

**NEX GEN**  
Procurement Ecosystem



# Capability and Training Solutions Procurement and Contract Management

[www.nexgenprocurement.com.au](http://www.nexgenprocurement.com.au)



in partnership with



Unlock your potential with  
Nex Gen blended learning solutions  
**Assess capability, train your team  
or access eLearning**



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# Select from our unbundled learning solutions or run a 12 month program

Designed to build capability in a modular, blended format from our suite of learning and development services.



## Knowledge Survey

- Establish your baseline of knowledge
- Find out your strengths and development areas
- Measure against future state and global benchmarks



## Embed Learning & Development

### e-learning

- On-demand training
- Select from our suite of modules for 'just in time' or refresher learning
- Contextualize or tailor content

### Training workshops

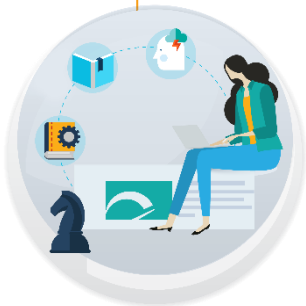
- Facilitated, tutorial, classroom training
- Can be delivered virtually or face to face

### Embed Learning

- Follow up projects to ensure learning is embedded
- Coaching and mentoring
- Experiential learning

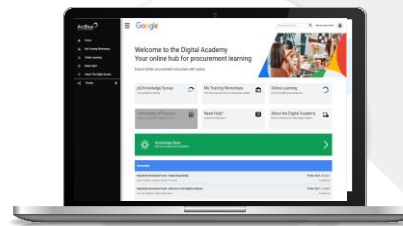
### Accredited Training

- Add units of competency towards a qualification



## Design Program

- Design a program fit for purpose, scalable within your budget



## Program Portal

- Online portal to manage the program
- Ongoing support from tutors to support delegates in topics following the course (e.g. support on applying negotiations)



## Track and Reassess

- Track your teams capability through specifically designed Dashboards
- Continuous Improvement to further develop the team

# Our approach to developing people

- ✓ Our training facilitators have extensive **procurement practitioner** experience which means they can draw from their own **real-life examples to embed learning**
- ✓ We have **in-house design and development capability to tailor your training and eLearning** solution. Leverage our existing suite of modules to contextualize for a specific environment or build a tailor-made module which fully integrates your framework
- ✓ Our capability assessment suite is **fully-configurable to an organization's internal competency framework** or sector, ensuring the language and level of complexity is right
- ✓ Select from our eLearning modules already **tailored to the Queensland Local Government** environment
- ✓ We have **trainers situated in Queensland** and across the Asia Pacific, and can host internal training courses in your offices or region
- ✓ Access training programs through the **secure online Nex Gen Procurement System Hub**. Teams can access a range of tools, templates and supporting materials

# Our experienced capability team help guide and deliver for you!

## LEADERSHIP SUPPORT



**Daniel Fielding**  
Co-Managing Director  
Melbourne  
**Executive Sponsor**



**Chris Newman**  
Co-Managing Director  
Melbourne



**Jacqui Priestly**  
Executive Manager  
Melbourne  
**Capability Project Lead**



**Lis Lette**  
Regional Manager,  
Queensland and NT  
**Regional Lead**

## OUR FACILITATORS



**Dougall Lodge**  
Location: Brisbane  
Subject matter expert



**John Burn**  
Location: Brisbane  
Broad subject matter expert



**Michael Robinson**  
Location: Sydney  
Local Government Specialist



**Noel Irwin**  
Location: Melbourne  
Local Government Specialist



**Keith Boyer**  
Location: Brisbane  
Contract & Relationship  
Management Specialist



**Lis Lette**  
Regional Manager,  
Queensland and NT  
**Regional Lead**



**Stephanie Mullallay**  
Location: Auckland  
Contract Law and  
Social and Sustainable  
Specialist



**Shane Lamont**  
Location: Sydney  
Infrastructure Specialist



# Knowledge Surveys

## Your launchpad for learning



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# Knowledge Survey

## Overview

The pQ Knowledge Survey assesses individuals and teams against a range of procurement competencies. The **90-minute** skills gap analysis is made up of **105 questions** across the ten procurement competencies. Or you can select to use our contract management specific questionnaire.

### Key elements:

- ✓ Establishes the **baseline of knowledge** in teams and individuals
- ✓ Measure against our extensive **benchmark indicators** or target scores for each role level and job function
- ✓ Designed to **target training and development** investment
- ✓ **Multiple-choice questions** across a range of procurement or contract management competencies
- ✓ Offers a quick and cost-effective **way of measuring knowledge** within your procurement or contract management function
- ✓ Questions are **sufficiently complex** to measure different levels of experience and seniority
- ✓ **Fully tailorable** to any competency framework
- ✓ **Measure the success** of training programs
- ✓ Training interventions follow the **70:20:10** methodology



# The Competency Framework

## pQ Technical Competencies

You can select a sub-set of these competencies for your contract managers

The competency framework has been developed and refined to capture the technical skills required for effective procurement. Our competency assessments and development are aligned to this framework.



