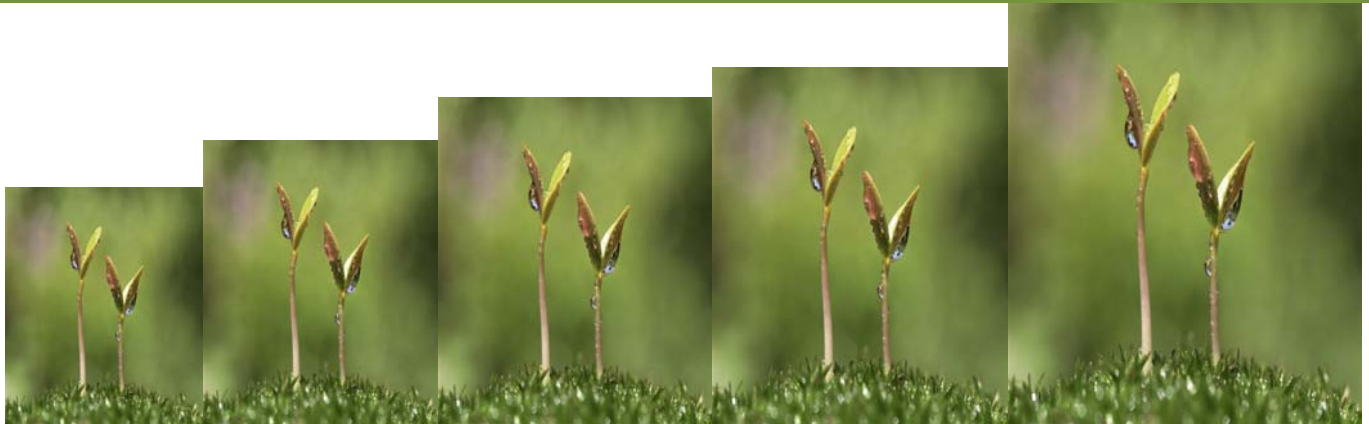


# THE FPP ANNUAL CONFERENCE 2010

## PROMOTING RECOVERY THROUGH PUBLIC PROCUREMENT

Thursday 25<sup>th</sup> February 2010

Westbury Hotel, Dublin 2



### CHAired BY DAVID McWILLIAMS

The Forum on Public Procurement, which represents many Irish public sector buyers and suppliers, proposes to open a debate on how small but significant changes in the public procurement process can assist in restoring economic confidence, generate economic activity and offer innovative solutions benefitting the procurement professionals, Irish suppliers and ultimately the taxpayer.

Public Procurement is worth in the region of €15 billion annually and supports some 250,000 jobs in Ireland, making it an integral and vital component of our society.

A host of Irish companies are now experiencing major difficulties in ensuring their survival and in accessing public contracts in the home market due to increased competition, diminishing markets - public and private - and ever changing goalposts.

Operators are facing stark choices as they strive to survive; the suppliers attempting to continue to offer quality services at competitive prices and still retain jobs; the buyers to achieve extraordinarily low costs and even better value for money.

The essential fact is that public procurement cannot remain aloof, isolated and unchanged by the circumstances impacting daily on the economy. Now is the opportune time to identify suitable strategies for successfully delivering contracts while providing the impetus to generate improved market activity and stabilize employment.

This one-day Conference, to be chaired by David McWilliams, will examine the potential opportunities that public procurement can offer in contributing to the stabilisation of Irish business and the creation of new jobs, while at the same time delivering vital public services of high quality.

### Panel of Experts

Darragh O'Brien, T.D., Deputy Chair of the Dáil Public Accounts Committee

Pat Delaney, Director, IBEC

Billy Noone, Department of Finance

Emmett Devlin, Procurement Officer, South Dublin County Council

Tony Redmond, Procurement Manager, Railway Procurement Agency





Forum On Public Procurement in Ireland

## PROMOTING RECOVERY THROUGH PUBLIC PROCUREMENT

09:00	<b>REGISTRATION AND COFFEE</b>
09:50	<i>Chairman's Welcome and Official Opening</i> <b>David McWilliams</b>
10:00	<i>Keynote Address: Stimulating the Irish Economy</i> <b>Enda Kenny, T.D., Leader of Fine Gael</b>
10:20	<i>Macro policy and expenditure control</i> <b>Colm McCarthy, Lecturer in Economics, UCD</b>
10:40	<i>Common challenges in European public procurement</i> <b>Niall Bohan, Head of Unit, Public Procurement European Commission Brussels</b>
11:00	<i>Using procurement to generate business opportunities</i> <b>Dr. Peter Brennan, President of Dublin Chamber of Commerce/ Director, Bid Management Services</b>
11:20	<b>Coffee/Networking</b>
11:40	<i>UK initiatives delivering success</i> <b>Sally Collier, OGC's Executive Director of Policy and Capability</b>
12.10	<i>Implementing procurement reform</i> <b>Vincent Campbell, Director, NPPOU, Office of Public Works</b>
12.40	<b>Q &amp; A Session</b>
13:00	<b>LUNCH</b>
14:00	<i>Should Ireland have a Procurement Ombudsman?</i> <b>Speakers: Cecil Ryan, Regional Managing Director Europe - OCS Tony Redmond, Procurement Manager, RPA</b>
14:40	<i>Developing suppliers internationally to supply locally</i> <b>Stephen Hughes, Enterprise Ireland</b>
15:00	<i>Essential ingredients for a dynamic procurement market</i> <b>Lionel McCarthy, CEO, Forum on Public Procurement</b>
15:20	<b>Coffee/Networking</b>
15:40	<b>Expert Panel – Questions and Answers Session</b>
16:40	<b>Chairman's Summary</b>
17:00	<b>Close of Conference</b>
	<b>THE ORGANISERS RESERVE THE RIGHT TO CHANGE THE PROGRAMME WITHOUT NOTICE</b>



