



# PASA CONNECT RESOURCES

Previous PASA Connect Roundtables are a useful training resource for all PASA CONNECT members – simply browse the list of previous learning sessions, sorted by topic, and you can view the actual VIDEO of that session and download the actual slide-deck and any notes or handouts used for that session. The recording can be easily watched with normal video controls including ‘FAST FORWARD’ and also shows the actual slides used for easy reference points.

To access any of the previous PASA CONNECT sessions at any time simply LOGON to the PASA CONNECT website or APP using your personal login, select LIBRARY from the drop-down menu, and type in your selected session in the search bars.

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

Enterprising procurement teams select their most relevant sessions and watch them all together – a FREE training day in effect!

Why don't you too ... ?

## 2020

Date	Topic Title
3-Mar	COVID-19: What are the impending implications of Coronavirus for your supply chain?
3-Mar	Supplier Performance and Relationship Management (ADEL)
4-Mar	ENHANCING INFLUENCING SKILLS for PROCUREMENT MANAGERS (SYD)
4-Mar	Supplier Performance and Relationship Management (BRIS)
6-Mar	Using Power BI to Drive Increased Stakeholder Engagement (VIRTUAL)
13-Mar	Social Procurement in practice ... practical case studies and solutions (AUCK)
13-Mar	REVERSE AUCTIONS - Why they're making a comeback and how best to use them (VIRTUAL)
26-Mar	Supplier Performance and Relationship Management
2-Apr	ENHANCING INFLUENCING SKILLS for PROCUREMENT MANAGERS
2-Apr	2nd CPO Coffee Club
2-Apr	Beer & Wine O'Clock networking event
7-Apr	Optimising supplier communications during a time of crisis (VIRTUAL)
8-Apr	The Top 5 Apps to help procurement managers work smartly from home (WFH) (VIRTUAL)
8-Apr	Negotiating with Suppliers in a Virtual World
9-Apr	FORCE MAJEURE refresher ... and LIVE legal Q&A
9-Apr	3rd CPO Coffee Club
14-Apr	Improving procurement productivity and staying in touch using Microsoft Teams (VIRTUAL)
14-Apr	Your obligations under the new Chain of Responsibility Laws
15-Apr	The Contract Managers' online round-table
15-Apr	The INs and OUTs of contingent labor - your top issues
16-Apr	4th CPO Coffee Club
16-Apr	4th CPO Coffee Club
17-Apr	The top six alternatives to invoking Force Majeure on major contracts

## 2020

Date	Topic Title
21-Apr	What to do if your supplier goes bust .. or just technically insolvent
22-Apr	Supplier management in a crisis
23-Apr	5th CPO Coffee Club
23-Apr	Buying from SME's today ... the key considerations
23-Apr	5th CPO Coffee Club
29-Apr	ENHANCING INFLUENCING SKILLS for PROCUREMENT MANAGERS
30-Apr	The top six issues in managing the logistics and freight category in 2020
30-Apr	CPO Discussion: Opportunities in "The new Normal"
4-May	How best to apply UNSPSC coding correctly ... and shape your TAXONOMY
5-May	Modern Slavery Act: how to undertake supply chain risk assessment in a time of constrained resources & priorities
6-May	How should procurement be ensuring business continuity in future?
7-May	Procurement Governance and Management in a VUCA World – Senior Leadership Round-table
11-May	Knowing and understanding your inbound supply chain
13-May	Outcome based contracting : How it works and why it works
14-May	Managing UP in Procurement: How to manage expectations and gain (or retain) support?
20-May	Buying Legal Services
21-May	Stakeholder Mapping and Management
21-May	Designing your return to work plan
27-May	Buying PPE for today and for tomorrow
28-May	Waste Management and Recycling
29-May	NEG ONLINE: A virtual Q&A on your negotiaion questions with DR Matt Loymeyer
2-Jun	eSignatures whilst remote-working – are they always legally sound?
3-Jun	The Top 6 pitfalls in managing CAPITAL contracts
4-Jun	The Contract Managers' online round-table
4-Jun	"The new face of Marketing Procurement"
9-Jun	SRM as a strategy for the immediate future ... and longer
12-Jun	LEGAL UPDATE: How is the changing law impacting procurement practices in Australia?
16-Jun	Buying and Managing Electricity
17-Jun	Supply chain management for procurement - everything you ever wanted to know but were afraid to ask
18-Jun	AGILE Procurement : What is it, How to do it ....
19-Jun	CPO Coffee Club – Designing your procurement function for the new work environment
23-Jun	Reverse Auctions - Why they're making a comeback and how best to use them (VIRTUAL)
24-Jun	The top issues in managing the MRO category – both today and post-crisis
25-Jun	How to negotiate over video
14-Jul	Contingent labour – when are contractors deemed to be employees?
16-Jul	INDIRECT spend analysis ... essential cost reductions for every business



