

REGISTER
TODAY!!!

Our
5th
Anniversary

PROCUREMENT
WEEK
@ THE CRYSTAL

LONDON 2017
21st - 23rd March



WWW.PROCUREMENTWEEK.ORG.UK

PROCUREMENT
WEEK 2017

The Pantheon of Procurement



@ICPS_BANGOR

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OUR VISION

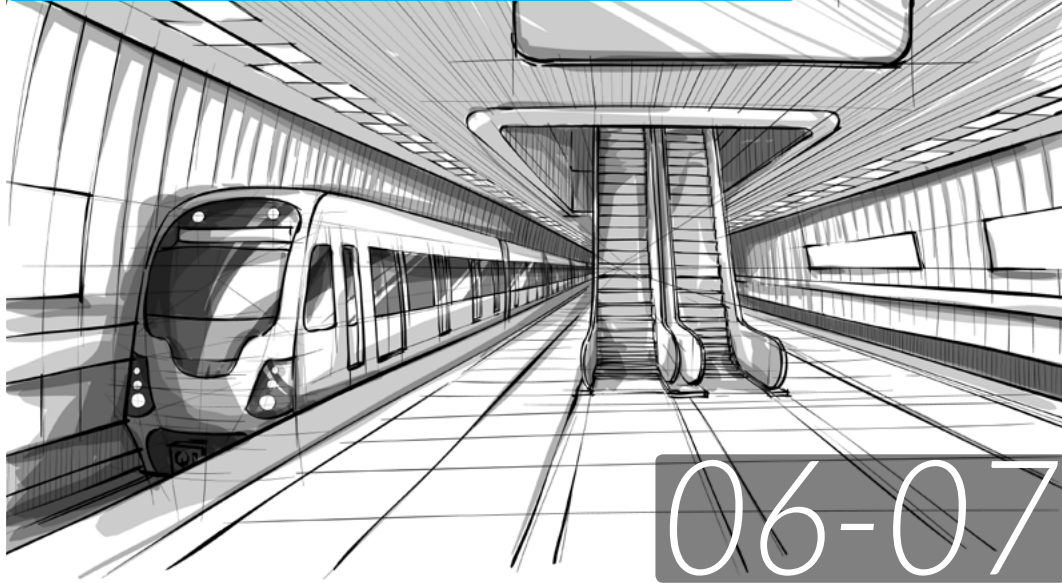
A message from the ICPS...



04-05

PW2017 - PROGRAMME AT A GLANCE

Take a quick look at both our main programme and our social programme.



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OUR GALLERY

Look who attended last year!



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24 CONTACT US: Got a question? Have an issue? Want to say hello? Contact us today...

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"Thanks for the invitation to join Procurement Week 2015 and please know that I both enjoyed myself, but more importantly, I found the speakers to be very interesting and informative. I especially appreciated the opportunity to meet so many leaders from around the UK and Europe"
- Mark Chandler, San Francisco Mayor's Office (U.S.A) (2015).

PW2017 - FULL PROGRAMME

Ne maxim volutorem lam, ut ero estias nis sus dolest ut maio



08-19

PROCUREMENT WEEK 2017

LONDON



OUR MESSAGE:

For the first time in five years Procurement Week is taking place in London, the UK's capital city.

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 continues to grow in popularity, with in excess of 850+ attendees last year (2015) from over 40+ countries.

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

CHAIRMAN, ICPS
Professor Dermot Cahill

DIRECTOR, ICPS
Gary Clifford

HEAD OF ADMINISTRATION, ICPS
Becky Hughes

COMMUNICATIONS MANAGER, ICPS
Stephen Clear

DIRECTOR OF LEARNING, ICPS
Dr Ama Eyo

EDITORIAL DIRECTOR, ICPS
Ceri Evans

MARKETING, ICPS
Miriam Mbah

***GLOBAL CONTRIBUTORS**
Frank Brunetta (Canada)
Seamus McCann (Ireland)
Dr Marta Andrecka (Denmark)
Colin Cram (England)
Tao Zeng (China)
Gunther Kostyra (Wales)

*Note: Global Contributors added daily. For more information about our Contributors please see: www.procurementweek.org.uk

Interested in becoming a Global Contributor?
Email us today at: icps@bangor.ac.uk



WHAT IS PROCUREMENT WEEK 2017? WHY SHOULD I ATTEND? WHAT BENEFITS CAN I EXPECT?

FROM JOHN SMITH - CALIFORNIA SPRINGS

Procurement Week is a bi-annual international conference that is founded on the philosophy - "think globally, act locally". The conference aims to explore the many facets of Procurement such as Business Development and Growth, Technology in Business, Procurement Law and International Trade.

