

**TOMORROW  
IS TODAY**

**DON'T  
MISS OUT  
BOOK  
NOW!**

**SEE SESSION TIMES AND SPEAKERS.**



**12th Annual Procurement Australia Conference.**

Friday 25 August 2017.

Melbourne Convention and Exhibition Centre.

Members \$200, non members \$250.

# TOMORROW IS TODAY

**Australia's specialist procurement conference presented by Australia's leading national aggregator for members and industry decision makers.**

**Procurement Australia's action packed one-day 12th Annual Conference, themed Tomorrow Is Today, is on Friday 25 August at the Melbourne Convention and Exhibition Centre.**

**With even more support than ever, Tomorrow Is Today continues the forward looking approach reflected in our recent past conferences: Matter in 2014, Focus in 2015 and Transformation in 2016.**

Tomorrow Is Today is futuristic in outlook, mindful of current shifts in procurement towards renewables, social procurement, diversity and collaboration. It reminds us to consider the future in all our business decisions, focusing on how the procurement industry, its practitioners and their processes can do just that. Because we believe in presenting the best speakers around to share their insights into how to do it smarter, Tomorrow Is Today offers some of Australia's leading theorists and practitioners to discuss, collaborate, debate and navigate a path to a more sustainable future.

Tomorrow Is Today is the major public expression of our commitment to investing and nurturing the procurement industry.

It combines high quality content focused on procurement's first principles – efficiency, sustainability and long term economic benefit – with the public acknowledgement of this year's excellence in procurement achievements through a range of peer chosen Excellence Awards.

Topics include



**Gender Equity  
in Government.**

**Indigenous  
Procurement.**

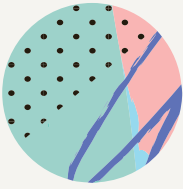
**Renewable  
Energy.**

**Sustainability  
Victoria  
ISO20400.**

**The Future  
of Libraries.**

**What your  
communities  
will look like  
in the future.**

**Workforces  
of the Future.**



## MADONNA KING } MC

### **Journalist, Author, Commentator.**

Madonna King is one of Australia's most accomplished journalists, having worked at senior levels with News Limited, Fairfax and the ABC, where she presented the Mornings program in Brisbane for six years. She now writes for Fairfax's Good Weekend, has a highly successful weekly column for the Brisbane Times, and a regular radio spot on Brisbane's 4BC.

With more than 20 years' experience across all media in Australia, Madonna is a sought-after facilitator, Master of Ceremonies and speaker. She travels around Australia moderating hypotheticals and topics as varied as leadership, education, politics, business, resources, the law, tourism and the environment.

Author of several books, Madonna wrote the biographies of Australian of the Year and inventor of the cervical cancer vaccine, Prof Ian Frazer, and former Treasurer and Australian Ambassador to Washington, Joe Hockey. Her latest book – Being 14 and now in fourth reprint – is a huge research project into 14-year-old girls based on interviews with 200 girls, around 50 successful school principals, CEOs and parenting groups.

A fellow of the World Press Institute, Madonna has served as a visiting fellow at the Queensland University of Technology and on the Walkley Advisory Board for Journalism. She has completed a Diploma in Company Directorship through the Australian Institute of Company Directors and is on two-for-profit boards.

## BERNARD SALT

### **Futurist, Keynote Speaker, Columnist, Business Advisor, Author.**

Bernard Salt is a futurist who uses demographic and social change to interpret how society and business might evolve.

He predicted the sea change shift and coined the term 'sea change shift' early last decade. At this time he also scoped the issues in managing Generation-Y's expectations in the workplace.

Bernard Salt is widely regarded as one of Australia's leading social commentators by business, the media and the broader community



## KARYN SIEGMANN

### Library Services Manager, Bayside City Council.

Karyn has worked in public libraries in Victoria for over 30 years, the past 14 as manager of Bayside Library Services. She is also an Executive Member of the Public Libraries Victoria Network, working on many state wide projects and instrumental in developing the Victorian Public Libraries 2030 Strategic Framework, ensuring her eye is always on the future and the big picture.

At Bayside, Karyn is involved in procurement processes ranging from large capital expenditure on new buildings to annual expenditure of \$500,000 on collections, and is responsible for an operating budget of more than \$3M and 40 permanent staff. Highlights of her career include two months in the Western Highlands of PNG reorganising a college library and winning the Australian Library and Information Association's Australia's Favourite Library Competition in 2014 for the Sandringham branch.

