

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		First Timers Welcome Amanda Nuttall, COO		
09:00 – 09:10	Introduction & Welcome Richard Bannon, CEO			
09:10 – 09:30	Pete Morris, Conference MC			
09:30 – 10:30	Keynote Speaker <u>Nadine B. Hack</u>			
10:30 – 11:00	Networking & Refreshments in Exhibitor Hall			
11:00 – 12:45	Shaping the Future of the Procurement Process Panel Forum			
12:45 – 14:00	Lunch in Steak, Bake & Grill Restaurant			
14:00 – 15:00	<u>Adapt, Assert and Achieve</u> <i>Greg Bowie</i>	<u>Lost on the Asteroid: Life-Critical Self-Assessment</u> <i>Mike Belch & Sarah Rowen</i>	<u>Content Categories for Higher Scores</u> <i>Bill Foster</i>	<u>How Not to Lose - After You've Won</u> <i>Ian Anstey</i>
15:00 – 15:30	Networking & Refreshments in Exhibitor Hall			
15:30 – 16:30	<u>"So What?" - Crafting & Conveying Value</u> <i>Jon Williams & Graham Ablett</i>	<u>Millennial Bidders</u> <i>David Wall</i>	<u>Supercharge Your Pitch With Video</u> <i>Kevin Aires</i>	<u>Accessing Vital Competitor Intelligence</u> <i>John Ashton</i>
16:30 – 16:45	Comfort Break			
16:40 – 17:10	APMP Association Update 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			