Twice yearly 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 linked to a range of topics. 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. It is also their job to work with us to address challenging local, national and global issues, whilst proposing innovative and pragmatic solutions to help

our citizens. At the same time It is our hard work that ensures participants' expectations are met and they are left completely satisfied, and stimulated.

Year-on-year Procurement Week continues to grow in popularity. For example, in 2014, in excess of 600+ guests, from over 20+ countries attended the Week. In comparison, in 2015, we welcomed over 850+ attendees to the Week, this time 40+ countries were represented.

Last year Chris Hoyle, Crown Commercial Service (UK) said, "I really enjoyed my time at Procurement Week, and its growing success. The excellent quality of the presentations. The global range of

attendees is a testimony to the efforts that you and your colleagues have made to bring this subject to the forefront of the stage".

In addition, Professor Chris Yukins, George Washington University (USA) was captivated by the event, "I found the conference fascinating- the presentation on the new negotiations to open procurement of services under WTO was remarkable, and a cutting edge development".

We now invite you to spend a few minutes browsing through the rest of this brochure to identify the day or days that interest you most and we look forward to seeing you at The Crystal, in London, in 2017.

For information about the Institute for Competition and Procurement Studies (ICPS) please visit: www.icps.bangor.ac.uk

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

Procurement Week 2017

Our Programme at a Glance...

SOS!!! - Rescuing Procurement a Crisis!

Just imagine for a moment that you are half way through one of your most important projects and everything is running smoothly. Suddenly, one of your key contractors informs you that they are unable to finish that job, deliver that product, or provide that service!

Come and hear how procurement crisis experts and business savvy lawyers can salvage the 'situation'.

Procuring a Connected Living: The Internet of Things

What if we told you that in less than 10 years everything, around you will be connected to the Internet of Things. Procuring a Connected Living explores a world where our homes, offices, vehicles, public and private spaces, are all seamlessly connected through a variety of smart devices.

Come and listen to our experts and find out what you will be buying next, and how you will be buying it!

Rewriting the Public Procurement Playbook

Billions, yes billions is being spent by Governments on a plethora of goods, services, and works. Today, our industry and legal experts will rip-up the procurement playbook and talk about new rules, laws, processes, procedures and strategies - so that we can all play and win!

Tuesday
21st March '17



Wednesday
22nd March '17



Thursday
23rd March '17



Tuesday
21st March '17



Wednesday
22nd March '17



Thursday
23rd March '17



Procurement Week 2017: Global Gathering at The Crystal

Why attend? Well, here are some keywords we have used to describe the evening: Attend. Share. Chat. Grow. Network. Eat. Drink. Career. Job. Buy. Sell. Trade. Learn.

A procurement social networking event like you have never been to before!

Procurement Week 2017: International Banquet at Sky Garden

Business and Procurement professionals from 30+ countries will attend the Annual Procurement Week International Banquet at the Sky Garden - a dinner hosted by Institute for Competition & Procurement Studies (ICPS).

Procurement Week 2017: A City of Culture at A Secret Venue

All work and no play makes Jack a dull boy. Join us as we explore the cultural side of London and sample a city equally known for its creative side, as it is for its business acumen.

*Note: The 'Secret' Venue will be in Central London, with a Procurement VIP, and at a venue that will announced during registration. Places are limited.

Procurement Week 2017

Our Social Programme at a Glance...

