



2012 VANA Conference *Embracing the Future* Oct 31 2012, at the MCG

8.00am	Registration
8: 45am	Conference Opening – Newsagents Embracing the Future - Gerard Munday, VANA Chairman
9.00am	Speech – Small Business Innovation in Victoria - Hon Michael O'Brien, MLA, Minister for Gaming, Minister for Consumer Affairs and Minister for Energy & Resources
9.30am	Speech – T2020, A Future for Distribution at News Limited - Lachlan Welsh, GM National Distribution, News Limited
10.30am	Morning tea – Sponsored by The Age
11.00am	Speech – Embracing a Future for the Retailing of Stationary - Alex Stewart, GNS CEO
11.30am	Speech – Newsagency of the Future - Mark Fletcher, Managing Director of Tower Systems
12.00pm	Guest Speaker TBC
12.30pm	Lunch – Sponsored by Hallmark
1.30pm	Speech – How Toll is further developing the B2C segment - Michael Butler, General Manager Strategy, Toll Global Express
	Presentation – Nparcel - Sel Ozyurek, VANA General Manager
2.00pm	First workshop sessions
	1. Legal, Accounting & Tendering advice <ul style="list-style-type: none"> • Company Structures and Legal Considerations Jack Cyngler, Accredited Specialist in Commercial Tenancy Law (Commercial & Retail Leases), Cyngler Kaye Levy Lawyers <ul style="list-style-type: none"> - Company and organisational structures - Merging Business and Personalities - Contracts and Papers - Next Steps
	<ul style="list-style-type: none"> • Evaluating and Managing Financial Matters Krystine Canny-Smith, CPA, S.J. Canny <ul style="list-style-type: none"> - Does this make business sense? - Financial analysis of distribution models - Next Steps • Tendering John Hough, Specialist in tender writing and preparation, Tendering Consulting <ul style="list-style-type: none"> - The Facts about EOI's, RFP's and tenders - News Limited Timeline and Planning your tender - 10 Most Frequently Missed Opportunities in completing a Tender

	<p>2. HWT CircOne Presentation Mike Webster, Circulation Operations Manager of HWT - A presentation on the functionality of iServices which will replace Connect - Launch date for iServices is aimed to be November this year</p>
3.00pm	Afternoon Tea – sponsored by Intralot
3.30pm	<p>Second Workshop Sessions</p> <p>1. Legal, Accounting & Tendering advice</p> <ul style="list-style-type: none"> • Company Structures and Legal Considerations Jack Cyngler, Accredited Specialist in Commercial Tenancy Law (Commercial & Retail Leases), Cyngler Kaye Levy Lawyers - Company and organisational structures - Merging Business and Personalities - Contracts and Papers - Next Steps • Evaluating and Managing Financial Matters Krystine Canny-Smith, CPA, S.J. Canny - Does this make business sense? - Financial analysis of distribution models - Next Steps • Tendering John Hough, Specialist in tender writing and preparation, Tendering Consulting - The Facts about EOI's, RFP's and tenders - News Limited Timeline and Planning your tender - 10 Most Frequently Missed Opportunities in completing a Tender <p>2. HWT CircOne Presentation Mike Webster, Circulation Operations Manager of HWT - A presentation on the functionality of iServices which will replace Connect - Launch date for iServices is aimed to be November this year</p>
4.30pm	Conference Close
4.45pm	MCG Tour/Post-conference drinks – Sponsored by HWT



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