



# England's NHS Procurement Skills Development Event

7 JULY 2022 NEC BIRMINGHAM

# PRE-EVENT PLANNER

OFFICIALLY SUPPORTED BY



## Supply Chain

## KEYNOTE ARENA

**10.20 – 10.30**  
**Welcome from Chair**  
Alyson Brett, Chief Executive Officer, NHS Commercial Solutions



**10.30 – 11.00**  
**Opening Address**  
David Williams, Director of Procurement NHS England and NHS Improvement

**11.00 – 11.20**  
**Keynote Address**  
Preeya Baillie, Director of Procurement Transformation and Commercial Delivery, NHS England and NHS Improvement



**11.20 – 11.40**  
**Keynote Address**  
Andy Windsor, Chief Operating Officer, NHS Supply Chain



**11.40 – 12.00**  
**Keynote Address**  
Keith Rowley, Managing Director, NOE CPC & Chief Officer, Health Care Supply Association (HCSA)



**12.20 – 12.40**  
**Keynote Address**  
Simon Walsh, Group Procurement Director & Joint GM Procurement Lead, Manchester University NHS Foundation Trust



**12.40 – 13.00**  
**Keynote Address**  
Michelle McCann, Director for Sustainability, NHS London Procurement Partnership



**13.00 – 13.20**  
**Keynote Address**  
Liam Horkin, Head of Clinical Procurement, East Suffolk and North Essex NHS Foundation Trust



## NHS PROCUREMENT SKILLS

**10.30 – 11.00**  
**Healthcare Procurement Reform – What's happening and What Does it Mean?**  
Phil Kinnell, Senior Procurement Consultant, PASS Procurement

**11:05 – 11.35**  
**Managing Non Regulated Healthcare Procurement Efficiently**  
Phil Kinnell, Senior Procurement Consultant

**11.55 – 12:25**  
**Tackling Fraud**  
Eddie Regan, Principal Consultant, PASS Procurement

**12:25 – 12:45**  
**Healthcare Tenders – What's Scored and What's Not**  
Phil Kinnell, Senior Procurement Consultant, PASS Procurement

**12.50 – 13.15**  
**Healthcare Procurement Reform – Changes to Healthcare Procedures, Frameworks and Dynamic Purchasing Systems**  
Phil Kinnell, Senior Procurement Consultant, PASS Procurement

**13:15 – 13:45**  
**WorldCC Benchmark Report: Government and Public Sector – Key Findings**  
Matthew Tizzard, Member Engagement Director, World of Commerce and Contracting



## SOCIAL VALUE & SUSTAINABILITY

**13.00 – 13.20**  
**Delivering Health Sustainably – NHS Supply Chain Sustainability Strategy**  
Martin Toumay, Sustainability Manager, NHS Supply Chain

**13.30 – 13.50**  
**Is taking a pragmatic approach to securing sustainability outcomes through procurement the best way forward?**  
Stuart Watkins, Health Strategy Manager, Crown Commercial Service

**13.55 – 14.10**  
**Cut Costs and Create Cash Flow With the Secondary Software License Market**  
Mick Shotton, Microsoft Licensing Specialist, Discount-Licensing

**14.15 – 14.45**  
**Applying sustainability to procurement**  
Phil Kinnell, Senior Procurement Consultant, PASS Procurement



## SUPPLY CHAIN & INNOVATION

**10.40 – 11.10**  
**Panel Debate: Innovation in Healthcare**  
Chaired by Suzie Ali-Hassan, Deputy Director, NHS Innovation Accelerator; representatives of NHS Innovation Accelerator

**11.30 – 11.55**  
**Managing risk in procurement**  
Eddie Regan, Principal Consultant, PASS Procurement

**12.00 – 12.20**  
**Energising the Evolution through Driving Smarter Procurement Outcomes**  
Kirsty Templeton, Supply Chain Business Development Manager, Delta eSourcing

**12.20 – 12.50**  
**Procurement and traceability: the driving forces behind patient safety**  
GSI Representative



## TENDERING IN HEALTHCARE

**10.20 – 10.40**  
**Healthcare Procurement Reform – What's happening and What Does it Mean?**  
Eddie Regan, Principal Consultant, PASS Procurement

**10.45 – 11.15**  
**Healthcare Procurement Reform – Changes to Procedures, Frameworks and Dynamic Purchasing Systems**  
Eddie Regan, Principal Consultant, PASS Procurement

**11.15 – 11.35**  
**How to Engage NHS Buyers**  
Stu Parkinson, Key Account Manager, Cadence Marketing

**12.00 – 12.30**  
**Shape of the landscape**  
Grahame Steed, Content, Research and Communications Director, BIP Solutions

**12.45 – 13.05**  
**Healthcare Procurement Reform – Greater Transparency for Bidders**  
Eddie Regan, Principal Consultant, PASS Procurement

**13.30 – 14.00**  
**Addressing Social and Environmental Benefits in Your Healthcare Tender**  
Phil Kinnell, Senior Procurement Consultant, PASS Procurement

**14.05 – 14.30**  
**Top Tips to Successful Healthcare Tendering**  
Eddie Regan, Principal Consultant, PASS Procurement

\*Agendas subject to change

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