Tuesday
21st March '17



Wednesday
22nd March '17



Thursday
23rd March '17



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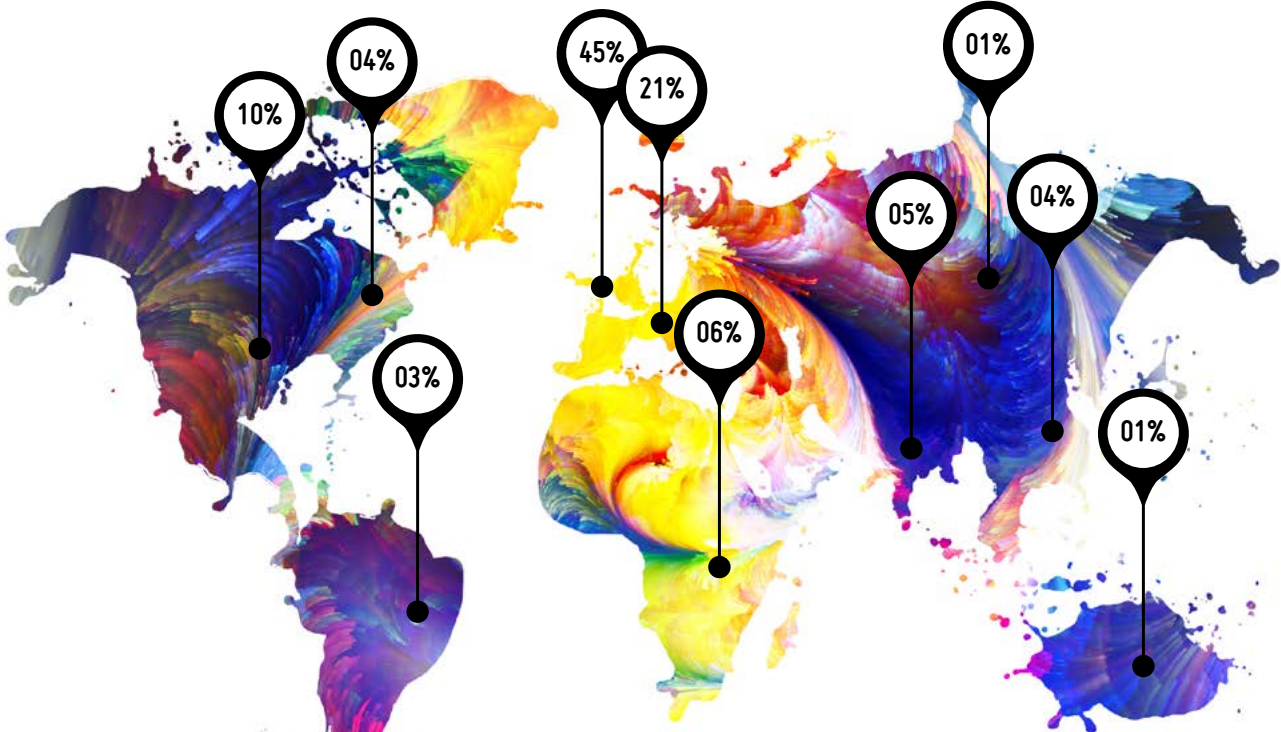
PROCUREMENT WEEK , 2011-15

INFOGRAPHIC...

OUR SPEAKERS

PROCUREMENT WEEK ATTENDEES.

1826 PEOPLE HAVE ATTENDED PROCUREMENT WEEK SO FAR, BUT WHERE DO THEY ALL COME FROM...



PROCUREMENT WEEK FEEDBACK

IN 2015, 97% OF OUR AUDIENCE TOLD US THAT PROCUREMENT WEEK MET AND EXCEEDED ALL THEIR EXPECTATIONS...

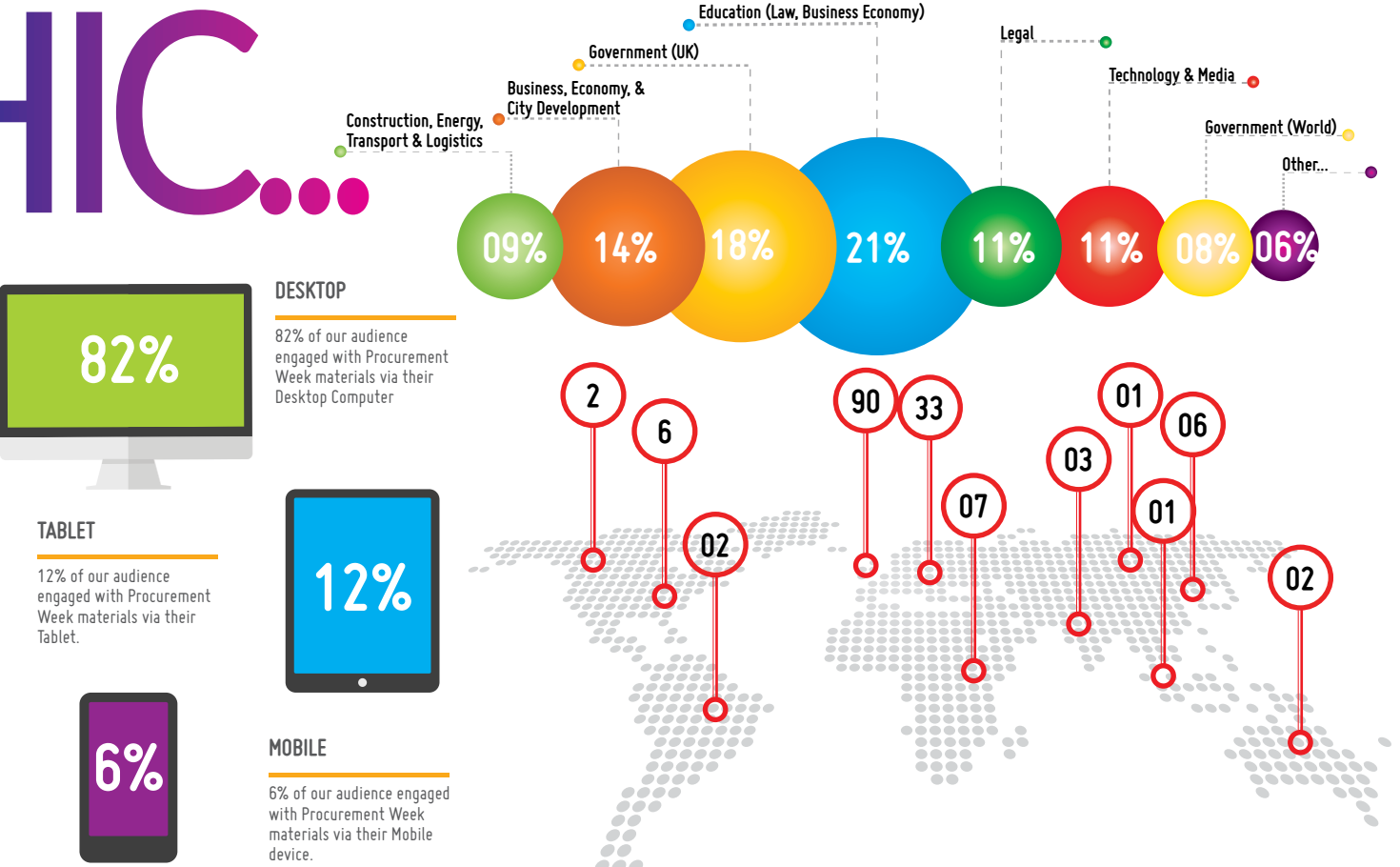
TOTIS KOTSONIS
(Norton Rose Fulbright) ★★★★★
Excellent explanation of comparative global procurement systems. It was particularly interesting to hear how the various governments (Brazil, Russia, South Africa and the US) went about awarding procurement opportunities. (2014)