Analysis



Cost Management



Contract Law



Implementing Change



Market Engagement



Negotiation



Risk  
and Governance



Planning  
and Strategy



Supplier Relationship  
Management



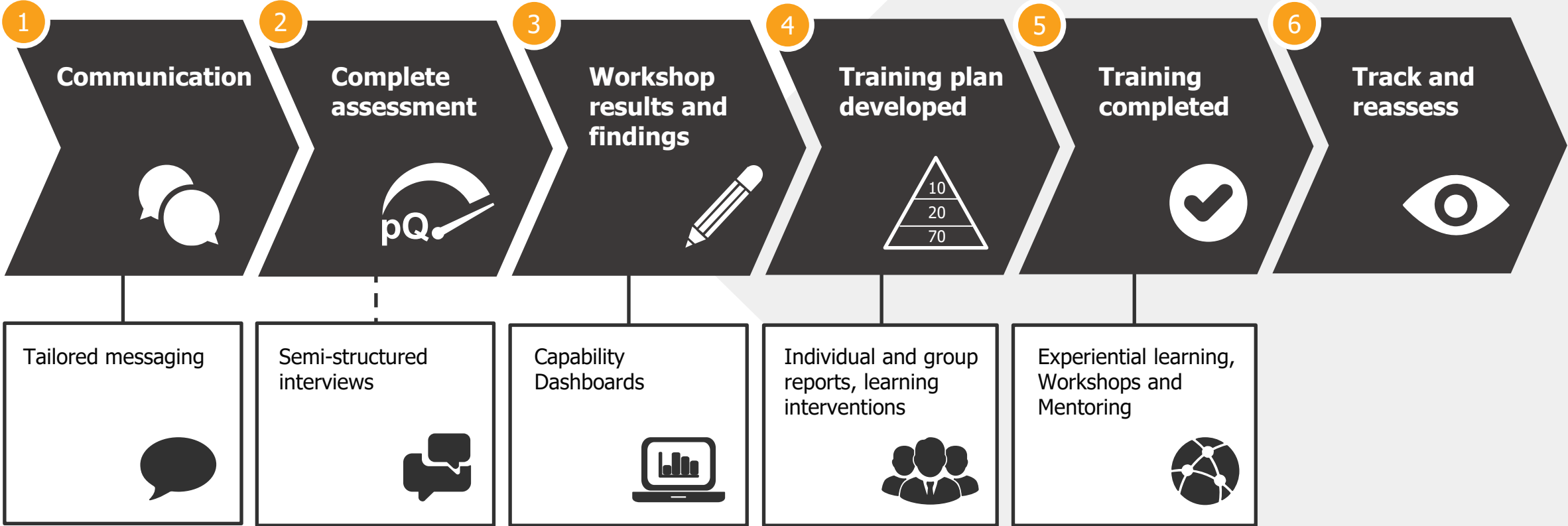
Sustainability





# Knowledge Survey Process

We support the deployment of the survey with a range of communication templates for line managers. We can also be present during team briefings.



# pQ Knowledge Survey Example Questions

\*In specification writing, which of these can lead to adverse procurement outcomes?

Choose one of the following answers

- The specification is in Microsoft Word format
- The specification includes key performance indicators
- Testing and acceptance criteria are listed
- Requirements of the product/service are not defined or adequately specified
- Don't know

\*Typically, which of these is an advantage (to a buyer) of using a fixed-price contract?

Check all that apply

- The buyer can quote to its customers with assurances that the costs incurred by the fixed-price contract will not change
- The buyer can accurately predict future costs, which may also aid it in setting and managing its budgets
- The supplier can build potential risk into its pricing up front
- It provides protection against inflation
- Don't know

# Analysis and Reporting

Following the capability assessment, we develop individual and group reports which compare their score against the benchmark indicator for that role level and job function. We then work with you to identify and priorities capability development areas.



**Individual report** provides the participant their results compared to the benchmark indicator for their role level and job function. This report gives a foundation for the team member to build on as they bridge the learning gaps and own their own capability development journey.



**Capability Dashboards** provide online access to the leadership team, displaying results by team, competency, and individual, as well as for the whole function. A heat-map quickly identifies strengths and opportunities at a functional level allowing managers to drill down into results. They can also be updated as new staff members join and complete the assessment, giving real-time information.



**Group reports** hold the capability development plans and insights to results. Using the 70:20:10 model of learning, the reports detail interventions at a team and individual level.



