



5th Annual
CONTRACT MANAGEMENT
SEMINAR + WORKSHOP 2015

www.contract-management.co.za

Bespoke

20 & 21 October 2015
 Protea Hotel Midrand
 Johannesburg, South Africa

Seminar - Day 1

Advancing contract management through performance

Times	Topic	Presenter
08h00 – 08h30	Registration	
08h30 – 08h45	Welcome and Opening	Andrew Hillman, Managing Director, Bespoke
08h45 – 09h15	Keynote Address: Advancing contract management through performance	Jason Smit, Director, Werksmans Attorneys
09h15 – 10h15	Leading practices in contract establishment & enablement	Deborah-Anne Strydom, Contract & Commercial Director, Huawei
10h15 – 10h30	Tea / Coffee	
10h30 – 11h30	Developing and managing contracts for effective performance	Masego Khutsoane, Group Sourcing Manager, SA Reserve Bank
11h30 – 12h30	Making your contracting process fit for purpose – RBPlat case study	Arthur Dikole, Supply Chain Executive, Royal Bofokeng Platinum
12h30 – 13h30	Lunch	
13h30 – 14h30	Achieving the right balance between contract risk & opportunity	Eddie Ueckermann, Regional Commercial Director, G4S
14h30 – 15h30	Effective relationship management throughout the contract life	Matt Burr-Dixon, Head of Contract Management, Ericsson
15h30 – 15h45	Tea / Coffee	
15h45 – 16h45	Contract management excellence - continuous improvement techniques	Panel of Experts, Specialists & Thought Leaders
16h45 – 17h00	Final Words and Close	Andrew Hillman, Managing Director, Bespoke



5th Annual
CONTRACT MANAGEMENT
SEMINAR + WORKSHOP 2015
www.contract-management.co.za

Bespoke

20 & 21 October 2015
 Protea Hotel Midrand
 Johannesburg, South Africa

Workshop - Day 2

Driving value through improved contract performance

Times	Topic	Facilitator
08h00 – 08h30	Registration	<p>Gideon Nieman Professor Emeritus University of Pretoria</p>
08h30 – 09h00	Introduction to contract management	
09h00 – 09h30	Contracts in the supply chain and in supplier relationships	
09h30 – 10h15	Adding value to the contract deliverables: SOWs, SLAs and/or Performance plans (part 1)	
10h15 – 10h30	Tea / Coffee	
10h30 – 11h00	Adding value to the contract deliverables: SOWs, SLAs and/or Performance plans (part 2)	
11h00 – 12h00	Purchasing portfolio as a tool for contracting strategy and relationships	
12h00 – 13h00	Lunch	
13h00 – 13h30	Managing contract disputes to ensure continuous supply	
13h45 – 15h15	Case study: Make sure what you want/need to buy	
15h15 – 15h45	Tea / Coffee	
15h45 – 16h15	Managing the contracting life cycle and process	
16h15 – 16h30	Wrap up & Close	