PATRICK MCGOVERN
(Arthur Cox, Dublin) ★★★★★
Thank you for an outstanding series of events, presentations and functions. The panel of speakers were outstanding and the presentations most interesting. I enjoyed the substantive content and overall atmosphere. (2014)

ABBY SEMPLE
(Consultant, London) ★★★★★
Congratulations on another great Procurement Week! I was particularly impressed by the range of disciplines, ages and political outlooks. I was also impressed that all attendees were all able to find a common interest and common ground. (2015)

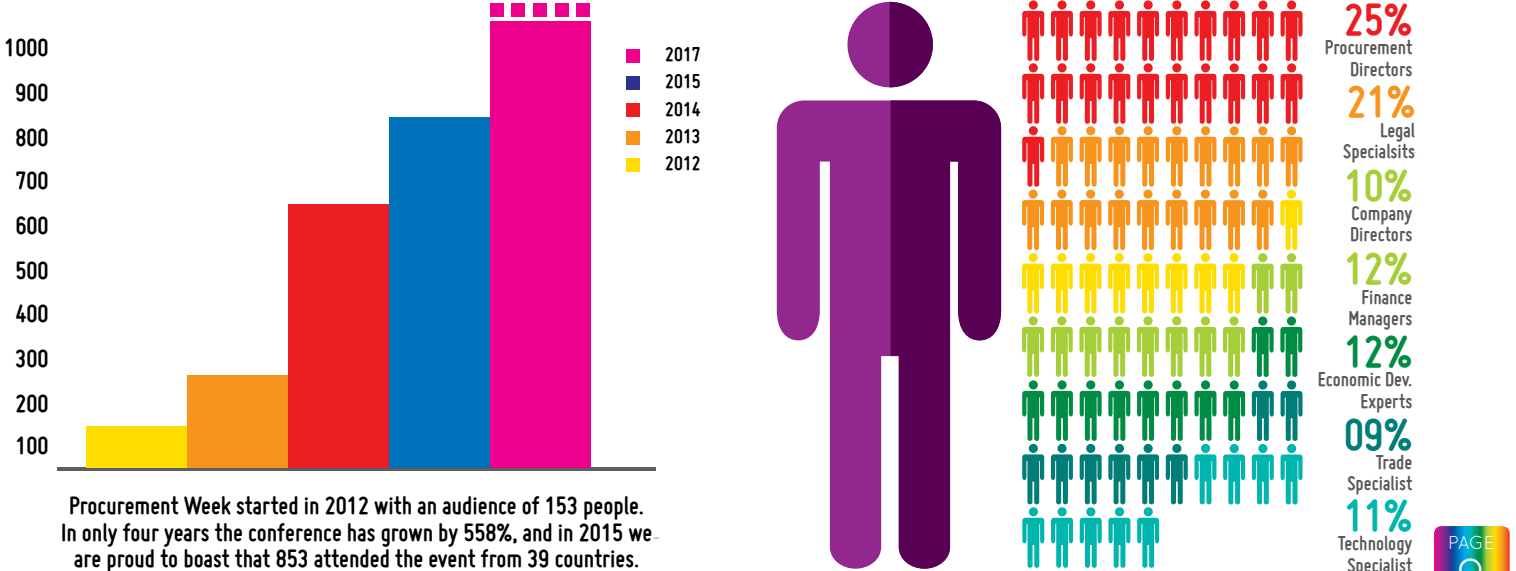
MARTA ANDRECKA
(Aarhus Uni., Denmark) ★★★★★
The conference gets better and better each year. The number of great speakers you managed to get together is really remarkable and they generated an impressive debate on business and procurement issues relevant to all of us. (2015)

