

# PASA CONNECT

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*Networking and sharing with our peers is one of the most important things we can do, as it allows us to challenge our own status quo and learn from others knowledge and experience.*

”

Roger McNeil,  
Vice President Global Procurement  
Incitec Pivot Ltd



***“Peer learning is the best form of teaching”***

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

[www.pasaconnect.com](http://www.pasaconnect.com)

# What is PASA CONNECT?

An affordable networking, learning and development initiative that brings procurement professionals together for both peer-to-peer and expert-led learning that is:

- **Relevant** - the schedule and session agenda are specified by members & driven by their real-time needs
- **Broad** - With over 40 sessions in each participating city each year, there are many up to date procurement topics and subject areas offered.
- **Focussed** - Sessions of between 2-3 hours mean your time is well used on each niche topic but time-out-of-the-office is minimised - just like attending an external meeting
- **Local & Virtual**- Round-tables are held in your own city, or from your own desk in 'virtual' round-tables, negating travel time and money
- **Inclusive** -PASA CONNECT is designed for participation by the **WHOLE TEAM**, not just the favoured few; nor just the CPO
- **Affordable** - With training budgets under pressure, PASA CONNECT offers a low-cost fixed annual cost for as many sessions as you wish to attend - making your budget stretch further and covering every member of your team

## The Benefits of Peer-to-Peer Learning

One of our members described it better than we can, writing the following after a Procurement Analytics round-table in late 2018:

"I found today's session valuable because:

- We chose to talk about "Hot Topics" that were relevant for us all
- I have come away with some great tips and free tools
- I have some alternate concepts to consider when addressing data integrity issues
- It's good to know we aren't the only company with the same issues
- Your knowledge and skills within this field were invaluable; &
- I now have a network of expert analyst's to call on if I need support :)

Thanks for sharing your tools and insights."



# What you get as a PASA CONNECT Member...

## Round-tables

The primary benefit for PASA CONNECT members are the round table sessions that bring members together for peer-to-peer learning.

### Peer-to-peer and Expert-led Round-tables

While most of the round-tables are based on peer-to-peer learning, a proportion of sessions will be led or facilitated by an external expert such as an experienced procurement consultant, lawyer or category expert.

### Physical and Virtual Round-tables

Most round-table sessions are physical meetings hosted by members on their own premises. However, for some categories or more niche topics, we have now introduced virtual round-tables where we utilize a free browser-based web conferencing application to bring up to 12 members together from across the whole network to address a single topic.

### Frequency and Duration

We are currently scheduling around 4-5 round-table sessions each month in each of the cities in which PASA CONNECT is operating, plus approximately 40 virtual round-tables accessible from anywhere. That means upwards of 80 sessions per year available in each city! Sessions typically run for between 2-3 hours, depending on type of session

### Roles, Topics and Categories

Round-tables are arranged based on:

#### Roles

CPO/Head of Procurement, 2i/c, analyst, category manager, vendor manager, contract manager

#### Topics

Examples include; category management strategy, SRM, contract management, supplier performance management, analytics, procurement and the law, achieving cultural change - moving from cost to value, writing a scope of works .. and many more

#### Categories

primary focus on indirect categories such as marketing services, IT & C, professional services, MRO, travel, contingent labour & recruitment, facilities, logistics

## Other Benefits

While the round-tables are the primary benefit, members also have access to:

- **Member-find-member facility** - identify other members with similar interests responsibilities and contact them confidentially via the PASA Connect website or app.
- **Resource Centre** - The resource centre is a library of content shared at sessions. Often this is the minutes or notes from the session, but occasionally there are other gems such as tools, templates or research that members have shared
- **Procurement concierge** - Have a question or looking for information, but would like initially to remain anonymous? Submit it to your PASA Connect account manager and we will circulate it throughout the network and connect you with appropriate respondees.
- **Significant discounts**, or where possible complimentary attendance, at future
- Access to events and member directory via **mobile app** - check out and register for sessions on the go - or through the website.



## Where is PASA CONNECT available?

PASA CONNECT operates in Melbourne, Sydney, Brisbane, Adelaide and Auckland. Our aim is to launch the remaining major city hubs around Australia during 2019.

## Pricing

The PASA CONNECT model delivers exceptional value for money, providing substantial opportunity for relatively little cost. There is no obligation to join everybody in your department and names are transferable during the year.



## What existing members say ....

*"I think that the morning was very beneficial and I was surprised how much I got out of it."*

*"Always great to meet fellow procurement professionals to share ideas, experiences and situations to improve procurements performance, but also for personal development. I received some great insights and ideas from today's session which I look forward to putting into action."*

*"I just wanted to thank you again for the great session yesterday. I found the discussion very interesting and your knowledge on the topic was very helpful. I came out of the meeting with lots of ideas on what we could implement here."*

*"The Problem Solving session with Simon yesterday was great. Despite it being a small group, lots of great discussion and a good opportunity to challenge the thinking on a number of different fronts. The best part - no powerpoint!"*

### Team Size Enrolled

### New Pricing from 1st January 2019

1	\$1,750 + GST (Per head)
2	\$3,000 + GST (\$1500 Per head)
3	\$4,500 + GST (\$1500 Per head)
4	\$5,500 + GST
5 - 9	\$7,500 + GST
10 - 20	\$9,950 + GST
21 - 30	\$12,950 + GST
30 - 50	\$15,750 + GST
51 - 99	\$19,500 + GST
100 - 200	\$30,000 + GST

*Once your organisation becomes a member, there is no more to pay!*

## Contact us

**To find out more about how PASA CONNECT can help you please contact:**

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