



## Northern Ireland Supply Chain & Logistics Expo

Moderator: Adrian McCourt

Times	Name	Topic
9.55-10.00	Chairman - Adrian McCourt	Opening remarks
10.00-10.20	Ciaran Kirk, General Manager - IMGS	Using Data Analytics to gain a Supply Chain Competitive Advantage
10.20 - 10.40	Christopher Deans, Managing Director - Crane Worldwide Logistics	Changing Role of the 3PL provider
10.40 -11.00	Peter Brady, CFO, Invoice Fair	Supply Chain Finance - Beyond The Banks
11.00-11.15	Mark Dohnalek, President & CEO - Pivot International	Global Supply Chain: All key elements to achieve a successful operation
11.15 - 11.30	<b>Coffee Break &amp; Networking</b>	
11.30-11.50	Hannah Rudman, Strategic Transformation Director - Wallet Services	Building complex supply chains with DLT: opportunities for all island ecosystems
11.50 - 12.10	Tiernan Quinn, Managing Director - Capcon Premier Service Solutions	In a 200 mile journey sometimes the last mile is the hardest
12.10 - 12.30	Judith Bentley and Steve Webb, Director of Marketing and Communications, CILT	Network, Knowledge, Know-How. Empower your people to power your business
12.30 - 12.50	Joe Reid, Transatlantic & Charter Network Dev Mang - Panalpina World Transport	Air Freight Market Trends - 2018/19
12.50 - 13.10	Dr James Crawford, Dir & Tech Expert - SAP Startup Accelerator for Digital Supply Chain	End-to-End Cold Chain Visibility with SAP Global Track & Trace
13.10-14.00	<b>Lunch Break &amp; Networking</b>	
14.00-14.20	Andrew Kewson, Senior Director of Global Accounts - Optel Group	End-to-End Traceability: A New Competitive Advantage

## Northern Ireland Procurement Expo

14.20-14.40	Theodore Wasserberg, SAP Ariba - Account Executive - UKI - SAP	Rethinking Procure to Pay
14.40-15.00	Edward Quigg, Director - Quigg Golden Ltd	Getting it right – Evaluating tenders, debrief letters and awarding contracts
15.00-15.30	<b>Coffee Break &amp; Networking</b>	
15.30-15.45	James Flanagan, Associate, Arthur Cox	The Lessons Learnt of The Reasonably Well Informed and Diligent Tenderer
15.45-16.00	Michael Gerner, Principal Director, Precise Proposals	Procurement: Keeping it honest
16.00-16.15	Pat Davis, Director Pat Davis Consulting	Elephant Traps in Public Sector Procurement
16.15-16.30	Catherine Crowley, Research Fellow – IVI, Maynooth Uni	Rethinking IT Sourcing and Supplier Management for the Digital Age
16.30-16.35	Chairman - Adrian McCourt	Closing remarks



[#ManufacturingExpoNI](#) [@NationalIMSC](#)

[www.northernirelandmanufacturing.co.uk](http://www.northernirelandmanufacturing.co.uk)

All presentations/timetables are subject to change. Please check with onsite event timetable on the day.