

Bringing Procurement & Legal Together to Create Internal Efficiencies

Synopsis:

As costs and headcount come under pressure, streamlining workflows, removing roadblocks and reducing contract timelines is crucial for both the legal and the procurement functions.

This PASA CONNECT Round-table will explore issues such as:

- What are the common challenges and roadblocks at the intersection of procurement and legal?
- How can procurement and legal teams work together to streamline the flow of work?
- How can self-service for legal services be encouraged while maintaining quality controls and compliance?
- How can procurement and legal teams avoid spending too much time on low value/risk contracting?
- Simple best practice tools that can save time and manage risk

This session will also directly address your specific issues:

What questions, issues or challenges would you like to discuss on the day? Please have a think and submit with your registration.

Expert Contributors

Jason Ryan is a Principal at Engo, a legal operations consulting boutique that works with corporate and government clients to implement smarter, leaner ways of working for across the legal and procurement functions.

Sacha Kirk is a Co-Founder of Lawcadia, an Australian-based legal technology company that is focused on workflow automation, matter and spend management as well as legal procurement. Lawcadia works with leading corporate and government legal teams across APAC.

Run Sheet

Jonathan to introduce the session and Jason & Sacha.

Sacha to lead Q&A.

Topic: Challenges to working with legal on day to day procurement matters

First question to warm everyone up: What are the common challenges and roadblocks at the intersection of procurement and legal?

[First ask the question of Jason and then JD and throw to the room for input.]

Question to Jason: It would be good to know how Procurement and Legal can work more collaboratively. What are the areas that are more commercially driven, rather than legal focused? (Patricia Navarro – Queensland Rail)

Getting the balance between commercial reality and legal's requirements. Don't kill and ant with a sledge hammer . Striking the balance (Lucy Muchic – Independent Member)

Question to Jason: What are some of the best ways to handle any tension or disconnect between legal and procurement teams?

Topic: Being more efficient with contracting

Question to Jason: I've often heard you say that you think some elements of contracting "over-lawyered". What do you mean by that?

Question to Jason: on construction projects convincing legal that departures can actually enhance a contract, not detract from principals position (Andrew Ferguson – The University of Queensland)

Question to Jason:

This leads me into my next question. We've had many discussions on how to simplify the contracting process and I love the way you've distilled it down to 4 contracting efficiency principles. Can you talk through this?

[Jason to share slide on this]

[after response, ask questions of the room about their experiences in this area]

Topic: Role of Self-service

Question to Jason: What is the role of self-service for contracts and agreements and how can you maintain quality controls and compliance?

[after response, ask questions of the room about their experiences in this area]

Topic: Best practice tools that save time & manage risk

Question to Jason: You've developed the Engo Universe with many different organisations. This is an easy to use tool to simplify the way that these organisations manage their procurement processes. Can you share this with us?

[Jason to show examples of the Universe and how different clients have used it]

Question to Jason: One of the projects that we've been working on together is to automate and embed this solution into Lawcadia's workflow automation so that it is easily accessible and searchable. Why was this important and how do you see this evolving?

[Jason to show demo and then talk about this potentially using more workflow automation, document automation, reporting etc).

Final questions from the group if time:

Question to Jason: When should (or should not) procurement be part of the engagement process?(Gaëlle Maleysson – Santos)

Note: Sacha to prepare a "take-away deck" that covers Lawcadia, Engo and a link to the landing page of our collaborative solution – the Engo Universe, powered by Lawcadia.