

FIRST EDITION

PROCUREMENT WEEK 2015

16 - 20TH MARCH



ST DAVIDS HOTEL & SPA, CARDIFF, UK



INSTITUTE FOR COMPETITION AND PROCUREMENT STUDIES



Noddir gan Lywodraeth Cymru
Sponsored by Welsh Government



Frank Brunetta, Procurement Ombudsman, Canada, addressing the Procurement Week audience



GAME CHANGING IDEAS & INNOVATIONS

A game changer is that 'aha' moment when you see something others don't. It's that transformational shift in mindset that takes organisations from being ordinary to something exceptional. The question is, are you a 'game changer'?

12 - 13

PROGRAMME

50+ speakers, 20+ topics - we really have something for everyone, so come take a look!

21

CONTACT US

Have any queries? Want more info? Contact us today... www.procurementweek.org.uk

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I am genuinely excited to share with you our programme for Procurement Week 2015. Whilst the Procurement Week 2014 programme was truly outstanding, the 2015 programme aims to be even more stimulating and ambitious.



PROFESSOR DERMOT CAHILL

INSTITUTE FOR COMPETITION & PROCUREMENT STUDIES | CHAIRMAN

In 2014, 92% of our audience told us that they left Procurement Week believing that they learnt something new that could be used in their workplace!



ICPS

INSTITUTE FOR
COMPETITION AND
PROCUREMENT
STUDIES

INTRODUCTORY MESSAGE

Raising the Standards of Procurement at Home and Abroad!!!

GARY CLIFFORD | Director, Institute for Competition & Procurement Studies

The team at Bangor University's Institute for Competition & Procurement Studies (ICPS), our delivery Partners and Sponsors are excited to share with you our programme for Procurement Week 2015.

Procurement Week is an international conference that aims to explore the many facets of Public Procurement such as Public Tendering, Business Development, Procurement Law and International Trade. During the week, presentations will be given by leading procurement practitioners, lawyers, economists, innovators, strategists and thinkers.

Procurement Week 2015 will bring you the biggest names in 'procurement' from around the world, to present and lead discussions on a wide range of procurement topics. Their job is to work with us to address challenging local, national and global issues, whilst proposing innovative and pragmatic solutions to help our citizens.

Procurement Week continues to grow in popularity, with in excess of 500 attendees last year from over 20+ countries.

For the second time in four years, Procurement Week is taking place in Wales' capital city, Cardiff. Our chosen venue for 2015 will again be one of Wales' finest hotels, the St Davids Hotel & Spa, in Cardiff Bay.

In 2014 we were told by a large number of our audience members that they wanted greater involvement in the Procurement Week programme. Based on this constructive feedback, for 2015, we are going to introduce a new and innovative electronic audience participation (voting) system that will allow every member of the audience to communicate their views and thoughts during parts of the programme. Your opinion will help shape the programme and your input will influence the way we work!

We invite you to spend a few minutes browsing through the rest of this brochure to identify the days that interest you most.

Attendance at all day time events is free due to the generous support of the European Union, the Welsh Government and our many sponsors. However, places are limited to ensure that the quality of the sessions are optimised for participants and that the opportunity for audience interaction is maximised, so please book your place as soon as possible to avoid disappointment.

GARY CLIFFORD

Director, Institute for Competition & Procurement Studies (ICPS)

+44 (0) 1248 382907

icps@bangor.ac.uk



OUR INTENDED AUDIENCE

PROCUREMENT WEEK | OUR AUDIENCE

Procurement Week continues to grow in popularity, with in excess of 500 attendees last year from over 20+ countries.



PROCUREMENT WEEK

DID YOU KNOW?

Procurement Week was established in 2011 and in only 3 years has quadrupled in size and scope.

In 2014, 92% of our audience told us that they left the week believing that they learnt something new that could be used in their workplace!

In addition, 85% of our audience felt completely satisfied with the programme and nearly all said it exceeded expectations!



WALES V THE WORLD

DID YOU KNOW?

It is estimated that in 2012/13 the Welsh public procurement market spent around £4.3 billion on the procurement of goods and services.

In comparison it has been estimated that in the same period the UK spent upward of £230 billion.

Whilst in Europe it is estimated that the 28 member states spend in excess of £2,400 billion on public goods and services.



OUR AUDIENCE...

DID YOU KNOW?

