

2012



A.H.S.P.O.  
24<sup>th</sup> Conference  
Torquay



PURCHASING  
GOALS  
ACHIEVED

peppers the sands | torquay

Wednesday 17<sup>th</sup> - Friday 19<sup>th</sup> October

Are you being challenged?

Have you set goals?

Seeking education?

Potential reached?

Opportunity to progress?

To gather the best information available  
then this is the conference you  
need to attend...

## 2012 Conference.....

The annual conference is the centre point of AHSPO's activities this year offering a refreshed and personally challenging program. *Focusing* on your goals this comprehensive program is developed to give you effective tools to assist in purchasing goals for today and the future.

The *conference offers* ongoing professional development provided by session presentations, program initiatives & keynote speakers who will enlighten you with their experiences and vision enabling you to take from them the most effective strategies to achieving your goals.

The *conference will gather* procurement staff from public & private health services across many states, metropolitan and regional areas. *Offers the opportunity* to meet with your peers, enables you to renew, establish relationships with your industry peers & other delegates who face the same problems as you in a knowledge sharing environment.

With the wide range of experiences from the variety of speakers, open discussion and experiences of your peers, this *conference will cover* strategies & challenge you to apply them to achieving your purchasing goals.

The committee wish to extend an invitation to members and non-members to attend the 2012 24<sup>th</sup> Annual Conference.

## A.H.S.P.O Inc.....

The Association of Hospital Supply & Purchasing Officers Inc. was established in 1956 with the aim to support, educate, promote, debate on supply issues effecting supply personal within the Healthcare systems. To achieve a high standard of ethics in the conduct of business.

## Facilitator.....

### Scott Mackay.....

Scott Director, Senior Facilitator and Team Program Specialist with the vibrant team of Mischief, Motivation and Attitude. Scott has a diverse background including management in the telecommunications and modelling industries, roles in Recruiting, Banking and Finance. With a passion for High Performing Teams, Scott offers an insightful approach and gives a practical step-by-step guide on how to build and maintain a successful team. In addition to his excellent interpersonal and communications skills, Scott has an exuberant supply of energy and enthusiasm, his "Lust for Life" is infectious and surges through his presentations.

## Keynote Speakers.....

### Alisa Camplin .....

Australia's first female Winter Olympic Gold Medallist. Alisa famously landed a spectacular triple twisting double somersault in the 2002 Freestyle Aerial Skiing at the Winter Olympics. Alisa was introduced to the sport of freestyle aerial skiing in 1994, testament of her strength of character and sheer determination, within 6 years Alisa not only mastered the art of skiing she was standing on World Cup podiums. In 2002 the journey was rewarded - Gold Medallist.

## *Trevor Young.....*

A PR warrior on the frontlines of the communications revolution. A former journalist turned marketing communications specialist and PR entrepreneur. Today Trevor helps companies and organisations of all sizes make sense of the social web. Rather than get bogged down in technical jargon, Trevor strips away the hype surrounding social media and presents a realistic picture of the opportunities (and challenges) facing us all today. Armed with up-to-the minute best practice case studies from Australia and overseas, Trevor will demonstrate how you too can deepen the intensity of connection with the people who matter most to your business, cause or issue.

## *Derek Percival.....*

Its Never Not Now. The past was never anything other than NOW and the future will never be anything other than NOW. Are your current choices taking you closer to or further away from the place where you know you should be? Are you willing to challenge your current self imposed limitations to achieve the outcomes you desire? The understanding of the self brings wisdom and right choice, so how well do you know yourself? "The value of the challenge outweighs the sacrifice"

## *Venue.....*

Peppers The Sands 2 Sands Boulevard Torquay. Just over 1hr drive from Melbourne via Geelong. The Sands is set amongst the natural beauty of the stunning surf coast with serene golden sand bays & rugged rocky cliff outcrops and is within close proximity to the great ocean road. The Clubhouse and Hotel, including each studio & suite, feature individual, original work of indigenous art. Abstract aboriginal designs derived from ancient motifs and concepts blend into

the dramatic eye-catching canvasses, representing ancient stories and cultural icons blending into the natural environment and bringing with it a sense of soul.

## *Dress Code.....*

Dress code for the conference is:-

**Wednesday Exhibition, Cocktail Happy Hour & Network Session** - neat casual with comfortable walking shoes.

**All Conference Sessions** - neat casual

**Thursday Conference Dinner & Pre-dinner**

**Wine & Cheese Tasting** - Dress theme is

**"The 60s Surf & Turf"**

## *Conference Registration...*

Attendance Registration is to be completed on the registration section of the program. It is imperative that you forward either by post or email a copy to Ron Hiller (refer registration for details).

## *Accommodation.....*

Accommodation is included as part of the Full Conference attendance registration. Accommodation will be on site at Peppers The Sands in Torquay. Each person who has registered to attend the conference this year *are required* to complete the accommodation section located at end of program and fax directly to Pepper The Sands. **Failure to do so may result in room not being held.** **Extra night**, the venue has offered AHSPo's delegates the same conference rate. If you wish to stay an extra night. The accommodation form includes a section you can ✓. You will need to include your credit card number to secure this night.

