

Thursday, 8th December 2016

AT THE CONFERENCE CENTRE / BEST WESTERN

08:00 REGISTRATIONS

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

08:45 ON THE SPOT SURVEY: where are we heading?

09:00 KEYNOTE SPEAKER – 2015 EIPM-Peter Kraljic Award Winner

Customer-centric Procurement: Shifting a Paradigm

Danijel Banek, Executive Director of Central Purchasing, ATLANTIC GRUPA

- ✓ A procurement journey from price centricity to customer centricity: what changes procurement has to make in order to shift its focus
- ✓ Who the customers of procurement are and how to recognize their needs?
- ✓ Is procurement prepared for this paradigm shift?

09:45 MORNING SESSION 1

Agile Sourcing in Banking – raising the stakes

Finn Benny Pedersen, Head of IT Sourcing, NORDEA

The traditional approach to sourcing is still valid, however it may be showing limitations going forward. We will discover what characterizes the call for change when at the same time the compliance and regulatory framework is being tightened.

- ✓ The traditional model and the call for change.
- ✓ Compliance – a curse or a blessing?
- ✓ A route forward to navigate in the sea of change.

10:30 COFFEE BREAK

11:00 MORNING SESSION 2

Advanced R&D Purchasing - Sourcing External Innovation

Laurent Savelli, Head of non-manufacturing Procurement (including Innovation) for R&D and Groups Purchasing Director at STMICROELECTRONICS

Innovation is a major contributor to Business development and a strong pillar to stay ahead of competition. Internal Innovation is usually very well organized (smaller, cheaper, less power consumption ...), but capturing External Innovation is another challenge where Procurement organizations have a key role to play.

- ✓ Where to seek for External Innovations?
- ✓ How to go further and preserve your competitive advantage with Innovating Start-ups?

11:45 SPECIAL SESSION – 2015 Best Speaker

Detlef Schultz, Chairman of the Board, VODAFONE PROCUREMENT COMPANY SARL

12:05 LUNCH

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13:30

INTERACTIVE SESSION

Working with Start-Ups

Dr. Romaric Servajean-Hilst, Associate-researcher **i3-CRG / Ecole Polytechnique** and Managing Partner at **Innov 'n'**

Dr. Hervé Legenvre, Value Creation Observatory Director, **EIPM**

- ✓ Scouting for Start-ups
- ✓ Collaborating with Start-ups
- ✓ Growing with Start-ups

14:45

AFTERNOON SESSION 1

Impact of Digitalization on Purchasing

Robert Grimm, Senior Project Manager, **ROLAND BERGER**

- ✓ Future playing field for purchasing
- ✓ Expected benefits, required competences
- ✓ Impact of start-ups

15:30

COFFEE BREAK

16:00

AFTERNOON SESSION 2

10x Value – The Start-up Innovation Landscape

Jean-Francois Baril, CEO at **CONNECTING PARTNERS** & CEO at **GINKO VENTURES**

- ✓ The story of Ginko Partners
- ✓ The Corporate /Start-up collaboration imperative
- ✓ Selecting the right Start-up to invest in!
- ✓ Entrepreneurs with Value

16:45

AFTERNOON SESSION 3

Bringing meaning through sourcing to our Brands

Paul Gardner, VP One Sourcing Direct Materials & General Manager DanTrade , **DANONE**

- ✓ The overall transformation of Danone
- ✓ The role that sourcing plays within this transformation
- ✓ Holistic value creation
- ✓ A working example of a working alliance

19:30

NETWORKING COCKTAIL

20:30

GALA DINNER & EIPM-PETER KRALJIC AWARDS CEREMONY

Friday, 9th December 2016

AT THE CONFERENCE CENTRE / BEST WESTERN

08:00 CPO BREAKFAST (session on invitation only)

09:15 CONFERENCE DOORS OPEN

09:30 SPECIAL SESSION 1

Ambidextrous Purchasing: a little game

Dr. Hervé Legenvre, Value Creation Observatory Director, **EIPM**

09:45 INTERACTIVE SESSION - Debriefing

Working with Start-Ups

Dr. Romaric Servajean-Hilst, Associate-researcher **i3-CRG / Ecole Polytechnique**
and Managing Partner at **Innov'&**

Sharing main findings

- ✓ Sharing main findings
- ✓ Two additional case studies
- ✓ The challenge of scaling up

10:30 COFFEE BREAK

11:00 MORNING SESSION 1

Innovation in a 'multidimensionally' disrupted industry

David Allard, StelLab@EPFL innovation cell Manager at **PSA GROUP**

- ✓ Competitive threats PSA is facing
- ✓ How PSA reacts : services, open innovation, user experience, mobility services
- ✓ Our vision of the future (video)

11:45 MORNING SESSION 2

A Purchasing Start-up: Genesis and Development

Mélanie Lehoux, **EIPM MBA Alumni** and Founder & CEO at **IBAT**

- ✓ Design thinking and lean start-up
- ✓ Customer development
- ✓ Next steps

12:30 SPECIAL SESSION 2

Rhoda Davidson, **EIPM PROFESSOR**

12:45 LUNCH

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AT THE CONFERENCE CENTRE / BEST WESTERN

- 14:00 **AFTERNOON SESSION 1**
Open Innovation with Start-ups at Schneider Electric
Loic Perret, Purchasing Director – Open Innovation, SCHNEIDER ELECTRIC
- ✓ Start-up: mandatory for successful innovation?
 - ✓ Start-up differences vs usual suppliers / partners
 - ✓ How big players can collaborate with strange animals?
 - ✓ Schneider Electric experience on the topic
- 14:45 **AFTERNOON SESSION 2**
Cognitive Procurement
Maximiliane Glas, VP Customer Success at OLD ST LABS
The goal of Cognitive Procurement is to help procurement professional to make better and faster decisions based on information relevant to the business problems they encounter. Approach includes Problem Solving through self-learning systems, data mining, pattern recognition and information processing.
- 15:30 **CLOSING REMARKS BY BERNARD GRACIA, EIPM DEAN & DIRECTOR**
- 16:30 **BUS TRANSFER TO GENEVA INTERNATIONAL AIRPORT**