153 SPEAKERS HAVE BEEN INVITED TO PROCUREMENT WEEK. BELOW IS A SNAP SHOT OF THEIR PROFESSION AND THEIR PLACE OF ORIGIN:



PROCUREMENT WEEK ATTENDEES.

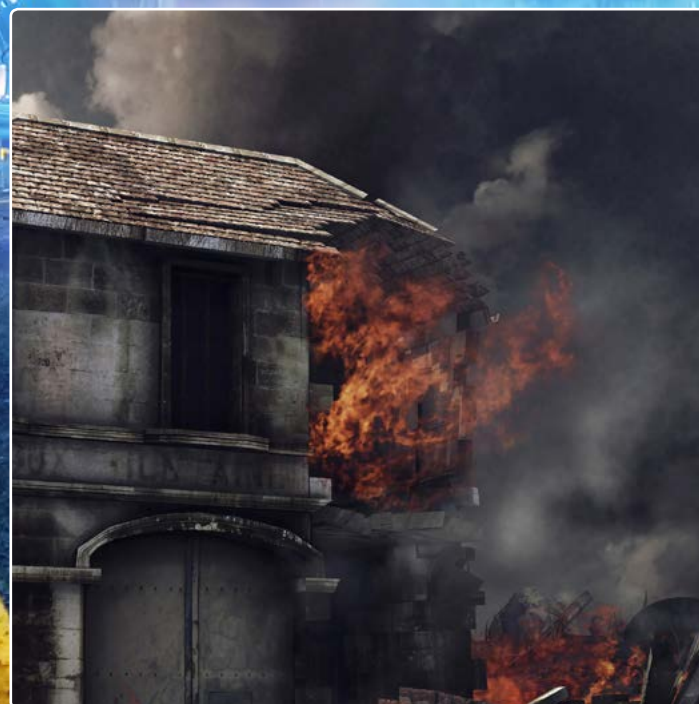
LEFT, THE GRAPH SHOWS HOW PROCUREMENT WEEK HAS GROWN SINCE 2012. RIGHT, THE MAKE-UP OF OUR AUDIENCE IN 2015.





“ Myself and many of my colleagues that attended found the event very inspiring and made many new contacts. ”
 Peter Fatelnig,
 European Commission
 (2015)

“ Congratulations on yet another year of topping the previous records. ”
 Dr Albert Graells,
 Bristol University (2015)



SOS!!! - Rescuing a Procurement Crisis!

Register at: www.procurementweek.org.uk

Day: Tuesday, 21st March 2017.

Time: 09:00 to 17:30.

Theme of the day: Just imagine for a moment that you are half way through one of your most important projects and everything is running smoothly. Suddenly, one of your key contractors informs you that they are unable to finish that job, deliver that product, or provide that service!

What next? Well, come and hear how procurement crisis professionals can expertly salvage the 'situation', and how business savvy lawyers with effective strategic and lateral thinking can play a valuable role.

Why you should attend: Achieve better results when things go wrong. Build combat strategies. Apply creative techniques to rectify harmful problems.

Who should attend: This day is appropriate for professionals at all levels who want to enhance their crisis management skills and their ability to take control in moments of chaos when a procurement exercise or contract goes wrong, or out of control.

Social Media Keywords: #PW2017 #SOSProcurement #CrisisatPW2017

“It gets better every year - you will not get anything like it anywhere.”
Gunther Kostyra,
Welsh Government (2015)



“Can I just say how much I enjoyed the conference. The speakers were really thought provoking, and very knowledgeable. There was much discussed, and much to take away for further reflection.”
Mike Edmonds,
Altmore Partnership
(2015)

Procuring a Connected Living: The Internet of Things

Register at: www.procurementweek.org.uk

Day: Wednesday, 22nd March 2017.

Time: 09:00 to 17:30.