## ANNUAL CONFERENCE - BOOKING FORM

### Delegate Details

**1<sup>st</sup> Delegate** \_\_\_\_\_ **Email** \_\_\_\_\_  
**Job title** \_\_\_\_\_ **Tel no.** \_\_\_\_\_  
**2<sup>nd</sup> Delegate** \_\_\_\_\_ **Email** \_\_\_\_\_  
**Job title** \_\_\_\_\_ **Tel no.** \_\_\_\_\_  
**Company name** \_\_\_\_\_  
**Address** \_\_\_\_\_  
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### Payment Details – please note Conference fees are payable in advance

**Fees are inclusive of Conference documentation and lunch**

**FPP members** €295 + VAT @ 21% - €356.95

**Non-FPP members** €375 + VAT @ 21% - €453.75

**NOTE:** 10% reduction will apply for 2<sup>nd</sup> and each subsequent attendee.

Cheque enclosed €\_\_\_\_\_ Payable to Forum on Public Procurement in Ireland  
 Please invoice against PO: \_\_\_\_\_  
 Please charge my credit card:  
 MasterCard  Visa CCV   
 Expiry Date

**Cardholder's name** \_\_\_\_\_

**Address** \_\_\_\_\_  
\_\_\_\_\_

### WHAT IS THE FORUM ON PUBLIC PROCUREMENT?

FPP, a not-for-profit organisation, is the representative body for organisations and individuals concerned with purchasing and supply chain management within the Public Sector in Ireland. It's Membership and Board comprises public sector buyers and suppliers selling into the Irish market. FPP's principal objective is to improve the quality and effectiveness of the public procurement market for the benefit of all participants.

### Contact

**BREDA BYRNE**

**Forum on Public Procurement in Ireland**

1 Harmsworth, Greenmount Office Park, Harolds Cross, Dublin 6W, Ireland

**Phone:** 01-4020810

**Fax:** 01-4020811

**Email:** info@fpp.ie

**Cancellations** - All cancellations must be received in writing. 50% of the conference fee is payable where delegates cancel more than 14 days prior to the conference. Cancellations received within 14 days will be liable for the full fee. Substitutions may be made at any time prior to the event.



## CHAired BY DAVID McWILLIAMS



**Enda Kenny, T.D.**, Leader of Fine Gael – member of Dáil Eireann since 1975. President of the EU Council of trade Ministers, 1996. Member of the Advisory Council of the European Movement – Ireland. Leader of Fine Gael since June 2002 and Vice-President of the European People’s Party since March 2006 and re-elected in November 2009.



**Colm McCarthy** is a graduate in Economics of University College Dublin and of the University of Essex. He has worked at the Economic and Social Research Institute, the Central Bank of Ireland, and with the economic consulting firm DKM. Since 2005, he has been lecturing in Economics at UCD.



**Dr. Peter Brennan**, Chairman, Dublin Chambers/Director, Bid Management Services. He has a unique mix of public and private sector experience at both national and international level over a 40 year period. He is a recognised expert in public capital projects and policy development, and has a solid track record in securing public and EU funding for projects. Peter is President of Dublin Chamber of Commerce and is Chair of its Infrastructure and Transport Committee.



**Niall Bohan** studied economics in Trinity College Dublin and College of Europe, Bruges. He then worked as a teaching assistant in the College of Europe and researcher in the Centre for European Policy Studies. Since May 2009, he leads the DG MARKT team working on the economic evaluation of EU procurement policy and e-procurement.



**Sally Collier** is OGC’s Executive Director of Policy and Capability and member of the OGC Board. Her current portfolio includes leading a programme of Procurement Capability Reviews (PCRs) in central government to assess and benchmark capability and effectiveness: covering the spectrum of procurement activity from commodity procurement to complex projects.



**Vincent Campbell**, Director, NPPOU, OPW since March 2009. He spent the previous 8 years as Director of Corporate Services in OPW with responsibility for HR and Finance and for some 20 different strategic areas providing support to the other business units throughout OPW. He has an MBS in Strategic Management from TCD and he is completing an MBS in Strategic Procurement in DCU.



**Stephen Hughes** – Manager, International Public Procurement, Enterprise Ireland. Following 13 years overseas with Enterprise Ireland, where for the final 3 years as Director Northern Europe, Stephen returned to Ireland in August 2009 to lead on the establishment of International Public Procurement Team.



**Lionel McCarthy** – CEO, Forum on Public Procurement in Ireland  
Lionel has over 25 years experience in procurement having worked as a senior buyer and more recently as a consultant in the field. He is regular contributor at procurement events passionately promoting the practical application of the law.

## WHO SHOULD ATTEND?

This event is aimed at the public sector and the supply market including but not limited to the following:

Chief Executive Officers  
Marketing Managers  
Sales Managers

Purchasing Managers  
Specialist Buyers  
Specifiers

Senior Public Officials  
Teams responsible for Tender Responses  
Account Managers