Procurement Week 2014 attracted an international audience as guests flew in from Brazil, USA, Canada, South Africa, China, Australia, Denmark, Ireland, Nigeria, Belgium, Romania, Italy, India, Portugal, Spain, France, Scotland, England, Northern Ireland, and of course Wales.

PROCUREMENT WEEK 2014

PROCUREMENT WEEK 2014 DID NOT DISAPPOINT!!!

If you missed Procurement Week 2014, then you certainly lost out!

The week started on a high note as the President of the Chartered Institute for Purchasing and Supply (CIPS) Craig Lardner travelled to Wales to deliver an inspirational speech themed, "One Good Turn" - a worthy deed he has been actively promoting to CIPS members all around the world.

On the second and third day, the ICPS team welcomed fifteen of Wales' finest start-up companies to undertake an intensive 2-day public procurement/tendering training event - a session that we are proud to say has since received rave reviews.

Days 4 and 5 then raised the bar further as 40 leading presenters from around the world came to Cardiff to educate an extremely

receptive capacity crowd on a wide variety of public procurement topics. A notable presentation was given by our keynote speakers Prof Steven Schooner (USA) and Anders Jessen (EU Commission), as they challenged the crowd with their knowledge and energy on the issues for procurement between now and 2020.

Not to be upstaged by the illustrious guest list, the greatest

commotion was started by our very own Dr. Telles and his partner in crime, Dr. Graells, hotly debating the merits and use of Social Clauses and Community Benefits in public procurement - a discussion that continues to ripple on today...

What were your highlights from the Procurement Week 2014 programme? Email us at: icps@bangor.ac.uk

PROCUREMENT WEEK - REGISTRATION?

This year we are making it even easier for you to register your interest. Take a look at the process below and make sure you book your place early to avoid disappointment!

THE BOOKING PROCESS

1

TAKE A LOOK AT THE 5-DAY PROGRAMME AS OUTLINED IN THIS BROCHURE, OR FOR MORE INFORMATION VISIT US ONLINE AT:

WWW.PROCUREMENTWEEK.ORG.UK

2

CHOOSE THE DAYS THAT INTEREST YOU MOST AND BE SURE TO REGISTER EARLY AS CAPACITY IS LIMITED!

3

RESERVE YOUR PLACE BY REGISTERING ONLINE AT:

WWW.PROCUREMENTWEEK.ORG.UK

"I was really impressed with the programme, and thoroughly enjoyed the Week".

STEVEN SCHOONER
Prof. of Law | George Washington University, USA



Priyanka Priydershini, India



Anna Volskaya, Russia



Marta Andrecka, Denmark

PROCUREMENT WEEK OUR VISION

"ALL THE ARRANGEMENTS FOR PROCUREMENT WEEK 2014 WERE MOST METICULOUS AND IN THE BEST TASTE. THE PANEL OF SPEAKERS WERE OUTSTANDING AND THE PRESENTATIONS MOST INTERESTING. I THOROUGHLY ENJOYED BOTH THE SUBSTANTIVE CONTENT IN DETAIL AND THE OVERALL ATMOSPHERE. THE SETTING AT THE ST DAVID'S HOTEL WAS SPLENDID!"

PATRICK MCGOVERN
Partner | Arthur Cox



A Message from the Chairman...

At Bangor University's Institute for Competition and Procurement Studies we are committed to delivering an educational experience that you will not receive anywhere else in the world, an experience that generates 'real' value for our sponsors, speakers, and of course our audiences.

Procurement Week is an annual event that is founded on the "think globally, act locally" philosophy. Every year we bring together some of the world's leading procurement practitioners, lawyers, economists, innovators, strategists and thinkers and challenge them to address important emerging national and international issues.

It is these experts who are at the absolute

heart of what we do. It is their knowledge, energy and imagination that allows us to deliver an exhilarating and compelling programme that focusses on our audiences' business and legal needs. At the same time it is our hard work that ensures participants' expectations are met and they are left completely satisfied, and stimulated.

In terms of timings, Procurement Week 2015 will be held less than two months before the next UK General Election. We are mindful of the fact that we have already witnessed a sizeable shift in political views across Wales, the UK and mainland Europe in the recent European elections. It is with this political backdrop that we intend to continue to look out for new ground-breaking ideas,

innovations, laws and policies that can serve our nation well into the future!

I ask that you spend a few minutes browsing through the rest of this brochure to identify the day or days that interest you most and I look forward to seeing you in Cardiff, in 2015.