Theme of the day: What if we told you that in less than 10 years everything around you will be connected to the Internet of Things. Procuring a Connected Living explores a world where our homes, offices, vehicles, public and private spaces, are all seamlessly connected through a variety of smart devices.

Come and listen to our experts and find out what you will be buying next, and how you will be buying it!

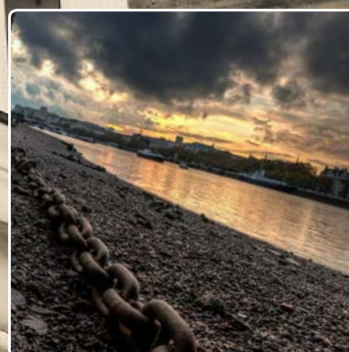
Why you should attend: Engage with new innovative markets. Create more value and secure a competitive advantage for your organisation and customers by getting a glimpse of things to come. Be one step ahead of everyone else.

Who should attend: This day is appropriate for decision makers from any industry who want to improve their organisation's capacity to re-think how to either procure or supply, new innovative technology-based services or products.

Social Media Keywords: #PW2017 #IoTProcurement
#ConnectedLivingatPW2017

“Simply World Class.
Still not sure how
you were able
to attract such a
diverse audience.”

Steven Mason,
BCC IT (2015)



“Congratulations on
pulling off another
excellent event.”

Frank Brunetta,
Canadian Procurement
Ombudsman, Canada (2015)

Rewriting the Public Procurement Playbook

Register at: www.procurementweek.org.uk

Day: Thursday, 23rd March 2017.

Time: 09:00 to 17:30.

Theme of the day: Billions, yes billions is being spent by Governments on a plethora of goods, services, and works. Today, our industry and legal experts will rip-up the procurement playbook and talk about new rules, laws, processes, procedures and strategies - so that we can all play and win!

Why you should attend: Identify new markets. Create more value and secure a competitive advantage for your organisation. Understand the pitfalls and advantages offered by effectively using the new EU procurement rules.

Who should attend: Procurement practitioners, lawyers, economists, CEOs, strategists and thinkers who understand the need to transform procurement in their organisations to accommodate the new rules, laws, processes, procedures and strategies.

Social Media Keywords: #PW2017 #ProcurementPlaybook #LawatPW2017



PROCUREMENT WEEK 2011/15 SUPPORTERS

SEEING PROCUREMENT DIFFERENTLY...™

JOIN US IN 2017?




















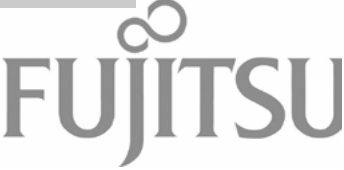




















































PROCUREMENT
WEEK
@ THE CRYSTAL
LONDON 2017
21st -23rd March









OUR SOCIAL PROGRAMME:

“It was a brilliant week, and I found it to be very insightful - Matthew Perrott, NHS Wales”

21ST MARCH 2017 @ 18:30

GLOBAL GATHERING AT THE CRYSTAL

22ND MARCH 2017 @ 19:30

INTERNATIONAL BANQUET AT SKYGARDEN

23RD MARCH 2017 @ 19:30

A CITY OF CULTURE AT A SECRET VENUE



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2015 - Public Service Innovation

(From left to right): Caroline Nicholas (UNCITRAL), Michael Wignall (Microsoft), Frank Brunetta (Canadian Ombudsman), Justin Sacks (StartUpPoint), Stephen Clear (ICPS), Colin Cram (Marct Ltd), Prof. Dermot Cahill (Chairman, ICPS), & Gary Clifford (Director, ICPS)



2015 - Transparency to Innovation

Kaitlin Devine, Senior Developer at the Sunlight Foundation, giving a keynote speech on 'Public Procurement Reform, Transparency to Innovation' - views from a American not for profit organisation.



2014 - Innovations in Public Procurement Probity

Frank Brunetta, Procurement Ombudsman, Canada, addressing the Procurement Week audience in 2014.



(2013) - Winning In Brazil

Alexandre Motta, Managing Director, Ministry of Finance Brazil, explores cross-border procurement by examining trade relations between the UK, EU, Brazil, Russia, India, China, Russia and South Africa.



2015 - World Trade - Chinese Guests

(From left to right) Tao Zeng (China University of Political Science and Law), Professor Yanxia Yao (Beijing Foreign Studies University), Dele Lu (Ministry of Foreign Affairs, Beijing), Li Tang (ICPS), Marta Andrecka (University of Aarhus), & Stephen Clear (ICPS).



2015 - Procurement Week 2015 International Dinner

(From left to right): The Right Honourable Lord Mayor of Cardiff, Councillor Margaret Jones, Mark Chandler (San Francisco Mayor's Office), & Caroline Nicholas (UNCITRAL) at Cardiff Castle for the Annual Procurement Week International Dinner.