Victorian Public Libraries – their future What other Council Service has consistently high customer satisfaction scores, half the community as members, provides programs and services from birth to old age and is generally underestimated?

Public libraries are one of councils' most popular services, providing employment to 2700 people across the state. Public libraries also provide many procurement opportunities in the areas of buildings, maintenance, collections, consultants, furniture and ICT equipment.

Karyn's presentation provides a snapshot of one library service and the range of products, programs and services it delivers. She also discusses the future of public libraries in Victoria, drawing on the strategic framework developed by the Public Libraries Victoria Network and the State Library Victoria: Victorian Public Libraries 2030. The framework guides decision making on programs and services for libraries across the state on both an individual basis and for state wide projects.





## CARL MULLER

### **Acting Chief Executive Officer, Sustainability Vic.**

Currently Acting CEO of Sustainability Victoria, Carl Muller has spent most of his last five years leading reform and improvement of government organisations. As Sustainability Victoria's Director of Corporate Services, Carl leads the organisation's business support and strategic direction. Prior to this, he led a series of transformational programs in the environment sector, including a technology enabled reform of core regulatory processes for Victoria's Environmental Protection Authority. A qualified Oceanographic Engineer, Carl spent ten years at the UK Meteorological Office and the Australian Bureau of Meteorology working in various project and strategic roles, including the establishment of Australia's Tsunami Warning System, Australia's response to the 2004 Indonesian tsunami.

## MARK D LAMB

### **General Manager, CIPS Australasia.**

Mark Lamb is an experienced management professional with considerable local and global expertise in the areas of financial services, insurance and risk management. With both corporate strategic and management consulting experience, Mark has highly developed analytical skills and a sound grasp of the importance of applied research in the face of managing change, and identifying and capitalising on competitive advantage. Becoming GM at CIPS Australasia in October 2014, Mark brought with him a strong career record in managing people and projects, product and business initiatives while improving organisation's efficiency. His strong leadership skills and proven ability to motivate staff to achieve organisational goals by building consensus, driving change and managing multiple strategic objectives, benefits both his CIPS role, which now covers the extended Asia Pacific region, and the whole procurement profession in Australia.





## MORRIS MISELOWSKI

### **Australia's most practical 'real world' business futurist.**

By the age of 22, when all of his contemporaries were still at university, Morris Miselowski had already built and sold his first business. Since then, he has amassed 30 years' experience in forecasting for a wide range of CEOs and decision makers in public and private organisations around Australia and internationally.

Blue-chip companies like Allianz, Visa, nab, Mercedes Benz, HBA, UBS, Toll, RMIT, Ernst & Young, Danone, Phillips, Toshiba and IGA are all included in his client list.

Morris knows that 100 years of change will occur over the next 10. He knows that 60 per cent of the workforce will be doing jobs in 2020 that don't yet exist, in industries that haven't been created. And he knows that all of that change will come through people, not technology.

He understands possibilities and translates them into simple, practical, actionable, and profitable insights that can be used immediately. Audiences walk away with a clear understanding of what their industry will look like, what consumers and employees will want from them, where opportunities will come from, and how to take advantage of them.

All of this, as well as his many years as a lecturer in marketing and management, means he has the inside edge on how to captivate and educate an audience.

In 'A Brave New World of Opportunities', Morris will take you on a tour of tomorrow's world where we will live much longer and work, play and consume in a way that is unrecognisable today.

In the near future, we will be online 24/7 and the computer keyboard and mouse will be dead. Things like social media and crowdsourcing, virtual worlds, augmented reality, gamification, geotagging and new technologies – disruptive, nano, convergent and divergent – will be part of everyday life. Management and marketing paradigms will evolve to include more interactive and open-source styles as well as robots in the workplace.

With this avalanche of knowledge, influences and choices, everything will change – our lifestyle, our belief systems, our habits, our opportunities, and the way we experience and interact with the world.



**KAREN MILWARD**

### **Co-Chair, Victoria's First Aboriginal Economic Development Board.**

A proud Yorta Yorta woman, Ms Milward has extensive commerce expertise and experience in working with Aboriginal communities.

She is the chair of five Victorian and national Aboriginal organisations, including Kinaway – the Victorian Aboriginal Chamber of Commerce – and a member of the First Australians Chambers of Commerce and Industry.