## *Program Amendments.....*

All care has been taken in the development of this program to ensure that the contents are applicable and correct at the time of sending out; however they are subject to change without notice if circumstances require.

# AHSPo 24<sup>th</sup> Conference

Proudly sponsored by

Scott Mackay  
Becton Dickinson

Cocktail Happy Hour  
Covidien

Alisa Camplin  
Convatec Australia P/L

Trevor Young  
Konica Minolta

Network & BBQ  
Austmel Pty Ltd

Morning Tea  
Defries Industries  
Terumo

Lunch  
Print Media Group  
Livingstone International P/L

Afternoon Tea  
Cello Paper

Bronze  
Johnson & Johnson  
LiftCare Beds  
Clifford Hallam healthcare  
Unique Care  
BOC Limited  
Pharmatex Australia  
Hendricks Instruments Services  
3M Medical  
Multigate Medical Products  
CareFusion  
Corporate Express Australia P/L  
Smith & Nephew Healthcare  
Air Liquide  
ITL Healthcare  
Sutherland Medical  
Medline  
Fresenius Kabi Australia  
Orthotic Technical Services P/L  
Ansell International

## PM

**1:00 – 3:00**

Hospital Purchasing Victoria ...Opportunity to start the afternoon with Regional & Metro Forum.  
All delegates welcome to attend

Conference  
Centre

## Open Exhibition

**3:00-5:00**

### Registration & Exhibition Opens

44 Exhibitors will be displaying their products and services. In order to support sponsors and exhibitors the display will be open to local & surrounding districts healthcare professionals. Refreshments will be available during exhibition

The Sands  
Exhibition Hall

## Happy Hour

**5:30- 6:30**

**Cocktails in Trade Exhibition Area  
Sponsored by Covidien**

Conference Centre  
Exhibition Hall

## Network Session

**6:30-9:00**

### Team building Network Session & BBQ Sponsored by Austmel Pty Ltd

Team building session is to be facilitated by the Mischief, Motivation, and Attitude Team (MMA). Be challenged in an interactive TEAM building activity that will allow you to get a learn of the land, smell the roses and take in the beautiful beach air while enjoying the company of others. The activity will highlight the importance of communication, leadership, overcoming obstacles, teamwork, delegating responsibilities and not taking yourself too seriously.. Dress code for the evening is casual with comfortable **walking shoes** with an attitude for **FUN**.

The Sands Resort



# Day 2 – Thursday 18th



**6.00- 6.30** **Optional .....** The beach, the golf course, an opportunity to start the day with a leisurely walk around the surrounds of The Sands Resort, a great way to begin the day and met other delegates in a thoroughly relaxed environment – Scott Mackay

**6:30-8:00** Breakfast

The Sands Resort

## AM Session

**8:00** **Registration & Exhibition Opens**

Conference Centre

**8:30** **Conference Welcome** – Glenda Prewett AHSP President

Conference Centre

**8:35** **Conference Opening** – Sue McCallum AHSP Life Member

Conference Centre

**8:45** **Front Side.. Chart the Course** - Setting out Goals, Expectations & Strategies for the conference – Scott Mackay

Conference Centre

**9:00** **Impact ... The Tee Off – Alisa Camplin**  
**Sponsored by Convatec (Australia) Pty Ltd**

Conference Centre

Setting and achieving goals, uncovering the determination of the individual. Accepting the importance of needing, building and motivating a team. Accepting accountability in defining limits, managing speed bumps, jumping hurdles and overcoming adversity. Creating physical, mental & emotional resilience. Knowing yourself so you can grow, improve and respect yourself. Living a life without regret – skills tips & tools you can use in your own life, team and workforce. The process of setting goals helps your choose where you want to go in life. By knowing precisely what you want to achieve, you know where you have to concentrate your efforts. You'll also quickly spot the distractions that can, so easily, lead you astray. The aim is to have a set of goals that you can hold yourself accountable to.

**10:00** **Morning Tea**  
**Sponsored by Defries Industries**

Exhibition Hall

**10:30** **Blast... Purchasing Goals Achieved** – Scott Mackay

Conference Centre

Time to roll the sleeves up – Let's have less talk more action. Leveraging off the wonderful words of Alisa we will spend the time to actually set some personal & professional goals. It's time to think about what you want from life. Goal setting is a powerful process for thinking about your ideal future, and for motivating yourself to turn your vision of this future into reality.

**11:15** **The Angle Approach....** Panel Presentation

Conference Centre

It's happening health supply chains are meeting up with e-health. Mark Brommeyer Manager Supply Chain NeHTA ,Tania Snioch Industry Manager GS1 & Dennis O'Keefe Group Manager Procurement Uniting Care NSW will present on E-procurement solution & Data Synchronisation implementation, global standards with a national approach for provision of healthcare product data and business-to-business (B2B) electronic trading across Australian Healthcare organisation. The foundations have been built for number of years so that Purchasing Goals can be achieved more efficiently and more effectively, with increased transactional accuracy and reduced order errors, helping the right product being available for the right patient at the right time in the right place at the right price.

