

ALL TREATS AND NO TRICKS AT THE MARKET ENGAGEMENT HUB

PXS PROCUREX SCOTLAND
 INNOVATE EDUCATE COLLABORATE

IN ASSOCIATION WITH



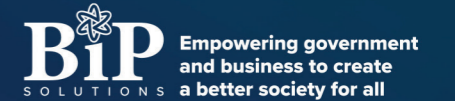
OFFICIALLY SUPPORTED BY



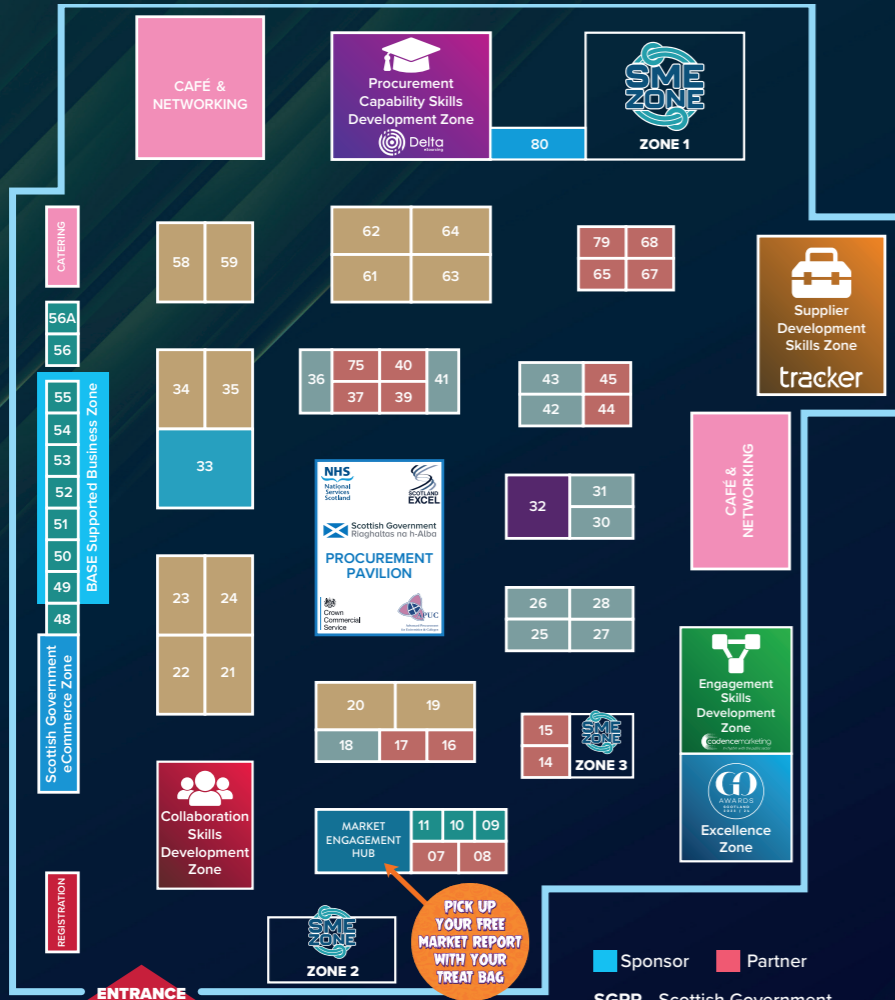
31 OCTOBER 2023 | SEC GLASGOW

DAY PLANNER SPONSOR

EVENT DELIVERED BY



OFFICIAL MARKETING PARTNER



Computacenter	33
Consortium Procurement	65
Crown Commercial Service	SGPP
Cyber Essentials	MEH
Delta eSourcing	MEH
Enable Works	20
Expede Consulting Ltd	56
Glasgow Chamber of Commerce	40
GOJO Industries - Europe Ltd	14
Granada Secondary Glazing	SME 2
Green-Tech	SME 3
Growers Garden	SME 1
Haven Products Limited	53
HP Inc UK Ltd	32
Ilasco by Keela	55
ITER IDEA	16
Jewson Partnership Solutions	42
JSL Services Ltd	54
Lenovo	30
Love2shop	56a
Lyreco	24
Maxi Construction Limited	SME 2
National Support Network CIC	SME 1
NHS National Shared Services Scotland	SGPP
Northern Lighthouse Board	15
ORB Group	21
Pagabo	26
PASS Procurement	MEH
PeoplePlus	50
PIH Scotland	28
Procurement People of Tomorrow	79
PSTAX	8
Qpercom	11
Robus LED Group	SME 1
Royal Strathclyde Blindcraft Industries	52
SCC & Cisco	59
Scotland Excel	SGPP
Scotland Innovates	48
ScotRail	35
Scottish Government	SGPP
Scottish Procurement Alliance	34
SD Wind Energy	43
SDP (Supplier Development Programme)	45
Service Graphics	61
Sibbald Training Ltd	41
Softcat	25
Sportex	63
Supply 2 Gov	MEH
Switchshop	19
Tersus Consultancy	68
The Furnishing Service	18
Tracker	MEH
Unico	SME 2
William Hamilton & Sons Ltd	80
Workflo Solutions	62

