy for the immediate future ... and longer	Kate Nicholl Skattäng STATE OF FLUX
	LEGAL UPDATE: How is the changing law impacting procurement practices in Australia?	Joanne Oakey ASPECT LEGAL
	Buying and Managing Electricity	Jackie McKeon RENEWABLE ENERGY HUB
	Supply chain management for procurement - everything you ever wanted to know but were afraid to ask	Simon Coates and Brendon Comas INFOSYS-PORTLAND
	Agile Procurement : What is it, How to do it?	Jonathan Dutton PASA
	CPO Coffee Club - Designing your procurement function for the new work environment	Nigel Wardropper PASA
	Reverse Auctions - Why they're making a comeback and how best to use them (VIRTUAL)	Ben Shute COMPRARA
	The top issues in managing the MRO category - both today and post-crisis	Phillip Slater SPAREPARTSKNOWHOW.COM
	How to negotiate over video	Paul Rogers PROCUREMENT PRACTITIONER
July	Contingent labour - when are contractors deemed to be employees?	Louise Rumble HOLDING REDLICH
	INDIRECT spend analysis ... essential cost reductions for every business	Ben Shute COMPRARA
	Using Power BI to Drive Increased Stakeholder Engagement	Rory Clarke PARETO TOOLBOX
	Contract Manager's Online Roundtable - Remote Management of Complex Contracts	Bruce Everett IACCM
	Managing travel in a post-Covid world	Nigel Wardropper PASA
	What to do if your supplier goes bust .. or just technically insolvent	Joanne Oakey ASPECT LEGAL
	Contracting for agile outcomes	Dr Sara Cullen THE CULLEN GROUP
	The eAuction masterclass	Ben Shute COMPRARA

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August	5 ways to reduce costs as we emerge from lockdown into stressed markets	Paul Rogers PROCUREMENT PRACTITIONER
	Why this is a good time to focus on your career development - and futureproof it	Sean Johnson TROOCO
	CPO Coffee Club - Thinking Outside the Box	Peter Melville PARETO TOOLBOX
	Managing supplier risk post Covid-19 - including financial viability	Samantha Durban / Jason Collins KPMG
	The role of aggregators post Covid-19 - and how they fit into your procurement strategy	Jonathan Dutton PASA
	Managing your fleet out of crisis	Quenten Shepherd ARCHDIOCESE OF BRISBANE
	Opportunity Analysis - How exactly to deduce a category's savings potential	Stefan Gassner GROSVENOR
	Sustainable Procurement	Nicolas Francois GROSVENOR
	Driving UP supplier performance	Kate Nicholl Skattäng STATE OF FLUX
September	A PASA CONNECT SPECIAL ONLINE EVENT - we are all IT buyers now	Cliff Booth EUIT
	How to choose your next marketing agency and prioritise their work	Darren Wooley TRINITY P3
	How do we develop commercial acumen?	Nigel Wardropper PASA
	Social Procurement in practice - creating jobs after jobkeeper	Mark Daniels SOCIAL TRADERS
	How to buy Professional Services 2.0	Milan Panchmatia COMPRARA
	The 6th Annual Aged Care Procurement Conference	
	How to design, select then implement a new procurement software solution	Vernon Kringas INFOSYS-PORTLAND
	The art & science of Benefits Tracking	Ross Darrah and Peter Melville PARETO TOOLBOX
	How to select the RIGHT sourcing strategy for your project	Paul Rogers PROCUREMENT PRACTITIONER
	How do we develop commercial acumen?	Nigel Wardropper PASA
October	CPO Coffee Club - The soft skills and hard truths about procurement competencies post COVID-19	Sarah Blackie XERO

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	The role of P CARDS in your post-Covid procurement strategy	Julian McInerney VISA COMMERCIAL CARDS
	Improving Supplier Performance 1 - building SLAs	Ben Shute COMPRARA
	The TWO HOUR Negotiation essentials refresher - with Victoria Plaksin at TRUSTED NEGOTIATOR	Victoria Plaksin WINWITH™
	The 8th Annual PASA Premier Confex	
	Improving Supplier Performance 2 - Crafting KPIs	Ben Shute COMPRARA
	How to manage the TOP 3 priorities for procurement analysts post-crisis	Jonathan Dutton PASA
November	LEGAL UPDATE: How is the changing law impacting procurement practices in Australia?	Joanna Oakey ASPECT LEGAL
	BTTB Annual Conference - Business Travel Post - Covid 19	Tony O'Connor BUTLER CAROYE
	The PROCURETECH preview for PASA CONNECT members - with the TOP TEN Tips from the last PROCURETECH event	Jonathan Dutton PASA
	Agile Procurement : What is it, How to do it?	Jonathan Dutton PASA
December	How to buy Marketing Services 101	Milan Panchmatia COMPRARA
	The FORCE MAJEURE refresher and legal Q&A - with Scott Alden	Scott Alden HOLDING REDLICH
	The top six issues in the PRINT category post-Covid	Russell Mowthorpe FINSBURY GREEN
	How to build fantastic stakeholder relations and grow your influence	Odelle Brown 8 CONSULTING
	A.I. in procurement from the start	Gina Anslow ROBOBAI
	How to buy INSURANCE after Covid19 - the top six issues	Andy Ward ALLIANZ PARTNERS
	What have procurement leaders learnt from 2020 in Australia and New Zealand?	Jonathan Dutton PASA

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