For information about the Institute please visit: www.icps.bangor.ac.uk

For more information about Procurement Week, please visit: www.procurementweek.org.uk

PROF. DERMOT CAHILL
Chairman, Institute for Competition & Procurement Studies (ICPS)

PROCUREMENT WEEK 2015 CARDIFF, WALES, UK



Delegates attending Procurement Week 2014



Delegates attending Procurement Week 2014



INSTITUTE FOR
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STUDIES

A black and white photograph of a large concrete bridge or dam structure at night. The bridge has multiple arches and is illuminated by a series of tall, thin light poles along its length. The water below is dark and reflects the lights. The overall mood is industrial and modern.

PROCUREMENT WEEK 2015 GAME CHANGING IDEAS & INNOVATIONS

"I WAS PLEASED TO PRESENT AT PROCUREMENT WEEK AND TALK ABOUT THE SELL2WALES AND PUBLIC CONTRACTS SCOTLAND PORTALS, AS WELL AS DISCUSSING SOME INNOVATIONS WE HAVE PLANNED FOR BOTH WEBSITES TO MAKE THEM EVEN MORE POWERFUL AND SIMPLER TO USE.

"THE NATIONAL PORTALS HAVE HELPED TO STANDARDISE TENDERING PROCESSES INTO ONE ONLINE SYSTEM FOR BOTH PURCHASERS IN THE PUBLIC SECTOR AND PRIVATE SECTOR SUPPLIERS, WHICH OPENS UP OPPORTUNITIES FOR BUSINESSES WHILE SAVING BOTH TIME AND MONEY."

TIM WILLIAMS

Managing Director | Millstream, Scotland



PROCUREMENT WEEK 2015 PROGRAMME AT A GLANCE...



RECRUIT, TRAIN & RETAIN - HOSTED BY THE CREATIVE PROCUREMENT FORM (CPF)

ABOUT THE DAY (10.30AM TO 5.00PM):

Bangor University's Institute for Competition & Procurement Studies (ICPS), Cardiff University's Business School, and the University of South Wales Best Practice Academy (BPP) host a Careers Day!



'GAME CHANGING' EXHIBITION IN PUBLIC SERVICE INNOVATION

ABOUT THE EXHIBITION (9.00AM TO 6.00PM):

An 'Exhibition in Innovation' is the perfect platform for innovative individuals or leading companies to showcase and trade their designs, products, or services to a national and international audience.



SMART CITIES: PROCURING THE CITIES OF TOMORROW, TODAY!

ABOUT THE DAY (9.30AM TO 5.00PM):

This day will focus on public procurement (buying & supplying) practices that have been used to purchase innovative, more effective and efficient products/services for some of the world's greatest cities!



ASLEEP AT THE WHEEL? 4.3 BILLION REASONS TO REMAIN AWAKE...

ABOUT THE DAY (9.30AM TO 6.00PM):

Leading experts will assess the practicality of operation of key public procurement principles, offering novel operational strategies that align organisational objectives with the organisation's supply base.



FENCELESS FENCES: RE-DRAFTING THE BOUNDARIES OF PROCUREMENT INNOVATION

ABOUT THE DAY (9.30AM TO 4.00PM):

What's new? What's better? What's faster? Ultimately, what new public/private procurement initiatives are going to make the life of the typical citizen better!

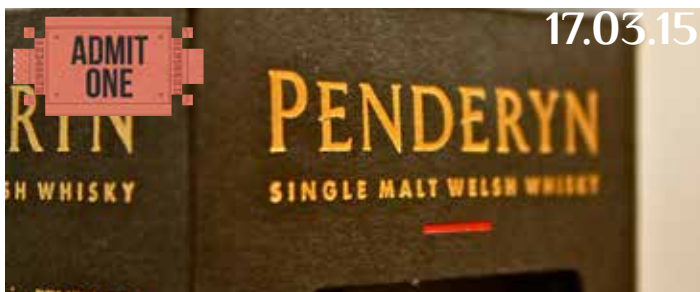
PROCUREMENT WEEK 2015 OUR SOCIAL PROGRAMME...



PROCUREMENT WEEK 2015 CHARITY DINNER

ST DAVID'S HOTEL & SPA (6.30PM TO 11.00PM):

The Annual PW Charity Dinner is held each year as a pre-event to Procurement Week. During the dinner a VIP will deliver a compelling talk on a topic of national & international interest.



