



Procurement Workshop 2018 – “Working together to grow the NZ Tech sector”

If you are a New Zealand owned company working in the Digital Technology space and wanting to see the sector grow, **this is an event that you want to participate in**. This is a great opportunity to work collaboratively with NZ Government Procurement Leaders – as well as those that direct NZ Government procurement decisions opportunities and activities that exist to be leveraged or can be created to work together to grow the NZ tech sector.

Date: Wednesday 12th September 2018

Where: Te Wharewaka o Poneke Function Centre, 2 Taranaki Street, Wellington

Time: 8am – 1pm, morning tea supplied

You can read the findings of the last [Procurement Event here](#) – very insightful. The format will be to break into discussion groups with both public and private sector people. The findings will be written up and published as soon as possible post event this year.

Confirmed agenda

Time	Agenda Item
08:00 – 08:15	<i>Registration and Networking. Tea and Coffee available</i>
08:15 – 08:25	Welcome from Victoria MacLennan – Co-Chair NZRise
08:25 – 08:40	Welcome from John Ivil – General Manager NZ Government Procurement & Property, MBIE and Chris Webb - General Manager, Commercial Strategy & Delivery, DIA. Opportunities that are presenting to shape government procurement for the future. Government is reviewing system settings to better enable collaboration between agencies but it is just as important that we collaborate better with industry at all levels. The challenge to the audience is how we make the most out of the opportunities in a way that works for all parties. John and Chris will also talk about how DIA and MBIE are working together as government functional leads for ICT and procurement.
08:35 – 09:15	Ignite Speaker Sessions: <ul style="list-style-type: none">• Dave Moskowitz: Think Tank Consulting. Procurement for innovation, leveraging thoughts in his blog post at https://dave.moskovitz.co.nz/2017/12/14/a-new-approach-to-government-procurement/

For more information, or to contact NZRise, please email communitymanager@nzrise.org.nz



	<ul style="list-style-type: none"> • Simon Mason: Head of Commercial and Procurement at Inland Revenue NZ. Over the past couple of years IRD has made concerted efforts to attract NZ business, particularly the SMB segment, to the potential opportunities within the Department. We have found that we face many issues in making our opportunities attractive. Some of these issues can be changed within the Department some of them require industry help and support to make things easier. Simon feels that IR have made some limited progress to attract small business, but it's a struggle and he is interested to hear why. • Ed Stafford: Independent Consultant. Ed will introduce the most concise picture he has seen of what governments try to do in their 7 key roles. This outline of the roles that Government plays in the market can help us understand how the market's interaction with Government might best align with the role that Government is taking. • Stuart Wakefield: CIO Ministry of Education. Why less procurement is more – how do we partner more effectively to productise what otherwise just becomes another one-off procurement of a bespoke system to meet government needs. • Sharon Petherick and Robbie McKechnie: Now Procure IT. Outcome based procurement; the pros and cons, the barriers and the enablers. Outcome based procurement has been around since the 1960's but it is not fully understood or utilised across Govt. Why is that? What do we need to do to ensure that Procurement functions have this as a tool that can be used when appropriate? • Karen English: Manager Government Procurement Policy, MBIE. How can ICT use innovation to improve the wellbeing and living standards of New Zealanders. Meeting the procurement needs of Government into 2018 and beyond.
09:15 – 09:45	Break Out Discussions: Barriers and Challenges. What's currently working well and what are the challenges?
09:45 – 10:10	Report back from Break out discussions
10:10 – 10:40	<i>Morning Tea. Light Refreshments available</i>
10:40 - 11:15	<p>Panel discussion facilitated by Rahul Govindan:</p> <ul style="list-style-type: none"> • Victoria MacLennan – Co-Chair NZRise • Chris Webb - General Manager, Commercial Strategy & Delivery, DIA • Karen English - Manager Government Procurement Policy, MBIE • Dave Moskovitz – Think Tank Consulting <p>Facilitated panel discussion, starting with questions collected ahead of the workshop and finishing with questions from the workshop attendees present.</p>

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11:15 – 12:00	Break Out Discussions: Solutions and Future State Options. What can be changed to enable the procurement process to support NZ Government and Industry work together to grow the NZ Tech sector?
12:00 - 12:30	Report back from Break out discussions
12:30 – 13:00	Next Steps and Close: Victoria MacLennan – Co-Chair NZRise