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Date	Topic Title
21-Jul	Using Power BI to Drive Increased Stakeholder Engagement
22-Jul	Contract Manager's Online Roundtable - Remote Management of Complex Contracts
28-Jul	Managing travel in a post-Covid world
28-Jul	What to do if your supplier goes bust .. or just technically insolvent
29-Jul	Contracting for agile outcomes
30-Jul	The eAuction masterclass
4-Aug	5 ways to reduce costs as we emerge from lockdown into stressed markets
5-Aug	Why this is a good time to focus on your career development – and futureproof it
6-Aug	CPO Coffee Club – Thinking Outside the Box
12-Aug	Managing supplier risk post Covid-19 - including financial viability
18-Aug	The role of aggregators post Covid-19 - and how they fit into your procurement strategy
19-Aug	Managing your fleet out of crisis
20-Aug	Opportunity Analysis – How exactly to deduce a category's savings potential
25-Aug	Sustainable Procurement
27-Aug	Driving UP supplier performance
2-Sep	An OVERVIEW of the IT procurement category today
2-Sep	Telecoms
2-Sep	Telephony systems including Contact/Call Centres support
2-Sep	SaaS procurement and SOFTWARE licensing from 2020
2-Sep	Managed Services, outsourcing and IT support buying
2-Sep	Bespoke Services, programming and applications development contracting
3-Sep	How to choose your next marketing agency and prioritise their work
10-Sep	Social Procurement in practice - creating jobs after jobkeeper
16-Sep	How to buy Professional Services 2.0
22-Sep	How to design, select then implement a new procurement software solution
23-Sep	The art & science of Benefits Tracking
24-Sep	How to select the RIGHT sourcing strategy for your project
29-Sep	The easy business case for contract management automation
6-Oct	CPO Coffee Club – The soft skills and hard truths about procurement competencies post COVID-19
15-Oct	The role of P CARDS in your post-Covid procurement strategy
20-Oct	Improving Supplier Performance 1 – Building SLAs
27-Oct	The TWO HOUR Negotiation essentials refresher - with Victoria Plaksin at TRUSTED NEGOTIATOR
29-Oct	Improving Supplier Performance 2 – Crafting KPIs
30-Oct	How to manage the TOP 3 priorities for procurement analysts post-crisis
5-Nov	QUARTERLY LEGAL UPDATE: How is the changing law impacting procurement practices in Australia?
11-Nov	Agile Procurement : What is it, How to do it?
26-Nov	Sustainable Procurement now ... balancing ideals, policy, compliance and reality

# 2020

Date	Topic Title
1-Dec	How to buy Marketing Services 101
2-Dec	The FORCE MAJEURE refresher and legal Q&A - with Scott Alden
9-Dec	How to build fantastic stakeholder relations and grow your influence
10-Dec	A.I. in procurement .... from the start
16-Dec	What have procurement leaders learnt from 2020 in Australia and New Zealand?
21-Jan	Opportunity Analysis – How exactly to deduce a category's savings potential
28-Jan	Modern Slavery, COVID-19 and supply chain visibility
2-Feb	The TWO HOUR Negotiation essentials refresher - with Victoria Plaksin at TRUSTED NEGOTIATOR
9-Feb	QUARTERLEY LEGAL UPDATE: How is the changing law impacting procurement practices in Australia?
10-Feb	Understanding the most important new law for procurement since the MSA - The new PAYMENT TIMES REPORTING ACT 2020
11-Feb	Why this is a good time to focus on your career development and future proof it
12-Feb	Never Waste a Crisis: The Grosvenor Research Study 2020 – the procurement response to Covid19
16-Feb	Crafting your post Covid-19 procurement L&D plan for 2021
17-Feb	A two-hour online LEGAL SEMINAR for buyers on the contract 'BOILERPLATE' clauses – with top procurement lawyer Scott Alden
18-Feb	Rebalancing the RISK v COST of your INBOUND supply lines after Covid
23-Feb	Driving UP supplier performance
24-Feb	Agile Procurement : What is it, How to do it?
25-Feb	Slaying sacred cows in the IT category – A procurement CASE STUDY
3-Mar	A PASA CONNECT SPECIAL ONLINE EVENT – we are all IT buyers now
4-Mar	Indirect spend analysis - essential cost reductions for every business
11-Mar	Managing your fleet out of crisis

