

## Product Showcase

The Local Government Procurement Expo 2017 Product Showcase exhibition will bring together the sector's leading and most influential suppliers, representing a range of products and services, and is designed specifically to enhance efficiency and support the ongoing requirements of local government.

Visitors will be able to engage directly with an array of key suppliers who are able to provide innovative goods and services focused on achieving efficiency and delivering cutting-edge solutions.



Drawing on the largest and most accurate public sector database (circa 192,000 decision makers across more than 52,300 organisations) and enterprise sector database (circa 156,000 decision makers across more than 4,000 organisations) in the UK, Ingenuity offers a range of services to help you deliver the right message, to the right people, at the right time - making your digital marketing campaigns more effective and generating those all-important leads. We aim to help you make a real difference and bring a true return on your investment.

This year (2017) we became 'recommended' by RAR (the Recommended Agencies Register), placing us in the top five of nearly 10,000 agencies for our data, email marketing and B2B research services.

## Collaboration & Social Value Training Zone

**10:10 - 10:40**

**Collaborative Transformation**  
Nichola Cooke, Head of Strategic Procurement, STAR Procurement

**10:40 - 11:10**

**An Introduction to the Social Value Portal**

Guy Battle, Chief Executive, Social Value Portal

**11:10 - 11:40**

**Category Management – an Art or a Science?**  
Toni Peters, Head of Category Management, Westminster City Council

**11:40 - 12:10**

**Simplifying the Market for Public Sector Buyers through Collaboration and Partnerships**

Lisa Stubbs, Senior Lead for Partnerships, Crown Commercial Service

**13:10 - 13:40**

**Practical steps to Embedding Social Value**

Jeremy Nichols, Chief Executive, Social Value UK and Social Value International

**13:40 - 14:10**

**Case Study on Collaborative Working**  
Howard Hughes, Corporate Procurement Manager, Watford & Three Rivers, Watford Borough Council

**14:10 - 14:40**

**Collaborative Commissioning / Strategic Commissioning**

Liz Welton, Head of Shared Procurement Service, Solihull Metropolitan Borough Council and Coventry City Council

**14:40 - 15:10**

**Economic Growth & Well-Being**  
Richard Dooner, Programme Manager, Welsh Local Government Association

## Procurement Skills Training Zone

**09:30 - 10:00**

**Tips on Creating a Good Tender Specification**  
Eddie Regan, Principal Consultant, PASS Training

**10:30 - 11:00**

**Competitive Procedure with Negotiation**  
Eddie Regan, Principal Consultant, PASS Training

**11:00 - 11:40**

**Contract & Relationship Management**  
Tim Cummins, CEO, IACCM

**13:30 - 14:00**

**Don't be a Victim: Using Data Science to Spot and Stop Bid Rigging'**  
John Kirkpatrick, Senior Director, Advocacy, Competition and Markets Authority

**14:00 - 14:40**

**Contract & Relationship Management**  
Tim Cummins, CEO, IACCM

**15:00 - 15:30**

**Lean Methodology**  
Eddie Regan, Principal Consultant, PASS Training

[www.localgovexpo.co.uk](http://www.localgovexpo.co.uk)

## Innovation Training Zone

**10:35 - 11:05**

**Blockchain – From Payments to Smart Contracts, How Blockchain will Disrupt the World of Procurement as we Know it**  
Paul Smith, Executive Director, YPO

**11:05 - 11:35**

**How to Procure Innovative Products and Services**  
Malcolm Habour, CBE, Chair, LGA Task & Finish Group on Public Procurement of Innovation

**11:35 - 12:05**

**An Insight into Delta's Dynamic Purchasing Systems**  
Grant Campbell, Business Development Manager, Delta eSourcing

**13:35 - 14:05**

**The Fuse has been Lit - Prepare for the Project-Based Workforce**  
James Bridgland, Head of Product Development, Reed

**14:05 - 14:35**

**Making the Most of Procurement Information**  
Ken Cole, BlueMarble Group

**14:35 - 15:05**

**Procurement and Supply Apprenticeships – What's Available?**  
Kevin Hickman FCIPS, Head of Education & Standards, CIPS

## Supplier Training Zone (Bourg Suite)

**11:30 - 12:00**

**Introduction to Public Procurement**  
Eddie Regan, Principal Consultant, PASS Training

**12:15 - 12:45**

**Complying with the Standard Selection Questionnaire (SQ)**  
Eddie Regan, Principal Consultant, PASS Training

**13:15 - 13:45**

**Key Changes to the Procurement Procedures**  
Eddie Regan, Principal Consultant, PASS Training

**14:15 - 14:45'**

**Tips to Improve your Tender Responses**  
Eddie Regan, Principal Consultant, PASS Training

## Procurement Advice & Support Hub (PAH)

Come onsite and meet representatives of PASS Training and Delta eSourcing. PASS provides a range of training events specifically tailored to suit buyers and assist them through the procurement journey. Our training events cover a wide range of public procurement- related topics and are suitable for all skill levels.

The LGPE eSourcing Pavilion, supported by Delta, will provide delegates with a unique opportunity to gain access to both vital information and live demonstrations showcasing the many benefits and efficiency savings gained through the ongoing successful adoption of eSourcing solutions.



## The LGA Procurement Partner Pavilion

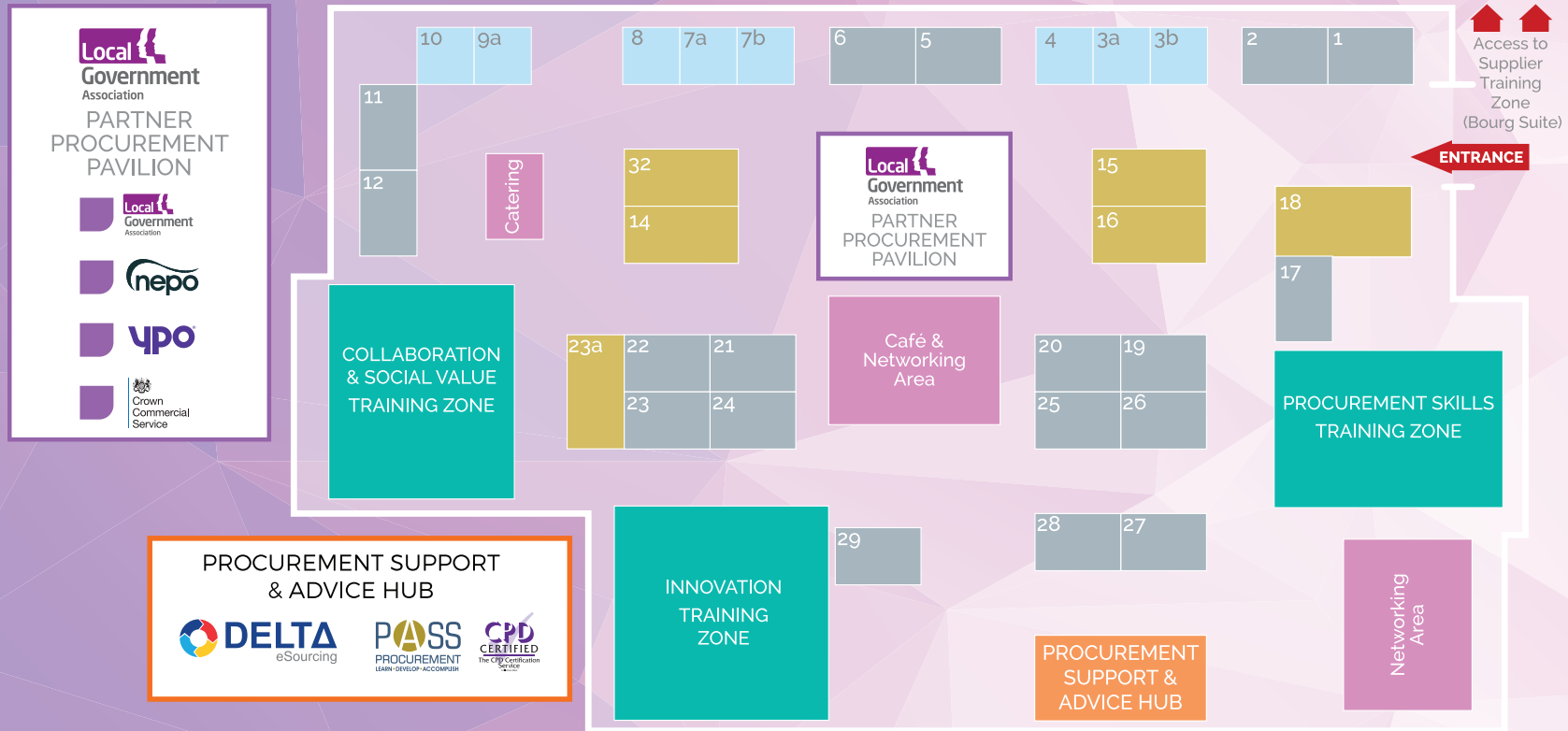
LGA is very much looking forward to meeting delegates on our stand. We would love to hear from you in three particular areas, though, and have arranged for our relevant experts to be around at the following times:

**Strategic Supplier Management at 10.30 – 11.30**  
**Innovation at 12.00 – 13.00 / Skills at 13.30 – 14.30**

You can also meet with representatives from our event partners:



## Chablis Suite



3b	Appropriate Adults UK Ltd
2	Biffa
4a	Bolt & Heeks Ltd
24	Box-it
11	Eurocell Plc
8	GAP Hire Solutions
21	Kingsfield Computer Products Ltd
14	Latcham Direct

16	LHC
27	Link 51
18	London Construction Programme
19	Mavin Global
12	Multimover UK
17	Objective Corporation
5	ONEPOST
32	Orbis Protect

3a	Passe-Partout Consulting Ltd
20	Porge Ltd
6	Premier Workplace Services
22	R S Locksmiths
10	Radiocom Systems Ltd
1	Salisbury NHS Foundation Trust
29	Saltash Construction
25	Sanderson Weatherall

7a	Social Value UK
7b	SURELOCK
26	The Publicity Centre
9a	thebigword, Professional Translation & Interpreter Services
23a	Wagstaff Interiors Group
28	WMLabs.com