The Andrews Labor Government has established the state's first Aboriginal Economic Board to drive job and business opportunities for Aboriginal Victorians.

In the spirit of the self-determination, the Board will bring together Aboriginal community members, businesses, the corporate sector, and government to drive the delivery of the Victorian Aboriginal Economic Strategy.

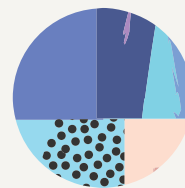
The Board will aim to create more job opportunities and make it easier for Aboriginal Victorians to start new businesses, or take existing businesses to the next level.

It will also be responsible for championing the state's Aboriginal economic development initiatives and advising the Minister for Aboriginal Affairs on projects to be delivered under the Victorian Aboriginal Economic Strategy.

The board is co-chaired by Karen Milward and Mark Stone, Chief Executive of the Victorian Chamber of Industry and Commerce, and a member of the Premier's Jobs and Investment Panel.







## SANDRA DE CASTRO

### **General Manager, Sales and Marketing, AGL.**

Sandra joined AGL in late 2016 as the General Manager, Sales & Marketing. In this role, Sandra leads AGL's residential and business sales, product, marketing and brand teams. She is highly regarded for her visionary approach and commitment to providing innovative customer solutions, most recently evidenced in the repositioning of AGL's brand. Sandra is committed to AGL's role in helping to shape a sustainable energy future for Australia, as a leader in the de-carbonisation of the energy system. She believes that energy businesses need to focus on all customers – residential, small and medium enterprises and larger companies – to support them in getting the best energy outcomes for their circumstances. Prior to joining AGL Sandra has held senior management positions at National Australia Bank, where she led the design and execution of NAB's award winning "break-up" campaign. With a keen interest in the environment, Sandra also serves on the Australian Advisory Board of The Nature Conservancy.

## CARL DALEY

### **Managing Director, SavvyPlus.**

Managing Director at SavvyPlus, Carl Daley has a track record in innovation and strategic leadership. Joining the electricity market in 1995, Carl held senior positions with Powercor, Origin Energy and Loy Yang Power before co-founding Creative Energy Solutions in 2003. Creative became Australia's premier electricity consultant for large end-use clients and helped establish a new industry best-practice standard for large corporate consumers under Carl's leadership, due in large part to sophisticated risk managed procurement products and energy accounting services. In 2010, Carl became Head of Global Strategy for the UK, Europe, Asia and USA for Scottish based M&C Energy Group, which purchased Creative. He returned to Australia as head of APAC Operations in 2012 and subsequently formed SavvyPlus in 2014, a market leader in the provision of energy advice and services and now considers it a privilege to lead the talented SavvyPlus Consulting team.



## ROBYN MANSFIELD

### **Manager Built & Active Spaces Yarra Ranges Shire Council.**

Manager of Built and Active Spaces at Yarra Ranges Council, Robyn is passionate about local government's role in enhancing creative, inclusive and resilient communities. Robyn manages a budget of \$50 million and a high performing team of over 80 people targeting community and active living facilities. As a 'future thinker' and seeker driver of an 'equitable' future for all, Robyn seeks change through her involvement in a variety of positions including as Vice President of LGPro and as an advisor on groups such as the Ministerial Women's Roundtable, Local Government Performance Reporting Steering Committee, and the Working Group for Planning and Engagement in the review of the Local Government Act. Robyn has recently completed a Masters in Disaster, Design and Development and is currently striving to future-proof communities against natural hazards.



Robyn will present an update on the Ministerial Roundtable – Gender Equality in Government.

The Minister for Local Government the Hon. Natalie Hutchins MP launched the Roundtable earlier this year as a forum for women in local government across Victoria to champion change and move towards greater gender equality.

Women account for the majority of staff at councils, but this is not reflected in Council Chambers or senior council management roles. The Roundtable meets twice a year and advises government on strategies to increase the number of women at senior and executive levels within local government. It is made up of every female council chief executive across the state along with other key people in the sector.

## JOHN RAVLIC

### Consultant, Ravim RBC & Uniqco.

Currently working with Uniqco in a business development capacity, alongside his other consultancy work, John Ravlic has extensive experience in advocacy and representation at local, state and federal levels having been in and around government for 30 years. He has a particular focus on researching, developing and implementing innovation to deliver best performance and practice. A specialist in assisting clients keep up with technology and customer expectations to drive organisational development and change management, John's work helps position his clients for the new world. With a Bachelor of Business Studies and a Masters in Leadership and Management, John also works in the area of thought leadership with the aim of developing products/ services that capture new markets.



