

Day 1 - 08 November

09:05 – 09:40



Event Open and Welcome Address

Stephen Line, Chief Operating Officer, Proactis

Ilija Ugrinic, UK Commercial Solutions Director, Proactis

James Lavery, Vice President of Marketing (EMEA), MRI Software

In our opening session, Stephen and Ilija will welcome you to Proactis ReThink and kick-off the 2-day event by:

- Reflecting on the Finance and Procurement landscape over the last 12 months.
- Discussing Proactis' key achievements during that time.
- Looking forward to our main focus areas and plans for the coming year.

Stephen and Ilija will also be joined by James Lavery who will introduce MRI Software and explain how our strategic partnership enables organisations to control 100% of their spend in the real estate sector.

Networking Break

09:45 – 10:45



Building Successful Businesses

Baroness Karren Brady, CBE

Baroness Brady of Knightsbridge CBE is one of the most influential, high profile and respected female business leaders in the UK. Voted Business Woman of the Year, Ultimate Entrepreneur and rated among the 50 most inspirational people in the world, she is passionate about business and the promotion of women in business in the UK. Baroness Brady is Vice-Chair of West Ham United Football Club.

One of the most sought-after keynote speakers in the world, Baroness Brady has travelled the globe inspiring and motivating audiences.

In her session, Baroness Brady will share her personal knock-backs, triumphs and personal rules for success, whilst also exploring in more detail:

- How to get entrepreneurial spirit.
- How to build a world class culture and team.
- The top ten key ingredients you need to be a success in business.

Networking Break

10:55 – 11:55



Procurement's Future: As We Move Towards 2030 and Beyond

Dave Jones MCIPS, Founder, Proctopus

Procurement as a function sits at the heart of organisations and can have a huge impact on its success. And we are truly in an era where the expectation and opportunity for the modern-day procurement function continues to shift dramatically, and where procurement as a profession is constantly being elevated.

In his session, Dave Jones MCIPS, will discuss the key trends he sees in procurement, what the future of procurement will look like as we move towards 2030, and what can be done to prepare. Join him to:

- Understand the key megatrends impacting procurement now and, in the future and the opportunities they open (e.g., supply chain risk, ESG, digitisation, automation, etc.).
- Explore what leading procurement functions are doing to help future proof their organisations.
- Discuss the driving need to move from a tactical buying role to a strategic role that drives value across the whole organisation.
- Learn about the critical leadership attributes and skills procurement should develop.
- Gain advice about how to prepare yourself and your procurement teams for an increasingly unpredictable future.

Lunch Break

12:30 – 13:15



Realigning Spend Management to Strategic Needs: The Power of a Strong Customer, Technology Vendor Partnership

Andrew Duckworth, Head of Procurement, Bright Horizons
David McCormick, Account Manager, Proactis

Bright Horizons – the UK's leading childcare provider joined Proactis as a customer in 2018 and underwent a digital finance transformation, implementing Proactis Purchase-to-Pay, AP Automation and Marketplace to drive total visibility of end-to-end procurement and spend across the business.

In 2021, Andrew Duckworth joined the business with an end goal of developing a best practice procurement team to suit a larger scale business, aligned to the strategic needs of the business. He engaged with the Proactis team to help him in his pursuit to reengineer business processes, using Proactis technology as an enabler.

Join Andrew and Bright Horizons' Account Manager, David McCormick, as they share the journey that is underway:

- The discovery process that was undertaken to reverse engineer elements of the original implementation by using the latest Proactis implementation solution methodology with the new customer strategic goals in mind.
- The use of Proactis Customer Value Realisation initiatives including solution use/consumption, training, workshops, and a post-implementation roadmap to deliver the outcomes from the process.

Networking Break

13:20 – 14:00



Proactis Customer Value Realisation

Nicola Jones, IC Technical Consultant and Project Manager, Proactis
Paul Harding, Customer Success Director, Proactis

We see technology as a fundamental building block for finance and procurement excellence. And, we recognise that our customers deploy software to deliver tangible ROI, but it takes planning, collaboration, expertise and adoption to maximise the value from their solutions.

In their session, Paul and Nicola will explore our Customer Value Realisation Commitment – the embodiment of our pledge to help our customers realise the full value of their Proactis investment.

Networking Break

14:05 – 14:35



Utilising Procure-to-Pay and AP Automation to Deliver Shared Service Business Benefits

Rob Topping, Head of JCS Shared Finance Centre, The Jockey Club Services

Utilising Proactis Procure-to-Pay and Accounts Payable Automation, The Jockey Club Services centrally manages the financial infrastructure for several businesses including 15 racecourses, The National Stud, Jockey Club Estates, Table Tennis England, England Squash, British Fencing and Badminton England – transforming their purchasing process to save money and achieve efficiency gains while increasing compliance and reducing risk.

Join Rob Topping in this session as he discusses:

- The initial challenges faced by The Jockey Club and how Proactis helped to solve them, enabling the delivery of shared services to their customers.
- The tangible outcomes following the implementation of Proactis, including increasing PO compliance to enable 73% invoice to PO matching.
- How the centralised share service solution strengthens supplier relations by ensuring efficient processes and speed of service which honour agreements.
- The continuing journey with Proactis to ensure continued ROI and lesson learned along the way.

Networking Break

14:40 – 15:20

Proactis Solution Insight Session – Procurement

Charlotte Carter, UK Solutions Specialist, Proactis



This session will delve into our Procurement solutions to show how technology and best practice can drive greater value through spend management efficiencies. There will be an opportunity to ask questions.

