

A Modern Dilemma: Matching Procurement Practice to Policy

[Free Webinar: 20 April 2021, 08.00 UK time – Register here](#)

The recent global Covid-19 pandemic has brought about new challenges for professionals from all disciplines. This has, of course, included considerable pressures on the health sector but has also highlighted a range of related challenges, including:

- The need to maintain essential services
- Continuity of supply for essential products
- Managing the supply chain, sometimes with the loss of established suppliers
- Procuring supplies at short notice
- Supplier cash flow demands
- Managing the tensions between urgent service delivery needs and traditional policies, especially when previously untried suppliers are used for sourcing at short notice.

Even without the unusual pressures of a pandemic, procurement professionals and service managers have to make sound purchasing decisions and have clear procurement and contract planning procedures. These are crucial not just for delivering effective services and achieving end outcomes, but are also key in terms of:

- The overall procurement process
- Legislative and regulatory compliance
- Demonstrating how effective procurement is essential for continuity of supply of goods and services
- Supporting organisational policies by, for example, procuring sustainable goods and services and tracking this through the supply chain.

For many policy makers and procurement professionals, the establishment and maintenance of an effective process for taking procurement decisions is an important piece in the management jigsaw. Successful procurement, as well as good supplier and supply chain management, are a powerful combination in delivering services to the public, in line with organisational objectives.

This webinar will examine all these issues. Our presenter will be David Wells. David leads PAI's regular ***Successful Procurement in the 21st Century*** professional development workshop, which is planned to take place in [Dubai \(7-11 June 2021\)](#) and in [London \(25 October–5 November 2021\)](#).

David is a procurement specialist and a member of The Chartered Institute of Purchasing and Supply (CIPS) and has a finance and procurement background with over 40 years' experience working in local government, over 30 years of which were in management roles. During this time, he was the Head of Finance in the Technical Services Department at Barking and Dagenham Borough Council in London with responsibility for managing an annual capital and revenue budget totalling around £50 millions including direct control of the department's procurement and contracting team. He later headed up a corporate team in the Chief Executive's Department, with overall responsibilities for the competitive tendering and contracting process across the authority, subsequently moving to the Finance Directorate and project-managed the installation of a replacement IT system for the Borough's financial, personnel and payroll functions. Latterly he became Assistant Director and oversaw the management of payroll, pensions, human resources, accounts, IT development, secretariat and departmental procurement, policy and administration.

More recently David has worked as a public sector adviser, supporting UK central and local government, focusing on financial and budget management, contracting and contract management, including work with the health sector. He has many years' experience of designing and delivering workshops and study programmes in the UK and overseas, covering a range of topics.

Give Us the Facts : Collecting and using data to improve public services

[Free Webinar: 29 April 2021, 13.30 UK time – Register here](#)

The world is richer in data than most people could ever imagine.

Of course, data in itself is not the end game. Gathering and analysing data can be an expensive business so we must maximise our use of the right data. There will be specific data for every organisation that will help to overcome problems, improve services, facilitate good decision-making. In turn, data become an important asset to design better policies and implement them more effectively – so it is important that we know how to use the right data in the right way.

This free webinar is not designed for data analysts or data specialists but for leaders and managers who need to understand how data can be used. We will look at four specific things to get the right results:

- Gathering the right data
- Analysis of the data to provide valuable management information
- Making better decisions
- Communicating the results clearly and effectively.

This webinar will be led by Rob Clark. Rob leads PAI's regular [Monitoring, Evaluation and Learning](#) workshop that will take place in London in August and December of this year.

Rob's main areas of specialisation are in Monitoring, Evaluation and Learning (MEL), Change Management, Project Management Consultancy, Programme Support Services and Training. This experience has been gained through involvement with public and private sector organisations at all levels. Rob was formerly Head of Project Services for Atkins, one of Europe's largest engineering and management consultancies, where he led a team of 30+ project management specialists.

Rob now operates as an independent consultant and has supported the development and delivery of M&E, Risk, Project and Change Management training for several organisations over several years, working extensively both in the UK and overseas. Recent assignments have been carried out on development and reform programmes in Ghana, Kurdistan, Zambia, Malawi and Dominica.

Over a number of years Rob has been engaged in many large multi-disciplinary change programmes within government; other appointments in the private sector have included Project and Programme Management consultancy on the new headquarters for Barclays Bank, a Data Centre for New York Stock Exchange and a major IT infrastructure programme for Travellex. One of Rob's major training programmes was for De Lage Landen, a global leasing organisation headquartered in the Netherlands. Rob provided all aspects of Project

Management and related training, world-wide across the companies' senior management levels. Additionally, Rob set up and ran formal coaching programmes for selected fast-track personnel.

Rob was appointed as a visiting lecturer at the City University, London and previously worked for the UK's National School of Government where he developed and delivered standard and bespoke courses. His major focus is now on Training and Coaching working as an independent and he is a Director of Studies working either directly with clients or major training organisations on several courses and consultancy assignments: