



23rd EIPM Annual Purchasing Conference

Generating Value out of Growing Complexity: Mastering it, Leveraging it

6th – 7th December 2018



OUR PARTNERS:



Wednesday, 5th December 2018

AT THE EIPM CAMPUS

14:00 TRAINING AND DEVELOPMENT AFTERNOON

SESSION 1: CPO view on hiring, developing and managing people

People and talent development in Procurement and beyond ...

Jean-Philippe Collin, former CPO, **SANOFI**

- ✓ Procurement as a Talent development platform for the whole company; the procurement spikes which can make the difference!
- ✓ Procurement talent Development: not by chance but by design and construction and ... obsession
- ✓ Talent Development: making it holistic and open

SESSION 2: BEST PRACTICE: PURCHASING ACADEMY

Valerie Smeets, Training Specialist, **FERRERO**

- ✓ Overview Ferrero University and academy approach
- ✓ Procurement academy
- ✓ Embedding strategy for trainings

SESSION 3: PEOPLE DEVELOPMENT

Practical experience of monetization of the Executive Purchasing Training and People Development.

Alexander Sidorin, CPO, **UNITED METALLURGICAL COMPANY**

- ✓ Objectives and chronology
- ✓ "12-step" process of Implementation of Strategic Sourcing Approach
- ✓ Practical results: real contribution to company's Value

SESSION 4: LATEST DEVELOPMENT AT EIPM

- ✓ New training offer
- ✓ Winning People Development strategies

AT THE CONFERENCE CENTRE / BEST WESTERN

18:30 REGISTRATION OPENS

19:00 NETWORKING COCKTAIL & BUFFET

Thursday, 6th December 2018

AT THE CONFERENCE CENTRE / BEST WESTERN

08:00 REGISTRATIONS

08:30 CONFERENCE OPENING BY BERNARD GRACIA, EIPM DEAN & DIRECTOR

09:00 Scientific Point of View

*CERN: the long road of the LHC particle accelerator.
Complexity, innovation and challenges.*

Frédéric Bordry, Director of Accelerators and Technology, CERN

The Large Hadron Collider (LHC) is a 27 km circumference hadron collider, built at CERN. LHC is the world's largest and most complex scientific instrument to study the basic constituents of matter.

The design and construction of the LHC presented many design, engineering and challenges, which involved pushing a number of technologies well beyond their level at the time.

An upgrade of the LHC is under progress with almost 1 billion CHF of procurements in the next 5 years!

- ✓ main LHC technical, organizational challenges and the tools to manage the complexity
- ✓ LHC upgrade status and the plans for the full exploitation of the LHC up to 2040
- ✓ post-LHC accelerator studies

09:45 Technology Point of View

Transforming Procurement with Artificial Intelligence to become a Value Driver and Run Simple

Marcell Vollmer, Senior Vice President, Chief Digital Officer, SAP Ariba, SAP

- ✓ Disruptive trends in technology and new business models
- ✓ What is the impact for procurement – procurement needs to change and focus on value going forward to get/keep a seat on the table of the business
- ✓ How can procurement reduce complexity and leverage AI
- ✓ How to transform procurement and define the future of supply chain and Source-to-Pay

10:30 COFFEE BREAK

11:00 Luxury Industry Point of View

Supplier Activation Plan at LVMH Wines & Spirits

Dominique Lebigot, Chief Purchasing Officer, LVMH Wines & Spirits

- ✓ The New Deal in Economy, Technology & Business Model
- ✓ The Next Purchasing Edge: Supplier Activation
- ✓ The LVMH Wines & Spirits experience

12:00 Automotive Industry Point of View*Maximizing value creation through supply chain integration at Pirelli***Matteo Battaini, CPO, PIRELLI**

- ✓ Global, high value: a unique positioning in the automotive industry.
- ✓ Digital transformation and macro trends: how to link new suppliers with new customers
- ✓ Creating value with Sustainable Procurement

12:45 LUNCH**14:15 INTERACTIVE SESSION***Complexity, in and out: controlling it or making it an asset***Led by François Dousset, Tailor-Made Programmes, EIPM**

- ✓ How new technologies/Artificial Intelligence will impact the management of complexity?
- ✓ How cross-functional processes increase/decrease complexity? How do we manage it?
- ✓ How the transformation of Procurement impacts complexity and our management of it?

