

BRIDGING THE GAP BETWEEN SOCIAL ENTERPRISE & BUYER DEMAND
SOCIAL ENTERPRISE CONFERENCE 2018 PROGRAM (7 AUGUST)
Day 1: Tuesday 14 August 2018 - Abbotsford, Melbourne

8:00am	REGISTRATION
9:00am	MC WELCOME <ul style="list-style-type: none">• Brett De Hoedt, MC - Hootville Communications
9:15am	CASE STUDIES: Winning Work - What Does Best Practice Look Like? Following the narrative of case studies which investigate the complexities of buyer and supplier relationships, this session will exhibit social procurement in action. <ul style="list-style-type: none">• Greg Rafferty, Social Procurement & Inclusions Manager - John Holland Group• Dan Tinnetti, Procurement and Contracts Manager - McConnell Dowell• Tom Treffry, Senior Workplace Sustainability Manager - AMP• Sam Sondhi, Chief Executive Officer - Outlook• Julia Cambage, Chief Executive Officer - TRY Australia• Paul Brown, General Manager - Jigsaw• Gordon Griff, General Manager National Accounts - Bedford Group• Michael Haynes, Senior Group Procurement Category Manager - Coca-Cola Amatil Limited• Victor Nguyen, Procurement Manager - Boral Australia
10:30am	MORNING TEA
11:00am	KEYNOTE: Setting the Agenda - The Victorian Government's Business Case for Social Enterprise <ul style="list-style-type: none">• The Hon. Ben Carroll MP, Minister for Industry and Employment - Victorian Government
11:30am	PANEL DISCUSSION: Social Procurement Leadership & Implementation <ul style="list-style-type: none">• Janelle Hopkins, Group Chief Financial Officer - Australia Post• The Hon Robin Scott, MP Minister for Finance and Minister for Multicultural Affairs - Victorian Government
12:30pm	LUNCH

<p>1:30pm</p>	<p>BUYERS:</p> <p>WORKSHOP</p> <p>COLLECTIVE APPROACHES: IMPROVING SOCIAL ENTERPRISE PROCUREMENT</p> <p>This workshop session has been designed to work through some of the challenges facing social enterprise procurement (with the support of content experts).</p> <p>Working on some of the biggest pain points for Buyer Members and drawing on experts and the collective knowledge of the room, attendees will walk out of the room with a greater understanding of how to grow social enterprise procurement in their organisation.</p> <p>The 2 key challenges that will get equal attention in this session are:</p> <ul style="list-style-type: none"> ➤ Positioning social procurement so that it has senior buy-in within your organisation ➤ Responding to the supply gap: creative approaches to building social enterprises into your supply chain <ul style="list-style-type: none"> • Jeff Darlington, Managing Director – Sano Health • Heath Nelson, Community Development Manager – Fortescue Metals Group • Mark Daniels, Executive Director – Social Traders • Brett De Hoedt, MC – Hootsville Communications 	<p>SUPPLIERS: Select a session</p> <p>WORKSHOP</p> <p>Part 1: NAVIGATING THE MAZE OF SOCIAL PROCUREMENT SYSTEMS</p> <p>Social procurement is seen as the untapped opportunity for generating impact for Australian social enterprises – but that doesn't mean it's simple. This session looks at the various procurement systems that are currently in place, what they offer, and crucially, how you can get on them and make the most of them to stand out from the crowd.</p> <ul style="list-style-type: none"> • Rebecca Green, Engagement Manager, Social Enterprise Suppliers – Social Traders • Chris Roe, Account Management and Social Enablement – Vendor Panel <hr/> <p>Part 2: UNPACKING INFRASTRUCTURE OPPORTUNITIES ON THE EASTERN SEABOARD</p> <p>Australia's infrastructure pipeline presents some of the largest social procurement opportunities. This session will cover big picture demand intelligence, as well as detail on the lifecycle of a typical project, including how projects are phased, typical timing, opportunities for social enterprises and supply gaps.</p> <ul style="list-style-type: none"> • Olivia Cozzolino, Principal, Growth Services – Social Traders • Damien Byrnes, Industry Capability & Inclusion Manager – LXRA/Southern Program Alliance 	<p>WORKSHOP</p> <p>Part 1: COLLABORATING WITH OTHERS</p> <p>Many buyers are looking for social enterprise suppliers that can deliver a large depth and breadth of services. This session explores the innovative ways that social enterprises are collaborating to respond to opportunities they otherwise couldn't do alone.</p> <ul style="list-style-type: none"> • Lisa Boothby, Executive Director, Supplier Services – Social Traders • Julie McKay, Founder and Managing Director – Enable IT Recycling & In the Click • Tony Sharp, Founder – Substation33 & Inaugural Chair – Independent Social Enterprise Network Logan • Tim Potter, Executive- Brand & Allied Services – WISE Employment • Keith Rovers, Partner – MinterEllison <hr/> <p>Part 2: GROWING YOUR SOCIAL ENTERPRISE IN RESPONSE TO MARKET OPPORTUNITIES</p> <p>Social procurement presents a great opportunity for social enterprises to grow. It can be challenging to identify which growth opportunities are right for your enterprise.</p> <p>In this session you will hear firsthand how one enterprise has navigated their own growth journey. There will also be some workshoping time to reflect on and discuss your own experiences.</p> <ul style="list-style-type: none"> • Kate Saporta, Principal, Growth Services – Social Traders • Kristian Dauncey, Chief Executive Officer – Knoxbrooke
<p>3.00pm</p>	<p>AFTERNOON TEA</p>		

3.30pm	NETWORKING: Bridging the Gap A networking event that encourages interaction between buyers and segmented suppliers. This session involves rotation of buyers and suppliers and encourages exchange of information, knowledge and best practice.
4.45pm	MC WRAP-UP <ul style="list-style-type: none">• Brett De Hoedt, MC – Hootville Communications
5.00pm	CLOSING & SUMMARY <ul style="list-style-type: none">• David Brookes, Managing Director – Social Traders
5.15pm	SOCIAL ENTERPRISE AWARDS Recognising and Celebrating Best Practice <ul style="list-style-type: none">• Patricia Toohey, Board Director – Social Traders
7.30pm	END

