



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, Bespoke Group Africa
08h45 – 09h15	Keynote Address: Mindset shift – new perspectives, changing outcomes	Paul du Toit, Managing Director & Motivational Speaker, Congruence SA
09h15 – 10h15	Supply market intelligence – tools & techniques	Thabiso Manama, Category Manager, LafargeHolcim
10h15 – 10h30	Tea / Coffee	
10h30 – 11h30	Engaging stakeholders – fresh ideas, new thinking	Nobuhle Sibiya, Group Category Manager, Oceana Group
11h30 – 12h30	Profiling the category – generating ideas from the onset	Gordon Henry, Sourcing Manager (Africa) Advertising, Production & Sponsorship, ABInBev
12h30 – 13h30	Lunch	
13h30 – 14h30	Measuring creative performance – a new indicator	Annuska Botha, Category Management Lead, South32
14h30 – 15h30	Challenges with innovation in sourcing - the suppliers' perspective	Hemrajh Buldeo, Sourcing Manager, Denel Aviation
15h30 – 15h45	Tea / Coffee	
15h45 – 16h45	Deploying digitisation, analytics and artificial intelligence in sourcing	Stefan Dent, Managing Director, Simfoni Analytics
16h45 – 17h00	Wrap up & Close	Andrew Hillman, CEO, Bespoke Group



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	Andrew Hillman, CEO, Bespoke Group Africa
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	Stefan Dent, Managing Director, Simfoni
11h15 – 11h30	The value team concept: Applying waves to targeted strategic spend	Dion de Gruchy, Associate Director, Bespoke Group Africa
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"	Dion de Gruchy, Associate Director, Bespoke Group Africa
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"	Dion de Gruchy, Associate Director, Bespoke Group Africa
15h45 – 16h00	Evaluation of Team presentations,	
16h00 – 16h30	Overview of take-away & case study pack for workshop participants	