# NORTH EAST SOURCING SUMMIT AGENDA

**7th March|Aspire Technology Solutions, Pipewellgate, Gateshead, NE8 2BJ.**

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| 09:00 – 09:30 | **REGISTRATION, TEA, COFFEE & NETWORKING** |
| 09:30-09:50 | **Welcome Address**<br>*Jessica Rowntree, Managing Director at the GSA* |
| 09:50-10:15 | **KEYNOTE: G-Cloud 13: Revolutionising Public Sector Procurement**<br>*Steve Watson, Strategic Engagement Lead at Aspire*<br><br>Steve Watson will delve into G-Cloud 13, offering public sector buyers an agile solution for procuring cloud-based products and services. With expertise in the field, Steve will outline how G-Cloud's innovative approach can revolutionise public sector procurement, emphasising its transformative impact. He will also address prevalent misconceptions surrounding the capabilities and limitations of the framework, providing delegates with a comprehensive understanding of G-Cloud's potential within the procurement landscape. |
| 10:20-10:50 | **PANEL SESSION: Modern Sourcing - The Analyst & Advisor Lens**<br>*Hosted by: Jessica Rowntree, Managing Director at The GSA*<br>*Ian Puddy , Former Vice President at Gartner*<br>*Katie Simmonds , Managing Associate at Womble Bond Dickinson*<br>*Lewis Barnard, Head Of Business Development at Market Dojo Ltd.*<br><br>Join industry experts for an insightful discussion on modern sourcing. Delve into what truly defines modern sourcing and its prevalence in today's landscape. The panel will provide valuable advice for organisations on both the buying and supplying sides, offering strategies to advance towards a modern sourcing approach. Gain a comprehensive perspective on this evolving procurement paradigm with insights from seasoned professionals. |
| 10:50 – 11:20 | **TEA, COFFEE & NETWORKING** |
| 11:20 – 11:45 | **KEYNOTE: De-risking Technology Investment**<br>*Neal Harron, Program Manager at Extreme Networks*<br><br>Join Neal Harron, Program Manager at Extreme Networks, as he shares essential insights on de-risking technology investments. In our rapidly evolving tech landscape, Neal will provide strategies tailored to both buyers and suppliers. For buyers, discover key considerations and crucial questions to confidently navigate tech procurement. For suppliers, explore innovative approaches and disruptive models to differentiate your technology offerings. Neal's session challenges conventional thinking in a competitive market. |
| 11:45-12:10 | **KEYNOTE: Contracting Challenges and the Need for Improvement**<br>*David Jones, Founder at Claus.ify* |

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| | Join David Jones, Founder of Claus.ify and GSA Member, as he reflects on the sourcing industry's journey. Explore the persistent challenges in the contracting process and the need for improvement. David will question why negotiations continue on clauses that don't require it and why legal involvement often comes too late. Discover how emerging technologies hold the potential to revolutionise contracting practices and consider why these innovations aren't fully embraced. Get ready for a thought-provoking session on the evolving world of sourcing and contracting. |
| 12:10 – 12:30 | **KEYNOTE: Public Sector Procurement Reform**<br>*Tim Care, Partner Public Sector at Ward Hadaway*<br><br>Join procurement specialist Tim Care, as he unpacks the implications of the Government's White Paper on Public Sector Procurement Reform in the post-Brexit era. Tim will provide an overview of how the White Paper affects both public sector buyers and suppliers. From changes in procurement procedures to sector-specific insights, attendees will gain valuable insights into navigating the evolving procurement landscape. |
| 12:30 – 13:30 | **NETWORKING LUNCH @ The Hilton** |
| 13:30– 13:50 | **ESG in Focus: Unveiling Industry Unity through the Service Provider Sustainability Matrix**<br>*Jessica Rowntree, Managing Director at The GSA*<br><br>ESG is a hot topic, and its prominence will only increase. Join Jessica Rowntree, Managing Director at The GSA, for a session on ESG and the GSA's Service Provider Sustainability Matrix Index. Discover the growing importance of ESG, with a focus on environmental, social, and governance considerations. Jess will highlight the need for a unified industry perspective that encompasses inclusivity, diversity, responsible automation, equitable pricing, and other societal values, aligning with the technology and business services sector's ethos. Don't miss this insightful exploration of ESG and sustainability in our industry. |
| 13:50- 14:05 | **KEYNOTE: Navigating the ESG Data Chaos for Value Chain Transparency**<br>*Flemming Laursen, Head of Sales at CleanChain – ADEC Innovations*<br><br>For the past 10 years CleanChain has been working with some of the leading multi-stakeholder-initiatives, brands and their value chains to reduce the environmental impact of their products, including reduction of hazardous chemicals, Waste Water and Greenhouse gas emissions. What lessons have been learnt and how is this transferable for the Business Process Outsourcing (BPO) industry? |
| 14:05-14:10 | **KEYNOTE: Vision for Sustainability Across the Supply Chain.**<br>*Matt Clarke, MD of Workforce Solutions at ADEC Innovations* |
| 14:15-14:35 | **KEYNOTE: Social Value Delivery in the Northeast**<br>*Dawn Barber, Head of Business at Newcastle United Foundation*<br><br>Join Dawn Barber, Head of Business at Newcastle United Foundation, for an session on Impact Sourcing and strategies for delivering social value. In this engaging presentation, Dawn will explore the significance of Impact Sourcing and its role in |