15:00 Chemical Industry Point of View*Creating value by aligning businesses on corporate level across Business Units***Heinrich Berger, VP Global Raw Materials Procurement and VP Global Procurement Center
Amsterdam, ICL GROUP**

- ✓ Introduction of ICL Businesses as Global Fertilizer, Food & Chemicals Group
- ✓ How does the set up of the Global Procurement Organization facilitate the creation of value across BU's?
- ✓ How is this done within the ICL Group?
- ✓ What are the opportunities and challenges working on corporate level?

15:45 COFFEE BREAK**16:15 Bearing Industry Point of View***How Purchasing will deliver value in the future***Anders Carlsson, CPO Group Purchasing & ICR, SKF****17:00 Technology Services Point of View***Procurement transformation, a millennial perspective.**Procurement end-game or "happy Sisyphus" in an ever changing environment.***Lison Fressynet, Strategic Back Office – Group Procurement, CAPGEMINI, Emmanuel Erba,
Group CPO, CAPGEMINI**

- ✓ Transitional conception of procurement will disappear with technology, different people and new business models
- ✓ Procurement itself is evolving and blurring with operations and other functions. "it is all about acquisitions"
- ✓ The sisyphus syndrome needs to be overcome
- ✓ Emerging activities hints that will supersede what we do today

19:30 NETWORKING COCKTAIL

20:30 GALA DINNER & EIPM-PETER KRALJIC AWARDS CEREMONY

Friday, 7th December 2018

AT THE CONFERENCE CENTRE / BEST WESTERN

08:00 CPO BREAKFAST (session by invitation only)

08:45 CONFERENCE DOORS OPEN

08:45 INTERACTIVE SESSION - Debriefing

09:00 EIPM-Peter Kraljic Award Winners 2018

ROUND TABLE EIPM Peter Kraljic Award Winners: participants will be announced at the Gala Dinner on the 6th December 2018

09:45 2017 EIPM-Peter Kraljic Award Winner: Listen to the Best in Class

How Procurement transforms relationship with Business for recognized value – an ADP story

Dominique Etourneau, Chief Purchasing Officer, **AEROPORTS DE PARIS**

10:30 COFFEE BREAK

11:00 Sustainability Point of View

Sustainability: one more thing to do for Procurement teams OR a real contributor to purchasing performance?

Pierre-François Thaler, Co-Founder & Co-CEO, **ECOVADIS**

- ✓ How leading procurement organisations are leveraging CSR to move from risk management to value creation
- ✓ Key elements of Sustainable Purchasing 3.0, enabling performance beyond compliance
- ✓ Examples of measuring the ROI of Sustainable Purchasing Programs

11:45 Industry Point of View

*Transforming an energy company
Procurement a reliable & agile partner to drive performance*

Claudia Viohl, CPO, **E.ON**

- ✓ Our industry challenge: How to transform an energy company from a linear pipe model to a connected energy world?
- ✓ The procurement answer: Be not afraid of growing slowly, be afraid only of standing still!

12:30 LUNCH

14:00 Consultancy Point of View

The Procurement-Endgame – Creating value in times of disruption and increasing complexity

Christian Boehler, Principal, **ROLLAND BERGER**

- ✓ How industry disruption inflicts radically new requirements on procurement
- ✓ How technology enables radically new ways for procurement to extract efficiency and effectiveness
- ✓ How CPOs need to act now and provide answers to both i) new requirements and ii) the use of technology
- ✓ Why this is an unprecedented opportunity to reposition procurement at the lifeline of the company
- ✓ Why there is no alternative: If Procurement does not redefine its value proposition, it will be dwarfed by automation

14:45 EIPM Executive MBA Alumni Interactive Session

Animated by Dr Hervé Legenvre, Research Director, **EIPM**

With the participation of:

François Vallee, Sales Director, **TYMPHANY**

Gunther Gutermann, Head of Procurement, **FLUVIUS**

Viviana Sipos, Director PPM & Cash Management, **HEINEKEN**

16:00 CLOSING REMARKS BY BERNARD GRACIA, EIPM DEAN & DIRECTOR

16:30 BUS TRANSFER TO GENEVA INTERNATIONAL AIRPORT