

# Conference Program

Tue 5 May 2026

7:30am 6pm	Pre-Conference Registration
8am 12pm	<b>Optional: APMP Practitioner Certification - Workshop (no exam)</b> Bookings can be made through the information page under the program heading.
1pm 5:30pm	<b>Optional: APMP AI Micro-certification - Workshop and Exam</b> Bookings can be made through the information page under the program heading.
6pm 8pm	<b>Conference Welcome Reception &amp; Networking</b> Dress Code: Business Attire Alto Room

## Wed 6 May 2026

7:30am 8:30am	Conference Registration & Arrival Tea/Coffee	
8am 8:25am	An update for APMP ANZ Members	
8:30am 8:45am	<b>Conference Welcome</b> Welcome to Country & Welcome Address by the Chapter Chair	
8:45am 10:30am	<b>Session 1. Be the Trusted Advisor</b> In this interactive workshop, Charmaine reveals modern communication, body language cues, and strategies to position yourself as the obvious choice and trusted advisor for discerning clients.	<b>Charmaine Keegan</b> Founder and Director Smarter Selling
10:30am 11am	Morning Tea	
11am 11:45am	<b>Session 2. Making the Future Work For You</b> In this insightful session, Steve uses strategic foresight, case studies, and metaphors to explore AI, trust decline, disinformation, sustainability, and future opportunities for business success.	<b>Steve Tighe</b> Strategic Foresight Expert Chasing Sunrises
11:45am 12:30pm	<b>Session 3. Where is Procurement Heading</b> JD leads a panel exploring procurement's future, megatrends, stakeholder expectations, and priorities, followed by a fast-paced Q&A addressing delegates' most pressing and challenging questions.	<b>Jonathan Dutton</b> Executive Director JD Consultancy Pty Ltd <b>Michael Bertalli</b> Supply Chain & Procurement Director PPG <b>Dan Fielding</b> Consultant Independent Procurement <b>Thomai Veginis</b> Chief Procurement Officer V/Line
12:30pm 1:30pm	Lunch	
1:30pm 2:15pm	<b>Session 4A: Social Procurement: More Than Just a Box to Tick</b> This session explores evaluator expectations on Indigenous engagement, equity, and diversity, showing how social outcomes drive business success and how to deliver strong, practical procurement responses. <b>Diem (Yim) Huynh</b> Chief Executive Officer Sedo Group	<b>Session 4B: Why Bid Teams Belong in the Boardroom, Not Just the Back Room</b> This session explains why bid professionals belong in boardrooms, how to elevate their value, and why early involvement is essential to influence and win deals. <b>Jens Hartmann</b> Head of Learning & Development Barrett Consulting
2:15pm 3:00pm	<b>Session 5A: Thinking Straight - If It's Such a Good Idea, How Come Nobody Does It?</b> This workshop shows clear thinking drives strong writing, offering tools to test ideas, avoid flawed thinking, and create robust submissions that withstand rigorous scrutiny. <b>Ken Grace</b> Business Writing Coach & Director Department of Writing	<b>Session 5B: When Mistakes Compound: Lessons from Offshore Sailing and High-Pressure Bids</b> This session explores how pressure affects bid teams, revealing hidden dynamics, decision-making challenges, and team performance under uncertainty, using offshore sailing as a lens to understand high-stakes environments. <b>Melissa Warren</b> Sailing and Operations Manager Mornington Yacht Club
3pm 3:20pm	Session 6. Trade Exhibitors - Interviews and Show Reels	
3:20pm 3:55pm	Tour Trade Exhibitors with an extended Afternoon Tea Break	
4pm 5pm	<b>Session 7. Future of Work, AI &amp; Leadership Panel</b> Belinda, CEO of Harper B, leads a discussion with industry leaders on the future of work, exploring AI, technology, leadership, and innovation in bids and proposals.	<b>Belinda Coates</b> Founder & CEO Harper B <b>Michael Londgren</b> Chief Marketing Officer Responsive <b>Kate Woodlock</b> Director EY Clients & Industries <b>Yen Loh</b> Winning Work Portfolio Lead Aurecon Australasia Pty Ltd <b>Cynthia Krishna</b> Submission Manager UGL Pty Limited
5pm 5:10pm	End of Day Wrap-up	
6:30pm 10:30pm	<b>Gala Dinner &amp; APMP ANZ Awards</b> Dress Code: Elegant Attire Ballroom	