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| | enhancing social value through the Newcastle United Foundation. Discover innovative strategies and best practices for organisations seeking to make a positive impact. Dawn's insights will explore how businesses can effectively integrate social value into their operations and contribute to the region. |
| 14:35 – 15:00 | **PANEL SESSION: Changes to Contracting and Contracting for Good**<br>*Hosted by: Jessica Rowntree, Managing Director at The GSA*<br>*Deborah Ramshaw, Partner at Womble Bond Dickinson*<br>*Steve Watson, Strategic Engagement Lead at Aspire*<br>*Dawn Barber, Head of Business at Newcastle United Foundation*<br><br>Join our expert panel as they delve into the evolving landscape of contracting for good. With ESG (Environmental, Social, and Governance) and Social Value taking centre stage in both public and private sector procurement, this panel discussion will explore best practices and potential challenges in incorporating social value commitments into commercial contracts. Gain valuable insights into the intersection of commerce and social responsibility in procurement. |
| 15:00 – 15:30 | **TEA, COFFEE & NETWORKING** |
| 15:30-15:50 | **KEYNOTE: AI & Emerging Tech**<br>*Caroline Churchill, Partner at Womble Bond Dickinson*<br><br>Generative AI has exploded into the mainstream. It is changing the way people work and disrupting entire industries. AI is gaining traction in professional service firms, seeing them forge alliances with tech startups to drive innovation, particularly in fields like Taxation and Legal Services. While it offers numerous benefits, it also presents challenges and risks that businesses must confront. This session explores what generative AI is, how it functions, and how businesses can harness its potential. |
| 15:50 – 16:10 | **KEYNOTE: Demystifying, Deploying and Driving Business Change through Generative AI and LLMs**<br>*Alejandro Salamanca Ruiz, Head of AI and Data at Equinox AI Lab*<br><br>Alejandro Salamanca Ruiz, Head of AI and Data at Equinox AI Lab, will demystify Generative AI and LLMs and their impact on sourcing and procurement. In this session, Alejandro will explore how Generative AI automates procurement and sourcing processes, examine potential biases and risks, discuss Generative AI as reasoning agents, and emphasise responsible and ethical usage. Alejandro will also present a compelling use case showcasing the real-world application of Generative AI. This session promises valuable insights into the future of AI-driven procurement and its transformative potential. |
| 16:10 – 16:30 | **KEYNOTE: Technology challenges faced by the public sector, and how collaboration has led NEPO to OPEN**<br>*Adam Smith, Head of Commercial & Technology at NEPO*<br><br>Join Adam Smith, Head of Commercial and Technology at NEPO (North East Procurement Organisation) as he navigates the challenges of collaboration and technology in public sector procurement. NEPO's procurement solutions are the result of extensive consultation with the public sector, suppliers and end users. In this session, Adam will explore the impact of tech on procurement, addressing biases, risks, and examples of successful applications. Gain valuable insights into the |

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| | transformative potential of collaboration and technology informed by NEPO's experience and expertise. |
| 16:30 – 17:00 | **Closing Address and Audience Q&A**<br>*Jessica Rowntree, Managing Director at The GSA* |
| 17:00-18:30 | **NETWORKING & COMPLIMENTARY DRINKS**<br>Join us to celebrate our industry with drinks . |