Mezzanine 1

Academia Ltd	37
Access Technology Company (ATC)	51
APS Group	39
APUC (Advanced Procurement for Universities and Colleges)	SGPP
Aspen People	SME 2
Athlon	9
AutogenAI Ltd	10
Avigilon UK Limited	44
Avocado 55	SME 1

Banner	36
BiP Solutions	58
Blue Arrow	22
British Safety Industry Federation	SME 1
Buy Social Scotland - Social Enterprise Scotland	SME 1
Cadence Marketing	MEH
Canton Core Company Ltd	SME 2
Cathkin Clean Scotland Limited	SME 2
CIPS	75
CivTech	17

P4H SCOTLAND
 25 APRIL 2024 | MURRAYFIELD, EDINBURGH
 For Exhibition Packages please contact
 exhibitions@p4hscotland.co.uk
 or call 0845 270 7066 — www.p4hscotland.co.uk



THANK YOU TO OUR SPONSORS



TICKETED EVENT

NATIONAL 18 PROCUREMENT CONFERENCE

10.00 – 10.05 **Welcome from Meeting Chair**
Rona Dougall, Presenter and Journalist, Scotland Tonight



10.05 – 10.20 **Ministerial Opening Address**
Tom Arthur MSP, Minister for Community Wealth and Public Finance



10.20 – 10.45 **Keynote Address**
Graeme Roy, Dean of External Engagement & Professor of Economics, University of Glasgow



10.45 – 11.10 **Keynote Address**
Gary Gillespie, Chief Economist, Scottish Government & Graeme Cook, Head of Scottish Government Procurement Services



Panel Discussion

Gordon Beattie, Director of National Procurement, NHS National Services Scotland



Julie Welsh, Chief Executive Officer, Scotland Excel



Angus Warren, Chief Executive, APUC
Nikki Archer, Head of Procurement and Commercial Policy and Strategy, Scottish Government



Morag Angus, Chief Surveyor / Head of Property and Construction, Scottish Government



David Taylor, Chief Operating Officer, CIPS



12.00 – 12.45 **Motivational Speaker: How to Speak so Others Listen: Communication with results**



Cath Baxter, Voice Coach and Public Speaking Expert

AGENDAS SUBJECT TO CHANGE



31 OCTOBER 2023 | SEC GLASGOW

Procurement Capability Zone



10.30 – 10.55 **Learning and Development: Future Proofing Through Improving People and Organisational Capability**
Ian Schollar, Head of Teaching and Learning, CIPS

11.00 – 11.30 **The Future of Procurement & The Procurement of the Future**
Phil Kinnell, Academy Tutor, Scotland Excel & Aileen Toland, Academy Tutor, Scotland Excel

11.35 – 12.00 **The Future of Procurement & Enabling the Scottish Public Sector - Simplifying the Procurement of World-Class Technology and Digital Services**
Pete Groushko, Director, Technology Sourcing, Computacenter

12.05 – 12.30 **Data from the Buyers Market: What are they Buying, and Who are they Buying From?**
Kevin Lewis, Business Development Manager, Delta eSourcing and Supply Chain

13.15 – 13.40 **Procurement Service – Building Capability and Capacity**
Iain McKie, Head of Strategic Procurement, Police Scotland

13.45 – 14.10 **Scottish Government Conference Breakout Session: Procurement People of Tomorrow: The Procurement Graduate Experience**
Marcia Broadfoot, Procurement Graduate, Scottish Government & Joanna Wilson, Procurement Graduate, Scottish Government

14.15 – 14.40 **Bid Rigging in Public Procurement**
Dan Rawling, Cartels Enforcement Team Director, Competition and Markets Authority