**12:00** **Lunch**  
**Sponsored by Print Media Group**

Exhibition Hall

## PM Session

- |             |  |                      |
|-------------|--|----------------------|
| <b>1:00</b> | <b>Birdies, Bogies &amp; Albatross's, Making Sense of Social Media! - Trevor Young</b><br><b>Sponsored by Konica Minolta</b><br>Our Industry has changed, the playing field has levelled. Understanding the new media landscape is one thing, but how do you navigate it? The hits and myths of social media...what works, what does not & why? Understand the nuances of the media landscape –why rushing it is the worst thing you can do...Learn about the real-time challenges of the social web.....  | Conference<br>Centre |
| <b>2:00</b> | <b>Course Rating The PGA Challenge</b> – Panel presentation.<br>Sometimes we set ourselves goals and new challenges that give us untold rewards? Is it always business as usual when we change roles, Neville Daffy Supply Manager Barwon Health – Health Service to HPV. Nigel Alsop Director Procurement HPV – HPV to Health Service Steve McBride Procurement Operations Manager Alfred Health – Pte Industry to Health Service will enlighten us on the journey that they have taken, the challenges they encountered and the outcomes they achieved. In addition we will hear about Barwon Health procurement review, was there any surprises or did they find what they thought may have been happening, the review process, stakeholders challenged & outcomes. | Conference<br>Centre |
| <b>3:00</b> | <b>Afternoon Tea- Sponsored by Cello Paper</b>   | Exhibition Hall      |
| <b>3:30</b> | <b>Greenkeeper-Product Stewardship (PS)</b> – Elizabeth Kasell Director Red Group<br>Product stewardship is a shared responsibility for the environmental impacts of a product throughout its full life cycle including design, manufacturing, handling, purchase, use and discard. Everyone is working hard to reduce their environmental impacts. What is there to learn about product stewardship? Is there a legalisation framework? What is the status and how has it been implemented to date? What role can it play in shaping a better environment future? Is there a cost impact? Is there a common ground around the product stewardship approach and the ideas of “shared responsibility”? All of these questions will be addressed throughout presentation | Conference<br>Centre |
| <b>4:15</b> | <b>Annual General Meeting</b>  | Conference<br>Centre |
| <b>4:45</b> | <b>Out ....Summary&amp; Wrap up</b> - Scott Mckay<br>We have now finished the front nine; Scott will tie the day together, highlight the key points and take away's from the day.  | Conference<br>Centre |
| <b>5:00</b> | Close  |                      |

### Pre Dinner & Conference Dinner

Venue – The Sands Resort

Dress & Dinner Theme – The 60's Surf & Turf

\$5 entry fee charged

- |                     |   |
|---------------------|---|
| <b>6:30 – 7:30</b>  | <b>Pre- dinner Wine Tasting</b><br>Show casing Geelong regions wines..... Hosted by Whitehill Wine Co |
| <b>7:30 – 12:30</b> | <b>Conference Dinner</b>  |

# Day 3 – Friday 19th



**6:00- 6:30 Recovery Session Optional - Scott Mackay**  
Another chance to participate in a leisurely stroll along the beach to energise you before the conference sessions begin for the day

**6:30– 8:30 Breakfast**

The Sands Resort

## AM Session

**8:30 Exhibition Opens**

Exhibition Hall

**9:00 IN - The Go Zone, 'The Next Level'** – Scott Mackay will visit the Key Principles of the Go, Slow & No Zones from last year, we will also extend the link with the Goal Setting and the key day to day outcomes and behaviours. Focus on managing relationships with suppliers, Colleagues & Key Stake Holders with the Hospital. Resilience – Understand and use the techniques to maximise efficiency while building team and personal reliance. We will look at the goals from last year's conference; did we achieve what we set out to do?

Conference Centre

**10:00 Morning tea - Sponsored by Terumo**

Exhibition Hall

**10:30 The Home Green - It's Never Not Now - Derek Percival**  
The past was never anything other than now and the future will never be anything other than now....ITS NEVER NOT NOW. It's easy to be very good at average. This presentation invites you to explore and reflect on your self-imposed limitations to determine if your current choices are taking you to the place you know you should be? The question is...are you willing to challenge yourself imposed limitations to achieve the outcomes you desire. Value out weights the sacrifice.

Conference Centre

**12:00 The Card- Scott Mackay** weaves it all together so delegates can leave with all the information and skills that will assist in putting together their own "Purchasing Goals Achieved" in both personal and professional lives. There will be an opportunity for delegates to make a commitment to one another and themselves to achieve these goals

Conference Centre

**12:30 Conference Close** – Glenda Prewett AHSP President

Conference Centre

**1:00 Lunch**  
Sponsored by **Livingstone International P/L**

Packed lunch will be supplied to all delegates, your choice to eat at the venue or take & eat as you travel....

**2:00 Optional Social afternoon of Golf**  
Teeing Off with the Industry Liaison Group  
Green Fee will apply to this event

The Sands Golf Course