# Analysis and Reporting

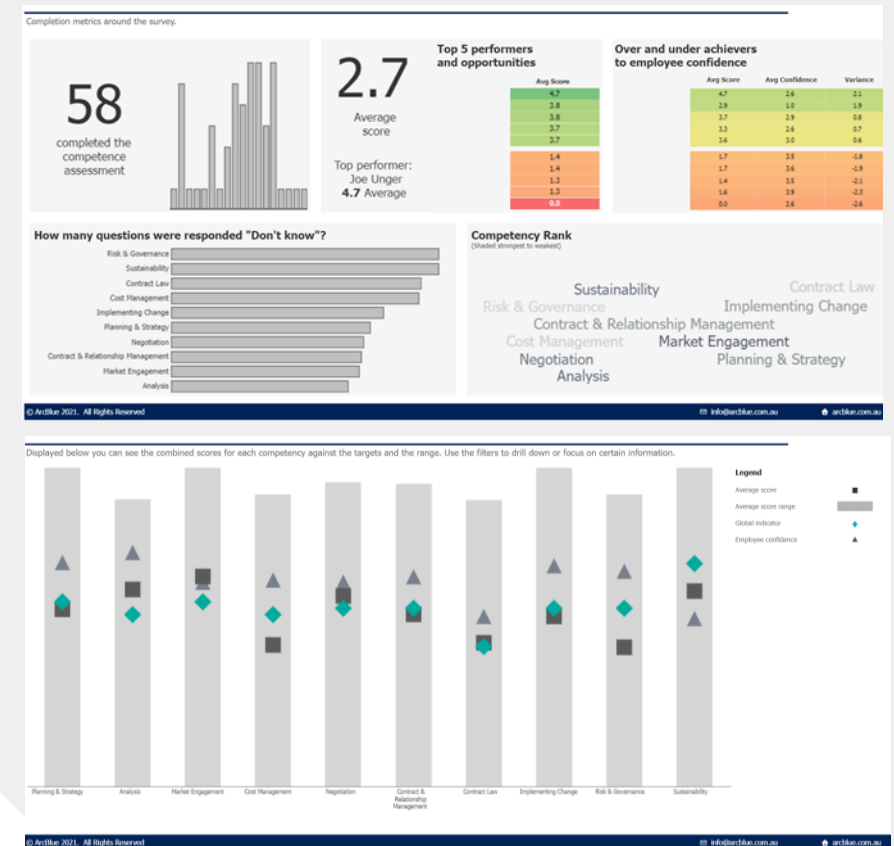
We use Dashboards to present the results and to track the changes in capability. They provide online access, filterable data and visual representation at any point in time for easy monitoring.

Dashboards provide instant access to the latest snapshot of the procurement capability across the team.

Each team member is assessed against global best practice and the Dashboards are updated to show capability against benchmarks.

## Standard Dashboards include

- Organisation Level
- Competency Level
- Role Level
- Individual Level
- behavioural Indicator comparison to performance review



# Other Procurement Solutions



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# Fully funded Nex Gen inclusions, with the next steps available!

**LEAP Benchmark**  
**LEAP Comprehensive**  
 Procurement Diagnostic  
 Review & Transformation

**Knowledge Hub**  
**and Included Documents**  
**Policy Guide Integration**  
 Document Suite 30+ Up to Date  
 Frameworks and Guideline  
 Development Advisory

**Nex Gen Training & Capability**  
 Training Courses (full range)  
 eLearning Modules  
 Capability Assessments  
 Note: Tailored training and  
 customised materials available

**Dashboard w/ Quarter Updates**  
**VFMi Assessment**  
 Monthly Dashboard Updates  
 Opportunity/Extended Analysis  
 Savings Accelerator

**Local Buy Member Council**  
**Support (Procurement Partner)**  
**Access to Procurement Services**  
 Procurement Consultancy  
 Additional Change  
 Management Services

**Access to Probity Services**  
 Probity Training  
 Probity Consultancy Services  
 Executive Probity Briefings

**Plus more....**  
 Local Buy's Nex Gen Procurement  
 Ecosystem makes available a **full  
 range of Procurement Services  
 and Procurement Technology**  
 Solutions to our customers.

**Social Supplier Flagging**  
**Social and Sustainable Spend**  
**Economic Development Insights**  
 Social Consultancy Services  
 Modern Slavery Assessments

**Access to Operational and**  
**Strategic Procurement Support**  
 On-Tap Advisory Service  
 On-Tap Procurement Services,  
 i.e., council quotes and tenders  
 Procurement Contracting

**Categorised Spend Data**  
 Full Category Management  
 Category Transformation  
 Panel Optimisation

**Community of Practice Forum**  
 Webinar Delivery  
 Regional Spend Analysis  
 Category Facilitation  
 (with Local Buy Category  
 Manager Support)

**Included Spend Analytics**  
 Tailored Spend Analytics  
 Tailored Hub Website Design

Legend



**Fully Funded**  
**Capabilities**

Your Nex Gen Procurement System  
 already includes these features



**Add-on Nex**  
**Gen service**

ArcBlue delivers these services at  
 a discounted Nex Gen rate



*For more information, contact:*



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Procurement & Partnerships

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