2014 - The Curse of Global Slavery

2014's VIP was Craig Lardner, President, Chartered Institute for Purchasing and Supply (CIPS) who discussed, 'The Curse of Global Slavery in Procurement'.



Driving Social Agendas...

Anna Marie Curran (A&L Goodbody) presenting her views on, 'Driving Social Agendas in Public Procurement - Lost Opportunity or a New Dawn?'



2013 - Litigation and Judicial Review: Strategies & Outcomes

Michael Bowsher, QC, Monckton Chambers, discussing winning strategies linked to litigation and judicial review.



2015 - Recruit, Train, & Retain the Perfect Procurement Professional

Dr. Ama Eyo, Programme Director, Public Procurement Law & Strategy (LLM) discussing the benefits of the LLM with an interested student.



2015 - In My School Presentation

Mike Leach, Director of InMySchool, demonstrating an innovative application that is revolutionising communication between parents and schools.



2013 - The New Directives

Claudio Romanini, discussing the new EU Public Procurement Directives and the effects they may have on all EU member states.



2013 - Innovation in Procurement

Sammy Rashed, Novartis, presenting his views on the latest Innovations in Public Procurement.



2015 - Challenges & Opportunities for Awarding Contracts

Nigel Giffin QC, Kings Bench Walk Chambers, offering his views on the Challenges and Opportunities for Awarding Contracts under the Directive 2014/24.



2013 - Crossing Continents: Procuring the Worlds Goods & Services BRIC by BRIC

(From left to right): Prof. Dermot Cahill (ICPS), Ed Hooe (University of Missouri, United States), Alexandre Motta (Ministry of Finance, Brazil), Dr. Watermeyer (Nelson Mandela Metropolitan University, South Africa), Anna Volskaya (Russia), Prof. Steven Schooner (George Washington University, United States), Anders Jessen (DG Trade, EU Commission), Prof. Kostas Nikolopoulos (Bangor University), Abhijit Das (Head, Centre for WTO Studies IIFT, India), & Gary Clifford (ICPS).



2015 - 'Game Changing' Exhibition: Public Service Innovations

Matrix SCM's product manager, presenting the company's products and services to Parliamentary Under Secretary of State for Wales and Government Whip, Alun Cairns MP.



2015 - Procurement Mega Trends

Professor Steven Schooner, George Washington University giving an inspirational talk on, 'Public Procurement Insights and Mega Trends - What's coming?'



2015 - World Trade: The GPA & TISA

Anders Jessen, DG Trade, EU Commission, giving his thoughts on the Government Procurement Agreement (GPA) and Trade in Services Agreement (TISA).



2013 - Procurement Week Audience

Delegates attending Procurement Week 2013.



2014 - The New Directives

(From left to right): Sarah Hannaford QC (Keating Chambers), Philip Lee (Philip Lee Associates), and Dr Marta Andrecka (Aarhus University) gave their views on whether the New Directives have offered the Public Procurement market greater flexibility.



2014 - The Dr. Who Effect

(From left to right): Scott Parfitt, Dr. Kath Ringwald and Vera Ndrecaj (University of South Wales), standing alongside a Darlek. The Darlek was provided by Lee Hayward (Procurement Business Partner, BBC), who discussed the impact of Dr. Who and BBC Drama Procurement on the Creative Industries in South Wales.



2015 - Trading Internationally

Seamus McCann (Consulting Ireland & Astec Consulting) discussing the merits of winning Cross Border opportunities in developing and emerging economies.



2015 - The Institute for Competition and Procurement Studies (ICPS) Team

(From left to right): Maxime Aumaitre, Miriam Mbah, Prof. Dermot Cahill, Dr. Ama Eyo, Stephen Clear, Jane Hutt (Welsh Government Minister for Finance and Government Business), Gary Clifford, Ceri Evans, Patty Diaz, Marta Andrecka (Aarhus University), and Becky Jones.



2015 - Transposition Challenges and Solutions

Sharon Smyth, Central Procurement Directorate, discussing transposition issues in Northern Ireland.

PROCUREMENT WEEK

Our chosen venue for 2017 will be one of London's finest venues, The Crystal, on the Royal Dock in east London!

CONFERENCE VENUE

Every year we carefully select a conference venue that has exudes both **style** and **character**. Our chosen venue is always selected on three core requirements, it must be: **inspirational**, a place that is **spacious**, & **easy** to reach!



WWW.THECRYSTAL.ORG

Siemens opened the Crystal in 2012 as a global hub for debate on sustainable living and development. Since opening, over 100,000 people each year have visited the interactive exhibition; thousands of meetings and events have been hosted in our sustainable events venue; and numerous major projects have been undertaken in the Siemens office on-site.

