

2020 Roundtables

MONTH	TOPIC	FACILITATOR
March	Supplier Performance and Relationship Management	Peter MacFarlane
April	Enhancing Influencing Skills for Procurement Managers	Odelle Bell
	2nd CPO Coffee Club	Nigel Wardropper
	Beer & Wine O'Clock networking event	Nigel Wardropper
	Optimising supplier communications during a time of crisis (VIRTUAL)	Peter Melville
	The Procurement Analysts Forum	
	The Top 5 Apps to help procurement managers work smartly from home (WFH) (VIRTUAL)	Marcus Ward
	Negotiating with Suppliers in a Virtual World	Dr Matt Lohmeyer
	FORCE MAJEURE refresher ... and LIVE legal Q&A	Joanne Oakey
	3rd CPO Coffee Club	Nigel Wardropper
	Improving procurement productivity and staying in touch using Microsoft Teams (VIRTUAL)	Glyn Davis
	Your obligations under the new Chain of Responsibility Laws	Larry Phillips
	The Contract Managers' online round-table	Bruce Everett
	The INs and OUTs of contingent labor - your top issues	Nigel Wardropper
	4th CPO Coffee Club	Nigel Wardropper
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	The top six alternatives to invoking Force Majeure on major contracts	Sara Cullen
	What to do if your supplier goes bust .. or just technically insolvent	Joanne Oakey
	Supplier management in a crisis	Kate Nicholl Skattäng
	5th CPO Coffee Club	Nigel Wardropper
	Buying from SME's today ... the key considerations	Ben Shute
	5th CPO Coffee Club	Nigel Wardropper
	ENHANCING INFLUENCING SKILLS for PROCUREMENT MANAGERS	Odelle Bell
	The top six issues in managing the logistics and freight category in 2020	Jo Barlow
May	Future proof your procurement career	Sean Johnson
	CPO Discussion: Opportunities in "The new Normal"	Nigel Wardropper
	How best to apply UNSPSC coding correctly ... and shape your TAXONOMY	Gordon Donovan
	Modern Slavery Act: how to undertake supply chain risk assessment in a time of constrained resources & priorities	Jean-Louis Haie
	AGILE Procurement : What is it, How to do it	Ross Darah
	How should procurement be ensuring business continuity in future?	Sarah Blackie
	Procurement Governance and Management in a VUCA World – Senior Leadership Round-table	
	Knowing and understanding your inbound supply chain	John Evans
	Outcome based contracting : How it works and why it works	Sara Cullen
	Managing UP in Procurement: How to manage expectations and gain (or retain) support?	Paul Rogers
	CPO Coffee Club	Nigel Wardropper
	Buying Legal Services	Warwick Walsh
	Stakeholder Mapping and Management	Tracey Shearer
	Designing your return to work plan	Marcus Ward
	How to buy PPE today	George Hsu, Geoff Brown, Seng Koay

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	Waste Management and Recycling	Mick Pearsall
	NEG ONLINE: A virtual Q&A on your negotiataion questions with DR Matt Loymeyer	Matt lohmeyer
June	eSignatures whilst remote-working – are they always legally sound?	Scott Alden
	The Top 6 pitfalls in managing CAPITAL contracts	Andrew Hogben
	The Contract Managers' online round-table	Bruce Everett
	"The new face of Marketing Procurement"	Darren Woolley
	SRM as a strategy for the immediate future ... and longer	Kate Nicholl Skattäng
	LEGAL UPDATE: How is the changing law impacting procurement practices in Australia?	Joanne Oakey
	Buying and Managing Electricity	Jackie McKeon
	Supply chain management for procurement - everything you ever wanted to know but were afraid to ask	Simon Coates and Brendon Comas
	Agile Procurement : What is it, How to do it?	Jonathan Dutton
	CPO Coffee Club – Designing your procurement function for the new work environment	Nigel Wardropper
	Reverse Auctions - Why they're making a comeback and how best to use them (VIRTUAL)	Ben Shute
	The top issues in managing the MRO category – both today and post-crisis	Phillip Slater
	How to negotiate over video	Paul Rogers
July	Contingent labour – when are contractors deemed to be employees?	Louise Rumble
	INDIRECT spend analysis ... essential cost reductions for every business	Ben Shute
	Using Power BI to Drive Increased Stakeholder Engagement	Rory Clarke
	Contract Manager's Online Roundtable - Remote Management of Complex Contracts	Bruce Everett
	Managing travel in a post-Covid world	Nigel Wardropper
	What to do if your supplier goes bust .. or just technically insolvent	Joanne Oakey
	Contracting for agile outcomes	Dr Sara Cullen
	The eAuction masterclass	Ben Shute
August	5 ways to reduce costs as we emerge from lockdown into stressed markets	Paul Rogers
	Why this is a good time to focus on your career development – and futureproof it	Sean Johnson
	CPO Coffee Club – Thinking Outside the Box	Peter Melville
	Managing supplier risk post Covid-19 - including financial viability	Samantha Durban / Jason Collins
	The role of aggregators post Covid-19 - and how they fit into your procurement strategy	Jonathan Dutton
	Managing your fleet out of crisis	Quenten Shepherd
	Opportunity Analysis – How exactly to deduce a category's savings potential	Stefan Gassner
	Sustainable Procurement	Nicolas Francois
	Driving UP supplier performance	Kate Nicholl Skattäng
September	A PASA CONNECT SPECIAL ONLINE EVENT – we are all IT buyers now	Cliff Booth
	How to choose your next marketing agency and prioritise their work	Darren Wooley
	How do we develop commercial acumen?	Nigel Wardropper

