

# The PASA CONNECT BIG BREAKFAST event

Talent Development

# The 6 NEW Challenges facing Procurement 2022

- 1. Sourcing BALANCE**
- 2. Saving small suppliers**
- 3. Managing inflationary times\***
- 4. Realigning to new stakeholder needs**
- 5. Digitalizing procurement**
- 6. Managing our teams**

[https://procurementandsupply.com/2022/01/six-key-procurement-challenges-and-how-to-solve-them-in-2022/?inf\\_contact\\_key=2488688bcf8b69e7841f6b953f8230ea680f8914173f9191b1c0223e68310bb1](https://procurementandsupply.com/2022/01/six-key-procurement-challenges-and-how-to-solve-them-in-2022/?inf_contact_key=2488688bcf8b69e7841f6b953f8230ea680f8914173f9191b1c0223e68310bb1)

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# The PASA L&D White Paper 2021

- *Free download*
- Training needs analysis
- Top-Down capability programmes
- Covers assessed v non-assessed learning
- 70 – 20 – 10 methodology
- Peer to peer learning
- To MCIPS or not MCIPS?
- eLearning
- Public –v- In-House training

<https://procurementandsupply.com/2021/03/pasa-new-white-paper-now-available-how-to-craft-your-essential-post-covid-procurement-capability-development-plan/>

**PASA CONNECT works as a stand-alone all-you-can-eat L&D programme for your team – or supports a wider capability UPLIFT plan**



## How to craft your essential post-Covid Procurement Capability Development Plan

*For many firms scrambling to survive after the pandemic crisis, staff training will seem an indulgent luxury. For procurement people however, there has never been a more important time to invest in building capability – Jonathan Dutton FCIPS explains why ..*

- CONNECT
- SHARE
- LEARN
- APPLY



# **PASA Connect** is a low cost, participative, learning & development network for professional procurement peers

“I have always seen that the collective body of knowledge of procurement professionals is an extremely powerful resource.

PASA Connect enables it members to access and use that resource.”

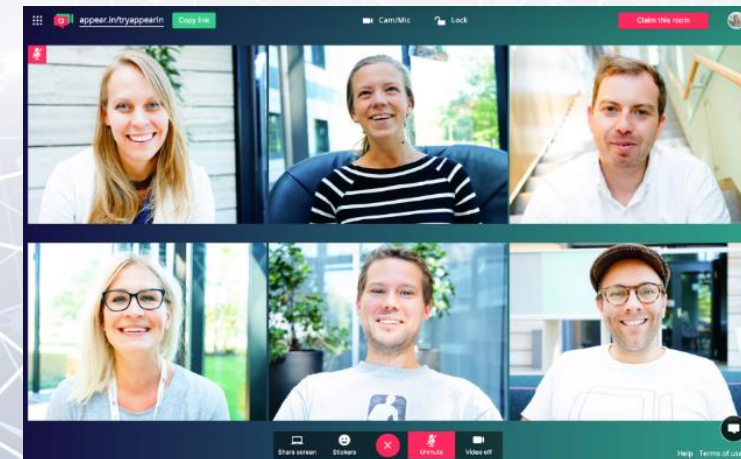
**Nigel Wardropper, Founder - PASA**



# PASA CONNECT

## Virtual Round-tables

- PASA hosted Virtual L&D sessions
- Up to 80 each year
- Often *Tues/Weds/Thurs* MOST WEEKS
- With an *expert* in every session
- Often around 10-20 people participating
- Sessions last 60-90 minutes ONLINE
- Attendees from every state + New Zealand
- Covering:
  - **WEBINARS** - Key issues, new topics and trends –
  - **ROUNDTABLES** - Category knowledge & best practice –
  - **ONLINE TRAINING** - Niche training subjects –



# The 5 BENEFITS



**The new modern, time efficient, way to learn:**

## The FIVE benefits of PASA CONNECT

A key part of your procurement capability enhancement programme:

1. PASA Connect is peer led - so topical
2. PASA Connect is expert facilitated – so informative & correct
3. PASA Connect covers all the core topics, key issues and indirect categories – so is comprehensive
4. PASA Connect is online – so is easily accessible and time efficient learning
5. PASA Connect includes your whole team, not just a select few – so it is great value for money

**“At our PASA conferences we tend to share our problems, in PASA Connect we tend to share our solutions”**

Jonathan Dutton FCIPS

**“Peer learning is the best form of teaching” Brett Burley CPA, CFO, Phillip Morris ANZ**



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# What do our existing 60+ members say?



*“A great forum to share in knowledge and to learn from our fellow procurement professionals.”*

**Kala Paramanathan, Head of Procurement, Pacific National.**

*“The sharing of best practice information has allowed us to challenge some of our own tools and processes.”*

**Thomas Tuszynski, Grp Category Manager, F&B - Crown**

*“A cost-effective forum to network and grow amongst peers from organisations across various industries..”*

**Tony Bell, General Manager Procurement, APA**

*“A great opportunity for practitioners in different environments but still working on similar things, to share their experiences (and) exchange tips and ... approaches to common problems.”*

**Jack Buchler, Assistant Director - WoVG Technology Procurement, Dept of Premier and Cabinet, VICTORIA GOVT**



Watch the video for 2 minutes

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# Future events

- 7<sup>th</sup> PASA Health & Aged Care Conference
  - *LIVE @ Randwick Racecourse SYDNEY 8-9<sup>th</sup> June*
- 22<sup>nd</sup> BTTB Travel event
  - *LIVE @ Randwick Racecourse SYDNEY 6-7<sup>th</sup> Sept*
- 10<sup>th</sup> Annual PASA PremierCONFEX
  - *LIVE @ Flemington, Melbourne 12-13<sup>th</sup> Oct*
- 2<sup>nd</sup> Sustainable Procurement TODAY
  - *ONLINE 15-16<sup>th</sup> November*
- . PASA CONNECT
  - *online up to 80 times per year*
- . PASA TRAINING
  - *Inflationary Times, Negotiation, Agile Procurement, Strategic Procurement*