The Crystal sets the benchmark for sustainable building design. It is the only building in the world to achieve the highest certification in both the BREEAM and LEED schemes, as well as many other accreditations. Siemens technologies throughout the building ensure the highest energy efficiency and CO2 standards are met.



ONE OF THE WORLD'S MOST SUSTAINABLE BUILDINGS...

The Crystal is home to the world's largest exhibition on the future of cities, the world's most sustainable events venue, and office space for global engineering powerhouse Siemens.



THE WORLD'S MOST VISITED EXHIBITION SHOWCASE...

The Crystal has turned out to be a unique success story. It has become the world's most visited exhibition showcase on urban sustainability and a recognized international flagship for Siemens.



TOGETHER WE ARE FINDING SUSTAINABLE SOLUTIONS...

The Crystal, home of the Center of Competence Cities, helps cities all over the world find solutions that make them more sustainable.



Heathrow



Taxi

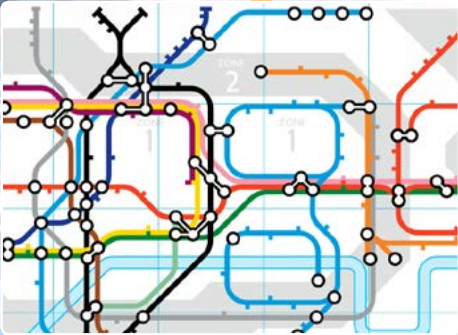
Stansted



Train

Procurement Week '17 Come & Visit London...

Getting to London is easy! Travel to London by train, by Eurostar, by ferry, by coach, by car, by motorcycle, or by plane into one of London's five airports. For more information please visit: www.visitlondon.com



The Underground



Getting To London

LONDON IS EASY TO REACH USING THE UK'S MOTORWAY NETWORK – WITH THE M1, M2, M3, M4, M11, M20, M23, M25 AND M40 MOTORWAYS IN OR NEAR LONDON – AS WELL AS A MULTITUDE OF MAJOR A-ROADS.

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YOUR DEPARTURE DATE TO GET THE BEST DEALS.

TRAVELLING DURING OFF-PEAK TIMES ALSO ENABLES YOU TO FIND CHEAP TRAIN FARES TO LONDON.

IF YOU ARE TRAVELLING FROM CONTINENTAL EUROPE THEN THERE IS ALWAYS THE EUROTUNNEL AND THE EUROSTAR.

PLEASE VISIT: [WWW.VISITLONDON.COM](http://www.visitlondon.com)

Travelling to London from outside the United Kingdom? London has five major airports: London Heathrow, London Stansted, London Gatwick, London Luton and London City. For more information please visit: www.visitlondon.com

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GETTING TO LONDON FROM THE AIRPORT IS ALSO EASIER THAN EVER, AND THERE ARE LOTS OF AIRPORT TRANSFER OPTIONS

TO SUIT ALL BUDGETS.

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- TRAVELLING BY TRAIN: MOST AIRPORTS HAVE DEDICATED TRAIN SERVICES RUNNING REGULARLY TO CENTRAL LONDON STATIONS. PRICES VARY FROM ABOUT £8 TO £21 AND CAN TAKE BETWEEN 15 TO 50 MINUTES TO GET TO THE CITY CENTRE.
- TRAVELLING BY TAXI: JUST FLAG ONE DOWN, THERE WILL ALWAYS BE ONE WAITING.
- TRAVELLING BY TUBE: THE AUTHENTIC WAY TO GET AROUND LONDON.

PLEASE VISIT: [WWW.VISITLONDON.COM](http://www.visitlondon.com)

Bring your own car



Boat



Eurotunnel

Virgin Atlantic



Luton

CONTACT US TODAY!!!

Let's make Procurement Week 2017 a firm fixture in your diary!

Do you have an idea you would like to share with us to make our 2017 programme even better?

TWITTER: @ICPS_BANGOR
YOUTUBE: WWW.YOUTUBE.COM/
WININTENDERING LINKEDIN:
INSTITUTE-COMPETITION-
PROCUREMENT-STUDIES-4720277

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icps@bangor.ac.uk
www.icps.bangor.ac.uk

1850+ people have attended Procurement Week from 40+ countries, come and join us???

"We have an unquenchable thirst for innovation, procurement, law, business growth and development - we promise our attitude towards these subject is contagious"

The ICPS team

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COMPETITION &
PROCUREMENT STUDIES
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Gwynedd, Wales, UK



PROCUREMENT WEEK 2017

MARCH 21ST - 23RD, THE CRYSTAL LONDON
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