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	Social Procurement in practice - creating jobs after jobkeeper	Mark Daniels
	How to buy Professional Services 2.0	Milan Panchmatia
	The 6th Annual Aged Care Procurement Conference	
	How to design, select then implement a new procurement software solution	Vernon Kringas
	The art & science of Benefits Tracking	Ross Darrah and Peter Melville
	How to select the RIGHT sourcing strategy for your project	Paul Rogers
	How do we develop commercial acumen?	Nigel Wardropper
October	CPO Coffee Club - The soft skills and hard truths about procurement competencies post COVID-19	Sarah Blackie
	The role of P CARDS in your post-Covid procurement strategy	Julian McInerney
	Improving Supplier Performance 1 – building SLAs	Ben Shute
	The TWO HOUR Negotiation essentials refresher - with Victoria Plaksin at TRUSTED NEGOTIATOR	Victoria Plaksin
	The 8th Annual PASA Premier ConfeX	
	Improving Supplier Performance 2 – Crafting KPIs	Ben Shute
	How to manage the TOP 3 priorities for procurement analysts post-crisis	Jonathan Dutton
November	LEGAL UPDATE: How is the changing law impacting procurement practices in Australia?	Joanna Oakey
	BTTB Annual Conference – Business Travel Post - Covid 19	Tony O'Connor
	The PROCURETECH preview for PASA CONNECT members – with the TOP TEN Tips from the last PROCURETECH event	Jonathan Dutton
	Agile Procurement : What is it, How to do it?	Jonathan Dutton
December	How to buy Marketing Services 101	Milan Panchmatia
	The FORCE MAJEURE refresher and legal Q&A – with Scott Alden	Scott Alden
	The top six issues in the PRINT category post-Covid	Russell Mowthorpe
	How to build fantastic stakeholder relations and grow your influence	Odelle Brown
	A.I. in procurement from the start	Gina Anslow
	How to buy INSURANCE after Covid19 – the top six issues	Andy Ward
	What have procurement leaders learnt from 2020 in Australia and New Zealand?	Jonathan Dutton

2021 Roundtables

DATE	TOPIC	FACILITATOR
21-Jan	Opportunity Analysis – How exactly to deduce a category's savings potential	Stefan Gassner
28-Jan	Modern Slavery, COVID-19 and supply chain visibility	Matt Perfect
02-Feb	The TWO HOUR Negotiation essentials refresher - with Victoria Plaksin at TRUSTED NEGOTIATOR	Victoria Plaksin
03-Feb	Never Waste a Crisis: The Grosvenor Research Study 2020 – the procurement response to Covid19	Stefan Gassner
09-Feb	QUARTERLEY LEGAL UPDATE: How is the changing law impacting procurement practices in Australia?	Joanna Oakey
10-Feb	Understanding the most important new law for procurement since the MSA - The new PAYMENT TIMES REPORTING ACT 2020	Vince Dimasi
11-Feb	Why this is a good time to focus on your career development and future proof it	Sean Johnson
12-Feb	Never Waste a Crisis: The Grosvenor Research Study 2020 – the procurement response to Covid19	Stefan Gassner
16-Feb	Crafting your post Covid-19 procurement L&D plan for 2021	Jonathan Dutton
17-Feb	A two-hour online LEGAL SEMINAR for buyers on the contract 'BOILERPLATE' clauses – with top procurement lawyer Scott Alden	Scott Alden
23-Feb	Driving UP supplier performance	Kate Nicholl Skattäng
24-Feb	Agile Procurement : What is it, How to do it?	Jonathan Dutton
25-Feb	Slaying sacred cows in the IT category – A procurement CASE STUDY ????	Andrew Peacock
03-Mar	A PASA CONNECT SPECIAL ONLINE EVENT – we are all IT buyers now	Cliff Booth
04-Mar	Indirect spend analysis - essential cost reductions for every business	Ben Shute
11-Mar	Managing your fleet out of crisis	Quenten Shepherd
12-Mar	Sneak preview of ProcureTECH Agenda – for PASA CONNECT members only	Jonathan Dutton
16-Mar	PASA CONNECT NZ : What is different about procurement in New Zealand?	Jonathan Dutton
18-Mar	The top six issues in the PRINT category post-Covid	Russell Mowthorpe
30-Mar	What is the role of Social Procurement post-JOBKEEPER	Rhianna Dean
13-Apr	How good will you and your team be as a post-Covid NEGOTIATOR in 2021?	Matt Lohemeyer
15-Apr	A deep-dive on the new NEC.4 standard contract template – with Scott Alden	Scott Alden
21-Apr	How to achieve better value for money - and when	Roy Barton
22-Apr	CPO Roundtable - The Hackett Group Procurement Key Issues Study 2021	Chris Sawchuck
22-Apr	Futureproofing your key supplier relationships	Dr Sara Cullen