# 2021

Date	Topic Title
12-Mar	Sneak preview of ProcureTECH Agenda – for PASA CONNECT members only
16-Mar	PASA CONNECT NZ : What is different about procurement in New Zealand?
17-Mar	The top issues in managing the MRO category – both today and post-crisis
18-Mar	The top six issues in the PRINT category post-Covid
30-Mar	What is the role of Social Procurement post-JOBKEEPER
13-Apr	How good will you and your team be as a post-Covid NEGOTIATOR in 2021?
15-Apr	A deep-dive on the new NEC.4 standard contract template – with Scott Alden
21-Apr	How to achieve better value for money - and when
22-Apr	CPO Roundtable - The Hackett Group Procurement Key Issues Study 2021
22-Apr	Futureproofing your key supplier relationships
29-Apr	Supply Chain tracking is good practice – but who exactly is supplying you?

## 2021

Date	Topic Title
7-May	How to run a procurement ESG team post-Covid – Procurement's next frontier (VIRTUAL)
11-May	Why not evaluate RFT's without vendor names on them?
12-May	Become the CPO of your CATEGORY
18-May	Gauging supply side RISK – part 1 : Segmenting your supplier base in 4 easy steps
19-May	What are eMarketplaces, and can they be a handy short-cut for BUSY Buyers?
20-May	How to design and programme your own balanced scorecard
1-Jun	QUARTERLY LEGAL UPDATE: How is the changing law impacting procurement practices in Australia?
2-Jun	The ONE HOUR Negotiation essentials refresher – at TRUSTED NEGOTIATOR
2-Jun	The 12 Best Practices of Contract Management
3-Jun	Gauging supply side RISK – part 2 : Conducting a supply chain risk assessment of your key categories/suppliers
16-Jun	The best and worst of procurement tenders
7-Jul	Aboriginal Procurement Policies – how to make a difference
8-Jul	PASA CONNECT REPLAY : The contract BOILERPLATE training
15-Jul	Transforming your team to a CATEGORY MGT structure – A CASE STUDY
20-Jul	Getting to the heart of social and sustainable procurement - A NZ focus on social procurement
21-Jul	Procurement's growing role in Capital Procurement
22-Jul	PASA VIRTUAL OPEN DAY
23-Jul	How to write a Scope of Works
27-Jul	How to buy INSURANCE after Covid19 – the top six issues
29-Jul	How procurement can embrace P2P processes and work with Finance for success through collaboration
3-Aug	How do you get a poor supplier to measure up?
4-Aug	How to buy the ITC category in 2021 - A quick guide + jargon-buster for IT procurement managers
5-Aug	An update on the new Payment Times Reporting Act 2020
12-Aug	Aboriginal Procurement Policies – how to make a difference
17-Aug	TENDER EVALUATION 1 – The modern essentials for evaluation tenders and proposals
25-Aug	Procurements next frontier – being accountable for the ESG agenda
26-Aug	How to write an RFT
31-Aug	Tender evaluation 2 – Modern best practice and innovation
1-Sep	QUARTERLY LEGAL UPDATE: How is the changing law impacting procurement practices in Australia?
8-Sep	Modern Slavery: How to get off second base...next steps for your Modern Slavery journey
16-Sep	How to calculate TCO - Total Cost of Ownership
21-Sep	The four spend levers that work for real cost reduction and fiscal repair post-Covid

## 2021

Date	Topic Title
23-Sep	Procurement tailored to construction projects : A PASA CONNECT Masterclass
28-Sep	Managing Supplier Risks - Part 1: 4 Ways to segment suppliers by risk factor
29-Sep	Agile Procurement : What is it, How to do it?
30-Sep	How to buy Professional Services 3.0
26-Oct	Enhancing influencing skills for procurement managers
27-Oct	Working with Legal - Part 1
28-Oct	The evolution of total cost
3-Nov	How to plan your Category Strategy
9-Nov	QUARTERLY LEGAL UPDATE: How is the changing law impacting procurement practices in Australia?
11-Nov	CPO Roundtable - Your Procurement Team Health Assessment
23-Nov	An introduction to visual and comic contracts – and how they overcome the growing problem of compliance
24-Nov	How to buy the WASTE category post-Covid
25-Nov	Sustainable Procurement 101 – what, why and tips to get started
30-Nov	How to define and manage Conflict of Interest
9-Dec	How to formulate & manage your Social Procurement policy