



Slaying sacred cows in the IT category – A procurement CASE STUDY

Agenda

Time: 11.00-12:30PM AEDT (SYD, MELB)
10:00-11:30AM (BNE)
10.30-12.00PM (ADL)
1.00-2.30PM (NZ)

Date: Thursday 25th February, 2021

Venue: Virtual - at your desk using Zoom
Join link: <https://us02web.zoom.us/j/2825849641>

Chair: Jonathon Dutton – PASA Connect

Expert: Andrew Peacock – La Trobe University

Attendees:

Jonathon Dutton – PASA Connect ; Andrew Peacock – La Trobe University ; Michael Buchanan – City of Sydney Council ; Elizabeth Reed – Santos ; Lucy Muchic – Independent Member ; Natascha Schaller – Cochlear Ltd ; Robert Pease – Department of Justice and Community Safety ; Jennifer Murray – Medibank ; Darryl Lennon – BGIS ; Suzanne McCormick – Santos ; Kim Aitken – The University of Queensland ; Nichola Wilson – ElectraNet ; Leah Gallardo – Downer EDi (Australia) ; Lomandrie Murray – BNZ ; Lance Davies – Brisbane Airport Corporation ; Stuart Robbins - HCF ; Lori Newman – Santos ; Monica Groious – La Trobe University ; Melanie Rogers – Santos ; Ernest Groenewald – WorkSafe Victoria

Session overview:

Like any other category, IT has its fair share of sacred cows and working myths.

The La Trobe University procurement team faced an established IT programme when it began a review of IT spend across

Transforming the way the University worked with its IT suppliers, the procurement team harnessed stakeholder relationships then introduced and embedded SRM strategy to the category to see savings rocket past aspirational targets and save a fortune.

Learn how the La Trobe Procurement team approached the challenge and how they tackled specific issues along the way

Expert Contributor:

Andrew Peacock is the incumbent Director of Strategic Sourcing and Procurement at La Trobe University. Andrew transitioned from a Quality Assurance role to Procurement in 2001 with a large UK based Pharmaceutical Packaging Manufacturer.

In 2005 he relocated to join Shell New Zealand as Procurement Manager supporting the Retail Business and Shell New Zealand's Corporate Services categories. This role developed into managing Retail Procurement across New Zealand, Australia and Asia Pacific.

In 2010, Andrew was seconded to take up the role of Procurement Manager across Shell's Australian Sales and Marketing Businesses including Retail, Lubricants, Marine, Aviation and Bitumen. When the sale of Shell Australia's downstream businesses to Vitol occurred in 2014, Andrew was repatriated to Shell New Zealand, but returned to Melbourne to take up his current role at La Trobe University.

Pre-submitted questions/Agenda items:

- Managing your way round IT SME to get the best outcome for the organization (Lucy Muchic – Independent Member)
- I'm relatively new to the IT category so very interested in SRM in this space (Natascha Schaller – Cochlear Ltd)
- How to setup contracts to support Agile IT system development methodologies? (Robert Pease – Department of Justice and Community Safety)
- How Procurement can assist in preparing IT departments for audits with big vendors - Microsoft / SAP / Oracle / IBM (Suzanne McCormick – Santos)
- How to pull innovate ideas from IT Organisations to deliver cost reductions (Suzanne McCormick – Santos)
- Getting IT stakeholders to think outside the box and tackle Category Spend differently (Suzanne McCormick – Santos)
- What were some of the myths and sacred cows you have encountered at La Trobe and any other enterprise? (Lance Davis – Brisbane Airport Corporation)
- How did you shape your SRM approach to address these? (Lance Davis – Brisbane Airport Corporation)
- IT suppliers, and suppliers in general, are very focused on revenue. What did La Trobe given in return for receiving such significant savings? (Lance Davis – Brisbane Airport Corporation)
- My experience in ICT is that the challenges supplier contract costs are / can be attributed to poor IT group processes and practices? Your views? (Lance Davis – Brisbane Airport Corporation)
- Typical lead time to deliver on savings. Key types of savings generated (Stuart Robbins – HCF)
- I don't know the category, but am very interested in how risk was allocated and the process of arriving at allocations (Melanie Rogers – Santos)