14.45 – 15.10 **Releasing Time to Procure**
Colin Roddie, IT Project Manager, NHS National Services Scotland & Simon Mollart, Head of Strategic Sourcing, NHS National Services Scotland

THAN YOU TO OUR PARTNERS



DAY PLANNER SPONSOR



Supplier Development Zone



10.40 – 11.05 **How to Achieve an 80%+ Bid Win Rate**
Andrew Morrison, Strategic Bidding Advisor, AM Bid

11.10 – 11.35 **Doing Responsible Business with APUC**
Stephen Connor, Senior Procurement Manager, APUC & Amy Ledger, Senior Sustainability Manager for Responsible Procurement, APUC

11.40 – 12.05 **Building Cyber Resilience: Basics for Every Organisation**
Janka Hudak, Head of Business Development, Cyber and Fraud Centre Scotland

12.10 – 12.35 **Bees, Trees, Community and Laptops**
Lorna Johnstone, Account Manager, HP, Alexandra Conder, Sustainability Account Manager, HP & James Gray, Senior ICT Portfolio Manager, Scottish Government

13.20 – 13.45 **Scottish Government Conference Breakout Session: Introducing the Software Value Added Reseller Services Framework**
Debra MacLeod, Senior Portfolio Specialist, Scottish Government

13.50 – 14.15 **How Procurement Can Benefit Young People's Mental Health!**
Barry Syme, Principal Educational Psychologist, Glasgow Educational Psychology Service

14.20 – 14.45 **The Benefits of Procurement Consolidation**
Helen Schoolar, Strategic Partnership Manager, Jewson & Andrew Rafferty, Solution Development Manager, Jewson

14.50 – 15.15 **Essential Future-proofing Through Equity, Diversity and Inclusion**
Briony Williamson, Head of Equity, Diversity and Inclusion, Enable

OFFICIAL PRINT PARTNER



Engagement Skills Zone



10.50 – 11.15 **How Can Engagement Support Local Community Wealth Building**
Fiona Conti, Strategic Procurement Manager (Interim), Commercial and Procurement Shared Service, Supplier Development Programme

11.20 – 11.45 **Understanding the UK Public Sector Market: Trends, Intelligence and Opportunities**
Dawn MacTaggart, Senior Key Account Manager, Tracker

12.20 – 12.45 **Encouraging More Bids from SME Suppliers**
Andrew Morrison, Strategic Bidding Advisor, AM Bid

13.30 – 13.55 **Early Engagement: Bridging the Gap Between Public Sector Buyers and Suppliers**
Stuart McAndrew, Marketing Service and Sales Director, Cadence Marketing

14.10 – 14.35 **Scottish Government Conference Breakout Session: National Procurement Development Framework: Engage and Retain**
Daisy Hall, Commercial Capability Officer, Scottish Government



14.50 – 15.05 Finalists Drinks Reception and Certificate Collection

15.05 – 15.30 Interviews with our 2023/24 Finalists

Hosted by Rona Dougall, Presenter and Journalist, Scotland Tonight

OFFICIAL MARKETING PARTNER



EVENT DELIVERED BY



Collaboration Skills Zone

10.45 – 11.10 **Triggers Broom Doesn't Work for Procurement**
Matt Dredger, Payment Solutions Manager, SCC

11.15 – 11.40 **Creating Opportunities for Disabled Workers**
Alistair Kerr, Director and Chair, BASE Scotland

11.45 – 12.10 **Collaborating on Sustainability in Procurement**
Joe Tilley, Sustainability and Strategic Portfolio Director, Crown Commercial Service

12.15 – 12.40 **Developing Scotland Excel's Energy Efficiency Contractors framework – A collaborative Approach to Support Net-Zero Objectives**
Kelly Nugent, Senior Procurement Specialist, Scotland Excel

13.25 – 13.50 **Collaboration and Partnership: Let's Work Together**
Mark Elliott, Director, CivTech

13.55 – 14.20 **Contractor Collaboration for Effective Estates and Infrastructure Procurement**
Karen Carter, Head of Delivery, Pagabo

14.35 – 15.00 **Scottish Government Conference Breakout Session: Sustainable Procurement and Supported Businesses – The New National DPS**
Scott McCrindle, Collaborative Delivery Manager, Scottish Government

15.00 – 15.20 **DYW: Building Communities**
Nicholas Carroll, Senior Programme Executive, Glasgow Chamber of Commerce

AGENDAS SUBJECT TO CHANGE

AGENDAS SUBJECT TO CHANGE

AGENDAS SUBJECT TO CHANGE