

Thursday, 10th December 2015

AT THE CONFERENCE CENTRE / BEST WESTERN

08:00 REGISTRATION AND CONFERENCE DOORS OPEN

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

09:15 KEYNOTE SPEAKER:

Transforming Data into Information

Detlef Schultz, Director Group SCM Vodafone & CEO Vodafone Procurement Company, **VODAFONE**

- ✓ The Internet of Things – what is it?
- ✓ What the Internet of Things means for Vodafone SCM
- ✓ A Call to Action

10:00 COFFEE BREAK

10:30 MORNING SESSION 1:

A Procurement Journey to Value Creation

Pedro Martinez, Group VP Global Procurement, **SGS**

- ✓ The story
- ✓ The business model
- ✓ The Value

11:15 MORNING SESSION 2:

Be Agile in Purchasing - Reality meets Vision

Norbert Neumann, Vice President Purchasing, **ROBERT BOSCH**

- ✓ Digitization of business models
- ✓ Task oriented organization vs Functional set up
- ✓ Use of scrum in Purchasing

12:00 LUNCH

Thursday, 10th December 2015

AT THE CONFERENCE CENTRE / BEST WESTERN

- 13:30 **INTERACTIVE SESSION:**
Procurement Trends and their Impact on the Measurement of Supplier Performance
Maximilian Glas, Director, **NOVUM ITER**, and Hervé Legenvre, MBA
Programme and Research Director, **EIPM**
- 14:30 **AFTERNOON SESSION 1:**
Using Digital Procurement to Control and Extract More Value along the Value Chain
Peter Spiller, **MCKINSEY**
- ✓ Digitalization, big-data, and advanced analytics technologies are advancing massively across various applications
 - ✓ Procurement naturally sits at the intersection of multiple data flows and relationships
 - ✓ New digital methods and tools can be used to step up the procurement value creation along the end-to-end chain
- 15:15 **COFFEE BREAK**
- 15:45 **PANEL DISCUSSION:**
Bengt Isaksson, Director Sourcing, **ERICSSON**
- Pierre Roman, Product Line Manager, **FAURECIA**
- Vincent Yang, Director of Purchasing - & Member of China Executive Management Team, **SKF**
- Dietmar Hauser, **TÜV SÜD**
- 16:45-17:30 **AFTERNOON SESSION 2:**
How to Tame your Data Dragon - Running Information Driven Multinational Procurement Organisation
Darko Sepic, Managing Director at Procurement Services, **ERSTE GROUP**
- ✓ What gets measured gets done - creation of data needed for goal setting and right performance
 - ✓ Housekeeping - keeping the information source trustworthy
 - ✓ Be careful what you wish for - the culture change in procurement organisation
- 19:30 **NETWORKING COCKTAIL**
- 20:30 **GALA DINNER & EIPM-PETER KRALJIC AWARDS CEREMONY**

Friday, 11th December 2015

AT THE CONFERENCE CENTRE / BEST WESTERN

08:00	CPO BREAKFAST (session on invitation only)
09:15	CONFERENCE DOORS OPEN
09:30	AWARD WINNERS ROUND TABLE – SHARING BEST PRACTICES
10:00	<p>MORNING SESSION 1:</p> <p><i>Procurement Performance Management</i> Jules Goffre, Partner Procurement and Analytical Solutions, A.T.KEARNEY Building a bolder legacy – latest CPO and CFO survey results</p> <ul style="list-style-type: none"> ✓ Key elements of Procurement Performance Management ✓ 2015 ROSMA cross-industry results ✓ The CFO and CPO communities: bridges to cross ✓ Building the Procurement Brand ✓ Transparency and accountability
10:45	COFFEE BREAK
11:15	<p>MORNING SESSION 2:</p> <p><i>Collaborative Purchasing Model in Category Management</i> Dan Enache, EIPM Executive MBA Alumni, Global Purchasing Coordinator – Polyurethanes, SIEGWERK</p> <ul style="list-style-type: none"> ✓ Fighting against your suppliers vs. be more attractive than your competitors ✓ Category management: create differentiation in your market working closer with suppliers ✓ Collaborative model: 5 steps for a repeatable process
12:00	<p>MORNING SESSION 3:</p> <p><i>Measuring Value</i> François Dousset, Corporate Programmes Director, EIPM How are TCO and VALUE integrated in the Purchasing Governance?</p> <ul style="list-style-type: none"> ✓ Measuring Value: a systematic approach? ✓ Good metrics, bad metrics ✓ Is Purchasing Governance at stake?
12:45	LUNCH

Friday, 11th December 2015

AT THE CONFERENCE CENTRE / BEST WESTERN

14:00

AFTERNOON SESSION 1:

Cyril Pourrat, Vice President Procurement & Shared, *STC*

14:45

AFTERNOON SESSION 2:

New Avenues for Value Creation

Leslie Rowlands, Managing Partner, *GALLUP*

- ✓ Range means untapped value... Do you know how much range you have in your relationships across your top 100 suppliers?
- ✓ Not every supplier or customer relationship is between Supplier of choice - Customer of choice. Why are some relationships so much better than others?
- ✓ Taking the long view of the supplier - employee - customer profit chain. Looking beyond our current horizons to unlock new sources of value.

15:45-16:00

CLOSING REMARKS BY BERNARD GRACIA, EIPM DEAN & DIRECTOR

16:30

BOARDING OF BUS TRANSFER TO GENEVA INTERNATIONAL AIRPORT