

## Day One - 09 November

<p><b>10:00 – 10:20</b></p> 	<p><b>Event Open and Welcome Address</b>  <i>Ilija Ugrinic, UK Market Director, Proactis</i></p> <p>In our opening session, Ilija will welcome you to Proactis ReThink and kick-off the 3-day event by:</p> <ul style="list-style-type: none"> <li>• Reflecting on the Finance and Procurement landscape over the last 12 months.</li> <li>• Discussing Proactis' key achievements during that time.</li> <li>• Looking forward to our main focus areas and plans for the coming year.</li> </ul>
<p><b>10:35 – 11:15</b></p> 	<p><b>Keynote Thought Leadership</b></p> <p><b>Tackling Change</b>  <i>Sir Clive Woodward OBE</i></p> <p>Sir Clive's reputation as an innovative leader is driven by his determined approach to challenge and rethink the status quo, finding newer, more innovative, and ultimately better, ways of operating – something that has never been more important in today's ever changing business landscape.</p> <p>In his keynote session, Clive will illustrate how, whether in sport or business, the principles associated with creating high-performance teams remain the same, why it's vital to embrace change and how creating a culture of relentless learning can help teams and organisations adapt and succeed.</p>
<p><b>11:30 – 12:10</b></p> 	<p><b>Thought Leadership</b></p> <p><b>Doing More With Less: The Power of People-led Transformation in a Digital Age</b>  <i>Andrew Codd CGMA MBA – Founder of The Strength in the Numbers Show, President of AVF Worldwide, Senior Finance Consultant at Dell, best-selling author.</i></p> <p>Finance teams are constantly being asked to do more with less and the willingness to invest in digital transformation has never been greater. But, despite the effectiveness of any digital evolution being so dependent on team members' support and buy-in, all too often the focus on technology and processes results in a business' greatest asset – its people – being neglected.</p> <p>With 70% of Finance transformation initiatives failing to capture the forecasted benefits for the business (Gartner, 2019), finance leaders must consider how to make the promise of digital, and the desired outcome of a more agile, productive, and engaged team, that does more with less, a reality.</p> <p>In his session, Andrew will explore:</p> <ul style="list-style-type: none"> <li>• The importance of finance leaders defining and demystifying value creation in a digital world to identify the activities which produce business value.</li> <li>• A proven structure to ensure Finance does what it needs to do.</li> <li>• How to make meaningful investments to help our people transform and keep up with the pace of digital change, so we don't get left behind.</li> </ul>

<p><b>13:00 – 13:35</b></p> 	<p><b>Customer Success Story</b></p> <p><b>Creating an Award-Winning Procurement Function: Caerphilly County Borough Council's Evolving Procurement</b> <i>Elizabeth Lucas MSc, FCIPS, Chartered, Head of Customer and Digital Services, Caerphilly County Borough Council</i></p> <p>As an early adopter of electronic procurement, Caerphilly County Council played a leading role in the pioneering of procurement in the Welsh Public Sector. Caerphilly is one of the largest local authorities in Wales and, in 2020, won the Government Opportunities (GO) Excellence in Public Procurement Award Wales – adding to previous awards for procurement excellence in Wales.</p> <p>In her session, Elizabeth will discuss the challenges and opportunities she has identified during a 20-year journey to build one of the strongest procurement teams in Wales, working alongside Proactis. She'll talk about:</p> <ul style="list-style-type: none"> <li>• Developing an ever-evolving procurement strategy.</li> <li>• Identifying the need for end-to-end electronic procurement and selecting the right vendor to work with.</li> <li>• Maintaining and increasing the levels of performance against the backdrop of challenges within the sector.</li> <li>• Aligning procurement to the needs of the council and those of the local economy.</li> </ul>
<p><b>13:50 – 14:20</b></p> 	<p><b>Proactis Customer Value Realisation: Working in Partnership With You to Help Maximise the Value from Your Investment</b> <i>Paul Harding, Customer Success Director, Proactis</i></p> <p>We see technology as a fundamental building block for finance and procurement excellence. And, we recognise that our customers deploy software to deliver tangible ROI, but it takes planning, collaboration, expertise and adoption to maximise the value from their solutions.</p> <p>In his session, Paul will explore our Customer Value Realisation Commitment – the embodiment of our pledge to help our customers realise the full value of their Proactis investment.</p>
<p><b>14:45 – 15:25</b></p> 	<p><b>Proactis Solution Insight Session – Procurement</b> <i>Jim Flannery, Solution Specialist, Proactis</i></p> <p>This session will delve into our Procurement solutions to show how technology and best practice can drive greater value through spend management efficiencies. There will be an opportunity to ask questions.</p>

## Day Two - 10 November

10:30 – 11:05



### Customer Success Story

#### **The Journey Beyond Invoice Automation: Four Seasons Health Care's Rapid Implementation of Full Source-to-Pay**

*Craig Templeton, Business Systems Manager, Four Seasons Health Care*

Four Seasons Health Care, one of the UK's largest independent health care providers, worked with Proactis to address their need to drive greater visibility of spend and commitments across the organisation. Already achieving AP efficiencies with Proactis Invoice Capture, Four Seasons expanded their use of Proactis solutions across the areas of purchasing and procurement, implementing a fully automated, end-to-end, Source-to-Pay solution.

In his session, Craig will discuss the process of working closely with Proactis to ensure the project was a success, including:

- The need to for clear project objectives which were continually focused on.
- How they delivered the project against very pressing timelines.
- How they overcame cultural barriers to adoption across the organisation.
- The importance of a strong working relationship with the vendor beyond the delivery of the project.

