

Contract Management Development Programme 2022/23



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Core Programme Content

- ✓ Eight interactive engaging sessions covering the different stages of the contracting lifecycle
- ✓ Designed specifically for organisations involved in public services
- ✓ Complete as a programme with assessed experiential session for PSTA accreditation
- ✓ Designed to challenge existing thinking and practice and to build confidence
- ✓ Facilitators and guest speakers specially selected for their real world experience and understanding of best practice
- ✓ Designed to align with your organisation's policies and processes

Topic	Facilitator
Exploring the contracting lifecycle	Jim Nicholls
Creating performance criteria & Evaluating bids	Paul Rackham
Contracting in the Public Sector	Gary Sturgess
Relational Contracting	Gary Sturgess

Topic	Facilitator
Designing contracts & Managing contract risks	Browne Jacobson
Negotiating and re-negotiating contracts	Browne Jacobson
Monitoring performance and outcomes	Paul Rackham
Experiential session	Jim Nicholls

Output & outcomes

- ✓ Development of a community of practice around contract management
- ✓ Greater clarity on how real life contract management in your organisation / system / sector works and will evolve – key documents, etc and how they should be used
- ✓ Better understanding of what is possible and confidence to do things differently and to challenge and support others to do things differently
- ✓ Opportunity to think beyond the ‘what’ and develop the ‘how’

Facilitators	Biography
Jim Nicholls	<p>Is an Organisation Effectiveness Specialist and a qualified Business Management Lecturer with a breadth of 25 years public, private and not-for-profit experience. Jim’s early career included several roles in the tertiary education sector and public sector IT and business process training leading the early adoption of IT networks to support organisational performance. From 2000 to 2007 he worked at the global public service company, Serco Group plc initially as a Contracts Manager and then part of the leadership team for the Serco Best Practice Centre, which supported the organisation globally developing and consistently applying leadership, management and business process best practice.</p> <p>In 2008 Jim joined Boots leading their IT function on CSR, leadership & management development, communications and capability development. This included the need to support over 5000 colleagues through four strategic partners over five continents on fourth generation TUPE. In the past ten years Jim has worked as part of the people leadership of the States of Guernsey, led the global Organisation Effectiveness and Change function for Specsavers before launching his own business, 18 months ago, specialising in organisation, design, development and cultural change, and becoming a RedQuadrant consultant.</p> <p>Jim’s breadth of front line, mid-level and leadership experience will bring a practical reality of contract management underpinned by CIPS best practice.</p>
Paul Rackham	<p>Paul Rackham has extensive experience as a Head of Commissioning in Adult Social Care and now works as a freelance consultant in the public and private sector. Paul was involved in the formation of a shared services commissioning arrangement across three local authorities, developing new teams and new ways of working.</p> <p>During this time, Paul was the commissioning lead for large scale procurements in home care and community equipment, as well as leading work to increase the involvement of the voluntary sector in preventative health and social care provision.</p>
Sarah Johnston	<p>Sarah Johnston is the Chief Operating Officer for the Public Services Transformation Academy and the Executive Director of RedQuadrant. Sarah has worked with an extensive range of organisations and stakeholders over the last 25 years at a local, regional and national level.</p> <p>Sarah originally started her career as a graduate trainee with Scottish Homes (the national housing agency) and has spent much of her career working with and for public services including central government, local government, housing associations and charities.</p> <p>Sarah has experience of both commissioning and being commissioned and has also led many support/enabling functions within different organisations. Sarah is passionate about commissioning for outcomes and believes there is a lot of untapped potential.</p>

Added Value

- ✓ Opportunity to pull for support from subject matter experts and peers
- ✓ International and cross sector perspectives
- ✓ All facilitators and guest speakers have lived experience
- ✓ Opportunity to shape future programmes and support events
- ✓ Admission to PSTA alumni
- ✓ Discounts and early access on future programmes

Guest speakers	Biography
Gary Sturgess	<p>Gary has held the NSW Premier’s ANZSOG (the Australia and New Zealand School of Government) Chair in Public Service Delivery at the University of New South Wales since 2011. He is also Adjunct Professor of Public Service Innovation at Griffith University in Brisbane, Australia.</p> <p>Gary was Cabinet Secretary in the New South Wales state government from 1988 to 1992 as well as a non-executive director of the global public service company, Serco Group plc. Between 2000 and 2011 he lived in London and headed the Serco Institute, a corporate think-tank funded by Serco which studied public service markets. In 2003, he helped to found the first industry association in the UK for the public services industry, serving as board adviser until his return to Australia in 2011. He has published extensively on commissioning, contestability and contracting of public services, and advised numerous government agencies and inquiries in Australia and New Zealand, the UK and Canada.</p> <p>The focus of his research and teaching since taking up the position with ANZSOG has been commissioning and contestability across a range of services. Since 2016, he had chaired the Commissioning and Contestability Advisory Board advising the NSW Minister for Corrections on the transformation of prison management. Among other things, the board oversaw the market-test of an existing remand facility, with an in-house bid. The tender was won by the in-house team and has been operated successfully by them for the past four years.</p>
Peter Ware	<p>Peter is Head of the Government Sector at Browne Jacobson. He takes a lead on the commercial aspects of the local authority practice specialising in complex procurement, shared services, PFI, outsourcing and public sector joint ventures.</p> <p>Prior to joining Browne Jacobson Peter worked as a special projects adviser for Nottinghamshire County Council. His extensive knowledge of the public sector and his time leading major projects, has given him a wealth of experience in advising clients across the sectors on commercial matters, in particular their public procurement, PPP and commercial work.</p> <p>He is also Finance and Membership Secretary of the Procurement Lawyers Association, on the editorial board of CIPFA’s TIS Online, on the editorial Board for Lexis Nexis Local Government and a regular public speaker.</p>

Contract Management Development Programme 2022

- ☆ Starting in November 2022, this popular programme is being offered for those involved in contract management to refresh their skills, build on their existing knowledge and expertise and refamiliarize themselves with what is possible.
- ☆ The aim is to deepen learning and understanding around contract management and to support and challenge participants to work in new ways to deliver outcomes.
- ☆ Quotes from past participants:
 - “Excellent programme that has both reassured and challenged me in my practice”
 - “Great mix of theory and practice – real life experience of facilitators and guest speakers really helped”
 - “I definitely feel more confident talking to colleagues involved in different elements of the contracting process”
- ☆ Programme cost is £1,250
- ☆ Group discounts available
- ☆ Please contact sarah.johnston@publicservicetransformation.org to reserve your place now.



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