## GRANT ANDREWS

### Managing Director, Uniqco.

Grant Andrews is Managing Director of Uniqco Group, provider of Plant & Vehicle Training, Operations, and Special Vehicle advice for applications in the road, rail, waste collection, roadside maintenance, and oil and gas sectors. Highly experienced over more than 40 years, Grant's specialist fleet management consultancy efforts focus on outcomes, best practice, increased utilisation, reduced operational and maintenance costs, and risk, and optimum replacement. He is the main author of the Institute of Public Works Engineering Plant & Vehicle Management Manual and provided associated training to local government on behalf of IPWEA for many years. Specialising in plant & vehicle management, fleet financial compliance and vehicle engineering and dynamics, Grant is a Mercedes Benz Management graduate and Member of Institute of Public Works Engineering and Institute of Marketing Management.

**To book your place visit**  
<https://procurementaustralia.dryfta.com/en/>

## Session times:

9.00am

Welcome to **Tomorrow Is Today**  
**Madonna King: Journalist, Author, Commentator.**

Madonna King is one of Australia's most accomplished journalists, having worked at senior levels with News Limited, Fairfax and the ABC, where she presented the Mornings program in Brisbane for six years. She now writes for Fairfax's Good Weekend, has a highly successful weekly column for the Brisbane Times, and a regular radio spot on Brisbane's 4BC. Madonna is the mc for the conference today.

Welcome  
**Joe Arena: Group Chief Executive Officer.**  
**Procurement Australia and Church Resources.**

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9.10 – 9.50am

**Morris Miselowski, Keynote Speaker.**  
**Australia's most practical 'real world' business futurist.**

Morris knows that 100 years of change will occur over the next 10. He knows that 60 per cent of the workforce will be doing jobs in 2020 that don't yet exist, in industries that haven't been created. And he knows that all of that change will come through people, not technology.

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9.50 – 10.20am

**Carl Muller: Acting Chief Executive officer, Sustainability Victoria.**

Carl will be presenting the Victorian Government's Climate Change Framework and the zero-net emissions by 2050 target. This aligns to the theme that climate change is relevant to all long-term decisions and achieving a sustainable future requires all of us to act now. We will also promote our voluntary pledge program (Take2) and the role procurement can play in this space.

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10.20 – 10.50am

**Karen Milward: Co-Chair, Victoria's First Aboriginal Economic Development Board.**

A proud Yorta Yorta woman, Ms Milward has extensive commerce expertise and experience in working with Aboriginal communities.

She is the chair of five Victorian and national Aboriginal organisations, including Kinaway – the Victorian Aboriginal Chamber of Commerce – and a member of the First Australians Chambers of Commerce and Industry.

The Andrews Labor Government has established the state's first Aboriginal Economic Board to drive job and business opportunities for Aboriginal Victorians.

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10.50 – 11.20am **MORNING TEA** Sponsored by FleetPartners.

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11.20 – 11.35am Procurement Australia Awards.

Introduced by Mr Ken McNamara: Chair Procurement Australia.  
Presented by Mr Joe Arena: Chief Executive Officer, Procurement Australia.

**THE INDIVIDUAL EXCELLENCE IN PROCUREMENT AWARD**

– the Jacinta Bartlett Award.

The winner will receive four days CIPS  
open training programme, value of \$5000.

**COLLABORATION AND INNOVATION IN PROCUREMENT AWARD**

Proudly sponsored by Bunnings.

**SUSTAINABLE PROCUREMENT AWARD**

Proudly sponsored by AGL.

**SOCIAL PROCUREMENT AWARD**

Proudly sponsored by Charterhouse.

**SUPPLIER OF THE YEAR**

Proudly supported by Procurement Australia.

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11.35 – 11.45am Paul Everitt Scholarship Award.

Announced by Ken McNamara.  
Award to be presented to winner by the Paul Everitt family members.

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11.45am – 12.15pm Robyn Mansfield: Manager Built & Active Spaces, Yarra Ranges Council.

Robyn manages a budget of \$50 million and a high performing team of over 80 people targeting community and active living facilities. As a 'future thinker' and seeker driver of an 'equitable' future for all, Robyn seeks change through her involvement in a variety of positions including as Vice President of LGPro and as an advisor on groups such as the Ministerial Women's Roundtable, Local Government Performance Reporting Steering Committee, and the Working Group for Planning and Engagement in the review of the Local Government Act.

