

Professional services procurement - defensible outputs or optimal outcomes?

The CIPS Wellington Committee is delighted to have internationally recognised consultant, author and commentator, Ron Pol present on professional services procurement.

Within the context of major public sector contracts and significant change in the government sector procurement space, Ron will deliver a provocative presentation designed to test assumptions and generate debate.

Come along to hear Ron discuss the following hot topics:

- The rights, and wrongs of public sector procurement practices
- How procurement processes are viewed 'from the other side of the fence' - the commercial realities beyond rose-tinted self-assessment
- RFP do's and don'ts - best practice or common practice?
- Migrating beyond 'defensible outputs' - generating excellent outcomes and value
- Public and private sector - differences, similarities, opportunities
- Winning tenders - 'pitch improvement' insights for suppliers and their advisers.

Speaker



Ron Pol (Director, Team Factors Ltd at teamfactors.com) was a lawyer with major law firms in Auckland and London, group litigation counsel for the Telecom group in New Zealand and Australia, president of the Corporate Lawyers Association of New Zealand and a member of the New Zealand Law Society Council. Ron was invited by the Office of the Auditor General to help review government procurement guidelines, and has published hundreds of articles in a variety of business publications internationally. Team Factors is a specialist professional services consultancy.



This event has been generously sponsored by Team Factors and KPMG, and supported by the Wellington Regional Chamber of Commerce.

INVITATION

When & where

Thursday 3 June, 2010

Wellington Chamber of Commerce,
Level 28 Majestic Centre,
100 Willis St, Wellington Central

What time

Registration: **5.30pm**

Introductions: **6.00pm**

Speaker: **6.20pm**

Drinks & canapés: **7.00pm**

Close: **7.30pm**

How much will it cost?

CIPS & Chamber members **\$20AUD**

Non-members **\$30AUD***

GST not applicable*

*Please note prices listed above are applicable for online bookings. Manual bookings will incur 12.5% NZ GST.

Catering

Complimentary drinks and canapés will be provided.

RSVP

Monday May 31, 2010

Please book online at
www.cips.org/australasia/events/nzevents

Email nzevents@cipsa.com.au
or call 021 278 8511 with event enquiries.