11:20 – 12:00



### Thought Leadership

#### **New Procurement Trinity: Revenue, Resilience and Purpose**

*Peter Smith MA FCIPS, FRSA, Managing Director, Procurement Excellence Ltd and Former Managing Editor of Spend Matters UK / Europe*

Procurement is all about value – something we are all now much more aware of. And of course, that means managing supply chain cost, availability, and quality every day of the year. But now three more imperatives have emerged, and they are increasingly important for procurement functions that aspire to be amongst the leaders:

- The need to contribute to our organisations' revenue generation.
- The need to manage resilience (which encompasses risk and more).
- And the need to support our organisations' sense of purpose across the whole range of social value, sustainability, and sustainable development goals.

In his session, Peter will explain why this agenda will dominate procurement thinking and action through the next decade and explore what procurement leaders need to be doing about it.

13:00 – 13:35



### Solutions to Deliver True Bottom-Line Value

*Paul van Rietschoten, Chief Technology Officer, Proactis*

Proactis' range of powerful spend management solutions are developed using real-world experiences. Our leading-edge technologies make them simple to use, largely self-managing and highly adaptable.

Paul will delve deeper into the key points of the Proactis product strategy and highlight the core concepts and capabilities that ensure Proactis solutions continue to create true bottom-line value.

The session will cover the key points of our product development, the tools and techniques we have recently introduced, and a preview of exciting new developments that we have planned to ensure that we are providing agile solutions that meet your current and future requirements.

13:50 – 14:30

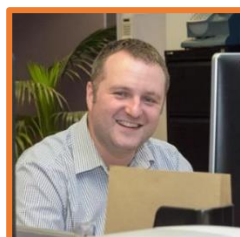


### Proactis Solution Insight Session – Finance

*Jim Flannery, Solution Specialist, Proactis*  
*Ray Wootton, Solution Specialist, Proactis*

This session will delve into our Finance solutions to show how technology and best practice can drive greater value through spend management efficiencies. There will be an opportunity to ask questions.

14:40 – 15:20



### Proactis Solution Insight Session – Early Payments

*Jim Flannery, Solution Specialist, Proactis*

Learn about bePayd, our new accelerated payments solution, and the opportunity it presents to support your suppliers with their cashflow, build stronger supplier relationships and the option to generate a tangible financial benefit to your buying organisation. There will be an opportunity to ask questions.

## Day Three - 11 November

11:20 – 12:05



### Panel Discussion

#### Beyond Technology: Unlocking Success in Digital Transformation

- *Darryl Bannon, Founder, Darryl Bannon Consulting Ltd*
- *Brian Mahon, Director, Moore Insight*
- *Jennifer Moran, Head of Procurement, Bright Horizons*
- *Elizabeth Lucas MSc, FCIPS, Chartered, Head of Customer and Digital Services, Caerphilly County Borough Council*
- *Paul Harding, Customer Success Director, Proactis*
- *Ilija Ugrinic, UK Market Director, Proactis*

Digital transformation is not just about technology, it's about people, processes, competencies, and culture. And, to implement a successful digital transformation strategy, businesses must ensure that their people (and in turn their culture) support it and recognise it as a platform to innovate.

Featuring an expert panel of industry leaders, this panel discussion will explore how, whilst technology makes innovation possible, it's an organisation's capacity to embrace that innovation that will make all the difference. They will discuss:

- The need to foster a culture where change will be welcomed.
- The importance of clear objectives and a structure from the get-go, built in collaboration with all stakeholders, including users and decision makers.
- The value of sharing the business case with your technology provider.
- The significance of addressing the consumption gap after implementation to ensure benefits are fully realised.
- The vital need for true adoption of technology after implementation to ensure momentum is maintained, benefits are realised, and improvements continue to be driven forwards.



13:00 – 13:35



## Customer Success Story

### University of Essex's Digital Transformation Journey – From Manual to Fully Automated

*Carol Saward, Head of Income and Payments, University of Essex*  
*Philip Sweeting, Head of Procurement, University of Essex*

Having achieved substantial procurement savings following the implementation of Proactis Source-to-Contract, the University of Essex embarked upon the next step in their digital transformation journey with Proactis in 2020.

Identifying a need to streamline their purchasing and invoicing processing, improve transparency of financial commitments and improve relations with suppliers, the University worked with Proactis to implement Invoice Capture Managed Service and Marketplace, which integrate into their Unit4 Business World ERP solution.

In this session, Carol and Philip will share:

- What purchasing and invoicing looked like in the University at the outset of the project, and how this defined clear project objectives.
- How they approached internal buy-in as they moved from manual to automated processes.
- How they delivered the project following the onset of the pandemic and the importance of a strong working relationship with their vendor to do this.
- The tangible impact of their digital transformation and plans for the future to continue success.

13:50 – 14:30



## Closing the Gap Between Buyers and Suppliers in Public Sector Procurement

*Andrew Watson, Bid Consultancy and Training Manager, Proactis*

Andrew will examine the gap that often exists between buyers and suppliers in public sector procurement, and ways to close this to ensure project objectives are fully met and maximum value is achieved. He'll discuss:

- The importance of considering how your actions, approach and communications with the other side will be interpreted.
- How there can often be a gap between intention and outcome from either side.
- How to close the gap between your perception and the perception of the other side.

14:35 – 14:45



## Event Close

*Ilija Ugrinic, UK Market Director, Proactis*

Ilija will close our 3-day event with a summary of key themes, learnings and take-aways.