

**Wednesday 19th October – Speaker Schedule Day One\***

\*Subject to change

Time	Main Stage: Executive Suite	Canary 1 & 2	Sky 5 & 6	Sky 1 & 2
08:00 onwards	Delegate Registration			
08:30 – 09:00		<b>First Timers Welcome</b> Amanda Nuttall, COO		
09:00 – 09:10	<b>Introduction &amp; Welcome</b> Richard Bannon, CEO			
09:10 – 09:30	Pete Morris, Conference MC			
09:30 – 10:30	Keynote Speaker <b><u>Nadine B. Hack</u></b>			
10:30 – 11:00	Networking & Refreshments in Exhibitor Hall			
11:00 – 12:45	<b><u>Shaping the Future of the Procurement Process</u></b> Panel Forum			
12:45 – 14:00	Lunch in Steak, Bake & Grill Restaurant			
14:00 – 15:00	<b><u>Engaging with Empathy</u></b> <i>Sarah Hinchliffe</i>	<b><u>Lost on the Asteroid: Life-Critical Self-Assessment</u></b> <i>Mike Belch &amp; Sarah Rowen</i>	<b><u>Playing the Evaluation Game</u></b> <i>Graeme Robson &amp; Peter Marshall</i>	<b><u>How Not to Lose - After You've Won</u></b> <i>Ian Anstey</i>
15:00 – 15:30	Networking & Refreshments in Exhibitor Hall			
15:30 – 16:30	<b><u>"So What?" - Crafting &amp; Conveying Value</u></b> <i>Jon Williams &amp; Graham Ablett</i>	<b><u>Millennial Bidders</u></b> <i>David Wall</i>	<b><u>Supercharge Your Pitch With Video</u></b> <i>Kevin Aires</i>	<b><u>Freedom of Information Act - Pure Gold for Bidders</u></b> <i>John Ashton</i>
16:30 – 16:45	Comfort Break			
16:40 – 17:10	<b>APMP Association Update</b> APMP Int. CEO: Nic Adams & Executive Director: Rick Harris			
17:10 – 17:15	Wrap up and close			
19:00 – 19:30	Pre dinner drinks in Wokefield Mansion House			
19:30 – 24:00	Black Tie Award Dinner in Wokefield Mansion House			