PENDERYN, A TASTE OF WALES

ST DAVID'S HOTEL & SPA (6.30PM TO 8.00PM):

The Institute is proud to offer delegates and their guests a unique opportunity to enjoy a refined evening, exploring the superb range of tastes from Wales' premier Welsh Whisky Company.



PROCUREMENT WEEK 2015 INTERNATIONAL DINNER

CARDIFF CASTLE (7.30PM TO 11.00PM):

Leaders from 25 countries and the Mayor of Cardiff City will attend the Inaugural International Dinner. Hosted by ICPS, in partnership with China's University of Political Science & Law (CUPL).



'PUB TALK!' - CARDIFF CITY CENTRE

BILL'S RESTAURANT (7.30PM TO 11.00PM):

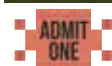
Originally built in the late 1800s, Wyndham Arcade, a Grade II listed building, is home to Bill's restaurant, our chosen venue for the evening!



WELSH NATIONAL PROCUREMENT AWARDS 2015

CITY HALL, CARDIFF (6.30PM TO MIDNIGHT):

Welsh Minister for Finance, Jane Hutt AM, hosts the Welsh National Procurement Awards 2015 at Cardiff's magnificent City Hall. For more information see: www.welshprocurementawards.org.uk

 NOTE: This is a ticketed event. Tickets are limited and can be bought online at www.procurementweek.org.uk

DAY 1 (16.3.15) RECRUIT, TRAIN & RETAIN - HOSTED BY THE CREATIVE PROCUREMENT FORUM



"WE WERE DELIGHTED THAT THE EVENT WAS SO SUCCESSFUL, PARTICULARLY AS IT ALLOWED US TO GAIN ACCESS TO, AND NETWORK WITH, SOME PROMINENT AND LEADING INDIVIDUALS. WE WILL CERTAINLY BE COMING BACK IN 2015".

DR. BRIAN CLARKE
Vice President | International University of
Malaya - Wales



Wales' three leading procurement research and teaching centres have come together to form the Creative Procurement Forum (CPF), the three CPF members, Bangor University's Institute for Competition & Procurement Studies (ICPS), Cardiff University's Business School, and the University of South Wales' Best Practice Academy (BPP) will host 'Recruit, Train & Retain', a Careers Day with a difference!

AGENDA

- 10.30am - Welcome to Procurement Week
- 11.10am - Welcome to 'Careers Day', an event hosted by the Creative Procurement Forum
- 5.00pm - Session Close

For more information about the day and evening programme and registration see: www.procurementweek.org.uk

FOR FURTHER ENQUIRIES CONTACT US:

BECKY HUGHES
HEAD OF ADMINISTRATION
+44 (0) 1248 382907
icps@bangor.ac.uk



DAY 1 - EVENING (16.3.15)

PROCUREMENT WEEK 2015

CHARITY DINNER

"I WAS QUITE IMPRESSED AT HOW THE EVENT IS GROWING BOTH IN TERMS OF CONTENT & PARTICIPATION. WELL DONE. EVERYTHING ABOUT IT, THE VENUE, FOOD, PRESENTATIONS, WERE ABSOLUTELY FIRST CLASS. MY CONGRATULATIONS TO YOU AND YOUR TEAM!"

FRANK BRUNETTA

Procurement Ombudsman of Canada |
Canadian Government

2014's VIP was Craig Lardner, President, Chartered Institute for Purchasing and Supply (CIPS), who delivered a stunning oration on how procurement can help stem the curse of global slavery.

The Annual Procurement Week Charity Dinner is held each year at the start of the Procurement Week programme. During the dinner an invited VIP will be asked to deliver a compelling talk on a topic of national and international interest.

AGENDA

- 6.30pm - Welcome Reception
- 7.15pm - "Our Global Challenge"
- 8.15pm - Procurement Week Charity Dinner

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DAY 2 (17.3.15) 'GAME CHANGING' EXHIBITION IN PUBLIC SERVICE INNOVATION



Sell2Wales, Wales' Public Procurement Portal, www.sell2wales.gov.uk

The 'Game Changing Exhibition In Public Service Innovation' is the perfect platform for innovative individuals or leading companies to showcase and trade their designs/products/services to a national and international 'buying' audience.

WOULD YOU LIKE TO EXHIBIT? CONTACT US:

BECKY HUGHES
HEAD OF ADMINISTRATION

+44 (0) 1248 382907
icps@bangor.ac.uk

AGENDA

- 9.00am - The Exhibition in Innovation zone will open. Come and meet our national and international innovators as they showcase their new public service ideas, services and products.
- 6.00pm - The Exhibition in Innovation zone will close.
- 6.30pm - Join us at St Davids Hotel for our evening event, 'Penderyn, A Taste of Wales'.