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12.15 – 12.45pm

**Sandra de Castro: GM Sales and Marketing AGL Energy.**

Sandra joined AGL in late 2016 as the General Manager, Sales & Marketing. In this role, Sandra leads AGL's residential and business sales, product, marketing and brand teams. She is highly regarded for her visionary approach and commitment to providing innovative customer solutions, most recently evidenced in the repositioning of AGL's brand. Sandra is committed to AGL's role in helping to shape a sustainable energy future for Australia, as a leader in the de-carbonisation of the energy system. She believes that energy businesses need to focus on all customers – residential, small and medium enterprises and larger companies – to support them in getting the best energy outcomes for their circumstances. Prior to joining AGL Sandra has held senior management positions at National Australia Bank, where she led the design and execution of NAB's award winning "break-up" campaign. With a keen interest in the environment, Sandra also serves on the Australian Advisory Board of The Nature Conservancy.

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12.45 – 1.15pm

**LUNCH BREAK** Sponsored by IA Design.

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1.15 – 1.45pm

**Karyn Siegmann: Library Services Manager, Bayside City Council.**

Karyn has worked in public libraries in Victoria for over 30 years, the past 14 as manager of Bayside Library Services. She is also an Executive Member of the Public Libraries Victoria Network, working on many state wide projects and instrumental in developing the Victorian Public Libraries 2030 Strategic Framework, ensuring her eye is always on the future and the big picture.

–

1.45 – 2.45pm

**Bernard Salt AM– Keynote Speaker.**

Bernard Salt is widely regarded as one of Australia's leading social commentators by business, the media and the broader community.

Bernard heads The Demographics Group which provides specialist advice on demographic, consumer and social trends for business. Prior to that Bernard founded KPMG Demographics.

He is perhaps best known to the wider community for his penchant for identifying and tagging new tribes and social behaviours such as the 'Seachange Shift', the 'Man Drought', 'PUMCINS' (pronounced pumkins) and the 'Goats Cheese Curtain'. He was also responsible for popularising smashed avocados globally.

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2.45 – 3.10pm

**AFTERNOON TEA** Sponsored by Pickles Auctions.

- 3.10 – 3.40pm**      **Carl Daley: Managing Director at SavvyPlus, Carl Daley has a track record in innovation and strategic leadership. Joining the electricity market in 1995.**
- Where is the energy market going and what can I do for my organisation?**
- The energy market has entered an unprecedented phase of escalating electricity and gas costs, potential shortages, rapid progress of renewable technology and potential regulatory changes. An insightful summary of the Australian energy market landscape will be outlined along with leading-edge cost management and procurement initiatives.
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- 3.45 – 4.15pm**      **Mark D. Lamb: General Manager, CIPS Australasia.**
- Mark Lamb is an experienced professional with considerable expertise in the areas of general management, financial services, insurance and risk management.
- His CIPS Australasia role sees him bring his strong leadership skills and proven ability to motivate staff to achieve organisational goals by building consensus, driving change and managing multiple strategic objectives, for the benefit of the procurement industry.
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- 4.15 – 4.45pm**      **Grant Andrews and John Ravlic from Uniqco will present case studies that will demonstrate the importance of data for category management of mobile assets – fleet, plant and equipment.**
- Grant Andrews: Managing Director, Uniqco.  
Grant Andrews is Managing Director of Uniqco Group, provider of Plant & Vehicle Training, Operations, and Special Vehicle advice for applications in the road, rail, waste collection, roadside maintenance, and oil and gas sectors.
- John Ravlic: Consultant, Ravim RBC & Uniqco.  
Currently working with Uniqco in a business development capacity, alongside his other consultancy work, John Ravlic has extensive experience in advocacy and representation at local, state and federal levels having been in and around government for 30 years. He has a particular focus on researching, developing and implementing innovation to deliver best performance and practice.
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- 4.45pm**              **Conference Close.**  
**Joe arena: Group Chief Executive Officer, Procurement Australia and Church Resources.**
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- 5.00pm**              **Network Drinks: Join Procurement Australia for networking drinks and celebrate with the winners of the 2017 Procurement Australia Awards. Sponsored by Fuji Xerox.**

Gold partner



Bronze partner



Partners







