



## Day 1 Seminar

**Seminar theme: Innovation in sourcing – discovering new ideas that create value**

Times	Topic	Presenter
07h30 – 08h30	Registration	
08h30 – 08h45	Welcome & Opening	Andrew Hillman, CEO, <b>Bespoke Group Africa</b>
08h45 – 09h15	Keynote Address: Mindset shift – new perspectives, changing outcomes	Paul du Toit, Managing Director & Motivational Speaker, <b>Congruence SA</b>
09h15 – 10h15	Deploying digitisation, analytics and artificial intelligence in sourcing	Filipe Barreiros, Director: ME&A, <b>Simfoni Analytics</b>
10h15 – 10h30	Tea / Coffee	
10h30 – 11h30	Engaging stakeholders – fresh ideas, new thinking	Nobuhle Sibiya, Group Category Manager, <b>Oceana Group</b>
11h30 – 12h30	Creative agency relationships and the future of TV production in South Africa	Gordon Henry, Sourcing Manager (Africa) Advertising, Production & Sponsorship, <b>ABInBev</b>
12h30 – 13h30	Lunch	
13h30 – 14h30	Measuring creative performance – a new indicator	Annuska Botha, Category Management Lead, <b>South32</b>
14h30 – 15h30	Challenges with innovation in sourcing - the suppliers' perspective	Malcolm Farrell, Managing Director, <b>SCNet</b>
15h30 – 15h45	Tea / Coffee	
15h45 – 16h45	Supply market intelligence – tools & techniques	Thabiso Manama, Category Manager, <b>LafargeHolcim</b>
16h45 – 17h00	Wrap up & Close	Andrew Hillman, CEO, <b>Bespoke Group</b>



## Day 2 Workshop

**Workshop subject: Using Value Stream Mapping & Opportunity Analysis to enhance strategic sourcing**

Times	Topic	Facilitator
07h30 – 08h30	Registration	
08h30 – 08h45	Welcome & Expectations	<b>Andrew Hillman, CEO, Bespoke Group Africa</b>
08h45 – 09h15	Introduction to Opportunity Analysis (OA)	
09h15 – 10h30	OA Charter Case Study	
10h30 – 10h45	Tea / Coffee	
10h45 – 11h15	Guest speaker: Spend Analysis Software - a tool to categorise spend	<b>Filipe Barreiros, Director, Simfoni Analytics</b>
11h15 – 11h30	The value team concept: Applying waves to targeted strategic spend	<b>Dion de Gruchy, Associate Director, Bespoke Group Africa</b>
11h30 – 11h45	The value team process for strategic targeted commodities	
11h45– 12h30	Practical Exercise: "Planning your Value Team Strategic Procurement intervention" (break-out)	
12h30 – 13h30	Lunch	
13h30 – 14h00	Team Presentations: "Planning your Value Team Strategic Procurement intervention"	<b>Dion de Gruchy, Associate Director, Bespoke Group Africa</b>
14h00 – 14h15	Strategic sourcing and Supply Chain Management strategy - getting the balance right	
14h15 – 15h00	Practical Exercise: "Value Team for commodity - X" (break out)	
15h00 – 15h15	Tea / Coffee	
15h15 – 15h45	Team Presentations: " Value Team for commodity - X"	<b>Dion de Gruchy, Associate Director, Bespoke Group Africa</b>
15h45 – 16h00	Evaluation of Team presentations,	
16h00 – 16h30	Overview of take-away & case study pack for workshop participants	