For more information about the day and evening programme and registration see: www.procurementweek.org.uk



Penderyn, A Taste of Wales at St David's Hotel & Spa (see page 13)



Executive Training: Wales' High Performance Start-ups

DAY 3 (18.3.15)

SMART CITIES - PROCURING THE CITIES OF TOMORROW, TODAY!

This day will focus on public procurement (buying and supplying) practices that have been used to purchase innovative, more effective and efficient products/ services for some of the world's greatest cities!

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icps@bangor.ac.uk

AGENDA

- 9.30am - 'Civic Welcome', delivered by the Lord Mayor of Cardiff City, Councillor Margaret Jones
- 9.45am - Experts from around the world will spend the day addressing the session topic, 'Smart Cities - Procuring the Cities of Tomorrow, Today!'
- 5.00pm - Session Close
- 7.30pm - Join the Mayor at Cardiff Castle for our evening event, '2015 Procurement Week International Dinner'.

For more information about the day and evening programme and registration see: www.procurementweek.org.uk



Lord Mayor of Cardiff, Councillor Margaret Jones



Anders C. Jessen, European Commission



International Dinner at Cardiff Castle (see page 13)



Prof. Steven Schooner, USA

DAY 4 (19.3.15)

ASLEEP AT THE WHEEL? 4.3 BILLION REASONS TO REMAIN AWAKE...

"THIS CONFERENCE
PROVIDES A GOOD CHANCE
TO EXCHANGE VIEWS WITH
COLLEAGUES FROM THE UK
& ACROSS THE GLOBE"

DR. TOTIS KOTSONIS
Of Counsel | Norton Rose
Fulbright



Leading experts will be invited to test the principles of procurement, offering novel operational strategies that align organisational objectives with the organisation's supply base!

AGENDA

- 9.30am - Welcome
- 9.45am - Global experts will spend the day addressing the session topic, 'Asleep at the Wheel? 4.3 Billion Reasons to Stay Awake...'
- 6.00pm - Session Close
- 7.30pm - Join us at Bill's Restaurant for our evening event, 'Pub Talk!'.

For more information about the day and evening programme and registration see: www.procurementweek.org.uk

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Michael Bowsher QC, London



Brian Meehan, BBC Wales



Prof. Luis Valadares Tavares, Portugal

DAY 5 (20.3.15)

FENCELESS FENCES: RE-DRAFTING THE BOUNDARIES OF PROCUREMENT INNOVATION



Noddir gan
Lywodraeth Cymru
Sponsored by
Welsh Government



“THANKS FOR THE EXCELLENT ORGANISATION OF PROCUREMENT WEEK 2014, IT SEEMS THE WHOLE WEEK HAS BEEN A SUCCESS!”.

WYN PRITCHARD
Wales Director | CITB

Dr. Albert Sanchez Graells, Spain (left) & Prof. Steven Schooner, USA (right)

What's new? What's better? What's faster? Ultimately, what new public/private procurement initiative is going to make the life of a typical citizen better!

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AGENDA

- 9.30am - Welcome
- 9.45am - Global experts will spend the day addressing the session topic, 'Fenceless Fences: Re-drafting the Boundaries of Procurement Innovation'
- 4.00pm - Session Close
- 6.30pm - Join us at City Hall, for our evening event, 'Welsh National Procurement Awards 2015'. See overleaf.

For more information about the day and evening programme and registration see: www.procurementweek.org.uk.



Prof. Geo Quinot, South Africa



Delegates attending Procurement Week 2014

WELSH NATIONAL (20.3.15) PROCUREMENT AWARDS 2015 CITY HALL, CARDIFF, UK



 Noddir gan
Lywodraeth Cymru
Sponsored by
Welsh Government

 
Europe & Cymru Buddsoddi yn eich dyfodol
Europe & Wales Investing in your future
European Social Fund

**"THE VENUE, THE FOOD, THE
PRESENTATIONS & THE COMPANY
WAS ABSOLUTELY FIRST CLASS".**

GARETH COLES
Public Service Delivery Officer | WCVA

The Welsh National Procurement Awards 2014, City Hall, Cardiff, UK

On the 20th March 2015 the Welsh National Procurement Awards will take place at the magnificent City Hall, Cardiff.

SCHEDULE

- 13th November 2014, The Senedd, Cardiff - Official Launch of the Welsh National Procurement Awards 2015 by the Minister of Finance Jane Hutt AM, Welsh Government
- 6th February 2015 - Online Submission Deadline
- 20th March 2015 - Welsh National Procurement Awards 2015 Ceremony, City Hall, Cardiff, UK

**FOR FURTHER INFORMATION RELATING TO THE 2015
WELSH NATIONAL PROCUREMENT AWARDS PLEASE
VISIT:**

WWW.WELSHPROCUREMENTAWARDS.ORG.UK



2014 Award Winner, Gemma Ellis,
Rhondda Cynon Taff CBC

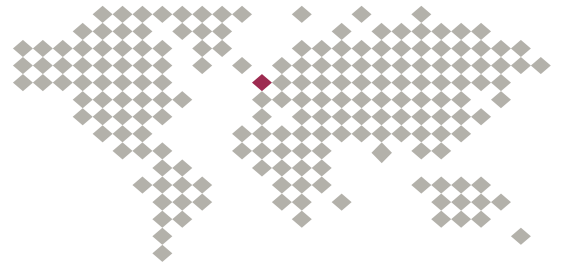


Wynne Evans, Welsh Icon (left)
Jane Hutt AM, Welsh Government (right)



Stephen Clear, Wales (left)
Martha Andreka, Denmark (right)

PROCUREMENT WEEK COME & VISIT WALES...



GETTING TO WALES & CARDIFF IS EASY!

Wales and Cardiff are closer than you think. We're just a few hours by road, rail or air from most of the UK's main business centres. From London, for example, you can be driving across the Severn Bridge (between England & Wales) in less than three hours – and it's even quicker by train. From the rest of Britain and beyond, there's an excellent choice of roads, flights and ferries.

TRAVELLING TO WALES FROM OUTSIDE THE UK?

Wales is well connected by air and sea. It's easy to get here from overseas, either direct or via one of the UK's major hubs. You can fly to Cardiff from several European cities or cross to North or West Wales by ferry from Ireland. And we're not far from the main London airports.

London Heathrow Airport and London Gatwick Airport are less than three hours from Wales by car, coach or train. Liverpool John Lennon Airport, Manchester Airport and Birmingham Airport are between 3 and 1 hours respectively. Bristol Airport is around an hour and a half from Cardiff by bus and train or 1 hour by car. Cardiff Airport is only 30 mins from the conference venue!

FOR FURTHER INFORMATION ABOUT GETTING TO WALES, PLEASE VISIT: WWW.VISITWALES.COM



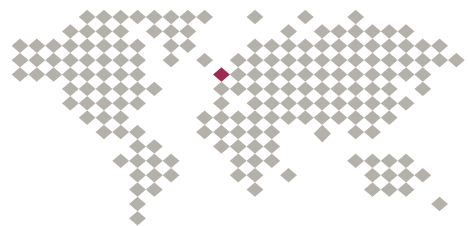
PROCUREMENT WEEK CONFERENCE VENUE

St David's Hotel & Spa, Cardiff, UK

Visit us online at | WWW.THESTDAVIDSHOTEL.COM

ST DAVIDS HOTEL
+44 (0) 29 2045 4045

HAVANNAH ST,
CARDIFF, CF10 5SD
WWW.THESTDAVIDSHOTEL.COM



IMPORTANT

Whether travelling by air, rail or car, the St. David's Hotel & Spa located in Cardiff Bay is easy to reach. The hotel overlooks Cardiff Bay, and many local attractions such as Cardiff Castle and the impressive Millennium Stadium are all within close walking distance.



SOMETHING ELSE? CONTACT US...

DO YOU HAVE AN IDEA YOU
WOULD LIKE TO SHARE WITH
US TO MAKE OUR PROGRAMME
EVEN BETTER?

CONTACT US TODAY...

TWITTER: @ICPS_BANGOR

YOUTUBE: WWW.YOUTUBE.COM/WININTENDING

**LINKEDIN: INSTITUTE-COMPETITION-PROCUREMENT-
STUDIES-4720277**

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THE ICPS TEAM AT BANGOR
UNIVERSITY...



Prof. Dermot Cahill



Stephen Clear



Gary Clifford



Ceri Evans



Dr. Ama Eyo



Becky Hughes



Gwilym Owen



Dr. Pedro Telles



Dr. Xavier Laurent



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