## Thu 7 May 2026

7:30am 8:30am	Arrival Tea/Coffee		
8:30am 8:40am	Welcome & Kick Off		
8:40am 9:45am	<b>Session 8. Building Strong Minds (and Teams)</b> Harry Moffitt, psychologist and former SAS Team Commander, shares strategies to build resilient minds and teams, promoting well-being, preventing burnout, and ensuring everyone thrives in high-pressure environments.	<b>Harry Moffitt</b> Founder & Managing Director Stotan Group	
9:45am 10:30am	<b>Session 9. From Insight to Win: Crafting a Tender Strategy</b> This session teaches techniques to uncover client insights, align stakeholders, extract expert knowledge, facilitate confident decisions, and turn strategy into compelling win themes for successful bids.	<b>Deborah Mazoudier</b> Founder & Managing Director Tender Plus	
10:30am 11am	Morning Tea		
11am 11:30am	<b>Session 10A: From Fear to Fuel: Embracing the Use of AI in Work Winning Activities</b> Charlotte explores how bid professionals can embrace AI to enhance work winning, streamline tasks, spark creativity, and foster innovation, resilience, and human judgment in bidding processes. <b>Charlotte Barnes</b> Head of Work Winning WSP Australia Pty Ltd	<b>Session 10B: The Confidence Factor: Why Strong Bids Lose - Jo Smyth &amp; Adie Dawes-Birch</b> Bids fail long before submission. This session reframes competitiveness, revealing confidence - not activity - as the true predictor, introducing a three-question check to expose risk, alignment, and viability. <b>Adie Dawes-Birch</b> Partner and Principal Consultant Twiga Group <b>Jo Smyth</b> Partner and Principal Consultant Twiga Group	<b>Session 10C: Building high-performance bid teams through trust, diversity and shared purpose</b> Emily White explores building high-performing bid teams by valuing, trusting, and empowering people, sharing insights from leading distributed teams and fostering a culture of engagement and contribution. <b>Emily White</b> Prospects & Submissions Manager Mott MacDonald Australia
11:40am 12:10pm	<b>Session 11A: Not Optional: Keeping your Content Current</b> Proposal teams face growing complexity with AI, automation, and multiple content sources. This session explores capturing and managing content effectively to simplify processes for humans and AI. <b>Kathryn Potter</b> Head of Work Winning CSK Management Australia Pty Ltd	<b>Session 11B: Innovation &amp; the Digital Future for Bids</b> What if the real barrier to transforming tendering in the construction industry isn't technology, cost, or complexity, but the foundations we're building on? <b>April Shields</b> Head Of Submissions BUILT	<b>Session 11C: Harnessing Cognitive Diversity to Strengthen Team Success</b> This panel examines neurodiversity, highlighting how unique cognitive differences enhance bid team success, offering practical insights and inclusive strategies to strengthen team performance and outcomes. <b>Jas Menzies</b> Managing Consultant BidWrite <b>Fadoua Amrani</b> Co-Founder Synthrics <b>Zoe Simpson</b> Bid Consultant BidWrite <b>Naomi Spokes</b> National Pursuits And Bids Lead Collective Engineering
12:20pm 12:50pm	<b>Session 12A: Adaptive Resilience in Bidding</b> Major pursuits bring highs of creativity and collaboration and lows of clashes and setbacks. Erica shares lessons learned and tactics to predict, navigate, and pivot effectively in bids. <b>Erica Pezzutti</b> Pursuit Specialist Ghd Pty Ltd	<b>Session 12B: Bidding is Broken: Rethinking the First Line of Infrastructure Failure</b> Project failures often begin in the bid room. This session reframes bidding as system design, showing how leadership, pressure, and behavior impact delivery and how decision architecture improves outcomes. <b>Sinead Coffey</b> Founder Tend2Create	<b>Session 12C: Effective strategies to extract content from SMEs</b> This session teaches bid writers strategies to efficiently extract content from SMEs, sharing proven tips, practical approaches, and insights from surveys to succeed under time pressure. <b>Chris Vincent</b> Manager, Bid Development Programmed
12:50pm 1:30pm	Lunch		
1:30pm 2:20pm	<b>Session 13. From Craft to Co-Pilot: Insights into the Next Decade of Winning Work</b> This session shares independent 2026 research on AI in bidding, combining professional experience, practical AI platform lessons, APMP certification insights, and global trends to reveal how winning work is evolving.	<b>Nigel Dennis</b> Co-founder and Director BidWrite Pty Ltd	
2:30pm 3:15pm	<b>Session 14. The Great Proposal Conference Quiz Show</b> Based on popular tv-style quiz shows, 'Have you Been Paying Attention?', 'Hard Quiz', and 'Jeopardy', this final session promises to be a hoot. A not to miss session.	Hosted by The APMP ANZ Committee	
3:15pm 3:30pm	Conference Wrap-up		
3:30pm 3:40pm	Conference Close		