Day 2 - 09 November

09:30 – 10:30



Winning Hearts and Minds to Drive Successful User Adoption of Technology

Michael Ryan, Managing Partner, Finance Transformation UK

Michael is founder of a consultancy specialising in helping organisations start their finance transformation journey. He is an accountant by profession, with 25 years' experience leading large scale change programs in industry roles or for the 'big 4'. As well as being a published author on change and how to ensure successful delivery, Michael is also the founder of award-winning Finance Transformation Magazine dedicated to sharing his passion for best practice and innovation.

Join Michael as he shares his insights about what drives successful user adoption of new finance technology, including the dos and don'ts for success and his 4 keys principles – built from his years of experience – which he now adopts in every change program.

He'll cover:

- How to win hearts and minds by implementing the 4 core principles of successful user adoption.
- The pitfalls to avoid when managing change programs.
- The value of assurance at regular intervals on system implementations.
- The evidence of success and where to find it.

Networking Break

10:35 – 11:35



Does the Future Depend on Digital Investment? Exploring the Results of the Proactis eRecovery Report

Ellen Leith, Managing Director, Purchase-to-Pay Network

Peter Smith MA FCIPS, FRSA, Business Author, Managing Director, Procurement Excellence Ltd

Peter Morley, FCMA/CGMA, PRINCE2, Director and Strategic Design, Moore Insight
Ilija Ugrinic, UK Commercial Solutions Director, Proactis

In April 2022, against a continuing backdrop of global issues, Proactis undertook a large, international research project to explore how companies are using digital transformation as a tool to help them ensure business continuity, protect margins, recover from significant disruption, improve their capabilities and grow.

Results showed that there are four primary reasons for investing in digital transformation:

- to create an efficient business,
- to increase profitability,
- to improve regulation compliance,
- to lower costs.

In this session, a panel of industry experts will discuss the findings of the eRecovery Report, and the importance investing in technology to achieve these goals, whilst also sharing their own experiences of why investment in digital transformation is so important.

Networking Break

11:45 – 12:30



An Evolution to Strategic Procurement through the Digitisation and Automation of Source-to-Contract Processes

Ian McKee MCIPS, PRINCE2, Assistant Director of Finance, University of Sussex
David McCormick, Account Manager, Proactis

Recognising us as a technology partner, rather than a vendor of individual tools, the University of Sussex (a Proactis Marketplace customer) embarked on the next stage of their digital evolution with Proactis to modernise and digitise their Source-to-Contract processes to drive maximum efficiencies and ROI.

In this session, Ian McKee and David McCormick will share:

- The drivers behind a move from tactical to strategic procurement and how this aligned to corporate objectives.
- The development of new Procurement processes, including:
 - The removal of manual processes from supplier on-boarding and contract management, helping speed up the buying process, while making it more efficient.
 - Streamlining supplier relationship management.
 - Seamless integration with the University's ERP system.
- The introduction of a new Procurement team structure, with one side focused on strategic procurement and the other on operations.
- The value of the established partnership with Proactis to ensure the University, and how the partnership will continue to collaborate as the University strives to drive maximum value from the system and to expand the breadth of functionality used.

Lunch Break

13:00 – 13:45



Magnox's Accounts Payable Journey – From Manual to Fully Automated

Carl P Jenner, Governance and Payments Accountant, Magnox
Dave Doherty, Head of Account Management, Proactis
James Arvin, Director of UK Public Sector and Higher Education, Unit4

Having previously relied on manual and inefficient invoice entry and paper handling, Magnox, an organisation that safely manages 12 nuclear sites in the UK, knew that in order to improve and achieve maximum output from their Accounts Payable (AP) function, something had to change.

In this customer focused session, Carl Jenner (Magnox), Dave Doherty (Proactis) and James Arvin (Unit4), will look to explore how Magnox moved from a place of manual invoice processing to introducing a best-of-breed AP solution that integrates seamlessly into their Unit4 Business World solution to deliver process efficiencies, savings and true invoice automation.

Our speakers will also delve into:

- What Magnox's invoicing process looked like from the outset of the project before they implemented Proactis.
- Magnox's project objectives prior to implementation.



- How Proactis' AP solution complements Magnox's Unit4 ERP solution and the importance of this in driving visibility.
- The tangible impact of their AP transformation and plans for the future to continue success.

Networking Break

13:50 – 14:30



Proactis Solution Insight Session – Finance

Menno Steur, International Bid & Contract Manager, Proactis

This session will delve into our Finance solutions to show how technology and best practice can drive greater value through spend management efficiencies. There will be an opportunity to ask questions.

Networking Break

14:35 – 15:35



Becoming Your Best Business Self

Sally Gunnell, OBE

Sally Gunnell's career in international athletics was nothing short of stellar. As the only woman ever to hold four major track titles concurrently – Olympic, World, European and Commonwealth – Sally's determined approach to perform at the highest level and work alongside others to achieve success has never been more important in today's challenging business and social environment.

In her session, Sally will look back on her career and explain why building mental resilience and setting achievable goals is crucial to:

- Building a high-performing team.
- Sustaining performance.
- Managing stress.
- Overcoming adversity and setbacks.

15:45 – 15:50



Event Close

Stephen Line, Chief Operating Officer, Proactis

Stephen will close our 2-day event with a summary of key themes, learnings and take-aways.