

Bernard Gracia's Farewell Conference

Geneva, 12th & 13th December 2024



“Procurement & Supply Management,
Today & After”

Agenda

“45 years of passion, expertise and dedication”

Join us for a once-in-a-lifetime event that celebrates a legacy of learning, growth, and transformation in the world of Procurement and Supply Management. After more than four decades of shaping the careers of thousands of professionals across the globe, Bernard Gracia, Founder of EIPM, is hosting his **Farewell Conference**, an unmissable two-day journey through the past, present, and future of Procurement.

Why Attend?

This isn't just a conference; it's the culmination of over 45 years of passion, expertise, and dedication. From playing a pivotal role in launching the world's first Master in Industrial Purchasing (MAI) in 1976, to founding EIPM in 1990, Bernard Gracia has been a driving force behind the education and development of Procurement professionals worldwide. His career has focused on building a thriving community of experts, many of whom have gone on to become not only CPOs, but also CEOs, General Managers, Sales Leaders, and more. With a deep understanding of how this critical function has evolved, Bernard is now ready to share the ultimate lessons learned throughout his remarkable journey.

Through his insights and those of a carefully selected group of speakers, being exclusively among either his Clients or his Alumni from MAI & from EIPM, this conference is not only about Purchasing & Procurement techniques but mainly about People in our VUCA world: how people can change and help to change & transform? This conference explores not just the current state of Procurement but also its potential as a springboard for future career growth hence the title:

“Procurement & Supply Management, Today & After”



What can you expect from this conference?

Key Highlights:

- **Stream 1: Lessons learnt from Procurement when becoming a CEO or GM**

Hear from former Procurement professionals who are now CEOs & GMs, their journeys to become CEOs (mindset shifts, new environments..) . These leaders will also provide their point of view on Purchasing today seen from their current roles, offering valuable perspectives on the evolving relationship between Procurement and overall business strategy. They will also focus on their points of concerns in their today's CEOs roles.

- **Stream 2: Topics of Concern for CPOs today**

Dive into pressing topics for today's CPOs, including:

- Digitalisation & AI: Success stories, difficulties in implementing, dream or nightmare.
- Sustainability, Circular Economy, Decarbonation: implementation in various sectors presenting success stories.
- Mergers & Acquisitions role: A Key focus for a CPO to be part of the Due Diligence and to build a new organisation.

- **Stream 3: Lessons learnt from Procurement when transitioning into Sales Management**

Hear from former Procurement professionals their journeys to become Business Mangers &/or Sales Leaders. They will focus on the main changes between those functions, how they see Purchasing today from their current roles They will also speak of their points of concerns today in their new positions.

- **Stream 4: AI-based Tools Supporting Procurement**

- AKIROLABS, presenting an AI based tool to help in defining & implementing new agile Categories strategies.
- SiIRION, presenting an AI based Contract Life Cycle Management tool.

More Than Just an Event—A Celebration

This conference is about people—those who have been mentored, trained, and inspired by Bernard Gracia. It's a celebration of the **success stories**, the **challenges overcome**, and the **shared passion** for advancing Procurement as a strategic function.

A Legacy of Learning, celebrating Bernard's extraordinary career through inspiring success stories from the global Procurement community he helped create Beyond the thought-provoking sessions, expect to enjoy also the **15th EIPM-Peter Kraljic Awards Ceremony**, Gala Dinner, plenty of networking with peers and industry experts.



Farewell Conference Programme

Thursday 12th December 2024 - Morning

Speakers are listed in order of appearance

9:30

Bernard Gracia

Welcome and conference opening



**MANN+
HUMMEL**

Suresh BALAN

MANN+HUMMEL Global Head for Business and New Products,
Life Science & Environment

"Future existence of purchasing role in business"



Detlef SCHULTZ

VODAFONE Former Global Supply Chain Managing director
VODAFONE Former CEO Procurement Organisation

"From a Multinational CPO to a startup"



HEC PARIS

Eida SIMONASKA

Top Management Advisor,
Affiliate Professor HEC Paris

*"strengths that bind - how
capabilities define limitations."*



Karim CHAIBLAINE

NESMA Mobility CEO

*"My international journey in mobility from
Purchasing, M&A, Innovation to CEO"*

■ ■ Coffee Break ■ ■



dsm-firmenich ●●●

Gianluca COLOMBO

dsm firmenich CPO

*"Procurement at the heart of a merger of Equals:
Procurement bringing progress to life"*



Alex MARTIN

SAP Supplier Collaboration & Innovation Manager

"Creating Value Generation: SAP Runs SAP"



savills

Maxi GLAS

SAVILLS Director Service +

*"How to make AI & Sustainability
real in Services industry"*

Farewell Conference Programme

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■ ■ Roundtable ■ ■

Presentation of three AI based Procurement tools



Michael PLEUGER
Co-Founder & CEO



Tobia La Marca
Director of Strategic
Sales



Renaud Vadon
Regional Sales Director
South Europe

■ ■ Lunch time ■ ■



Hervé LEGENVRE
EIPM Research Director

*"Buyers will be kings: Two scenarios
about the future of procurement"*



Heinrich BERGER

ICL VP Global Raw Materials Procurement & Global Procurement Center

*"Lifelong learning in Procurement
in the Chemical Industry"*



Shengli ZANG
SEW EURODRIVE Managing Director China

"A 30-year journey for a salesman to become GM in China"

■ ■ Coffee Break ■ ■

FAREWELL CONFERENCE PROGRAMME

Thursday 12th December 2024 – Afternoon

Speakers are listed in order of appearance



PANDROL

Xavier SARRAT
PANDROL Group CPO

"Re-imagining Purchasing Management to be a Catalyst for Business Change in a VUCA Environment"

Virginie VAST

AMAZON, Global Head of Procurement | Social & Community Impact

"New ways of thinking procurement to give back to communities with suppliers"



Hani ALSAIGH
Saudi Supply Chain and Procurement Society,
Board Member

"How AI can boost Productivity and elevate Procurement brand ? »

ISYBUY

Mélanie LEHOUX
ISYBUY CEO

"My journey from Purchasing to CEO after creating my E-Proc Company »



Moët Hennessy

Dominique LEBIGOT
LVMH Wines & Spirits CPO

"The 2030 Procurement Journey"

ADRIA

LEKSE Marko
ADRIA Group Procurement Director

"Procurement in 2025"



Salvatore BERNABEI
ENEL GREEN POWER Head of Enel Green Power and Thermal Generation, CEO of Enel Green Power

"My journey from CPO to CEO"



Break

18:30

**Executive Diploma graduation
Ceremony of the 15th EIPM-Peter Kraljic Awards**



19:15
Cocktail

20:30
Gala dinner

FAREWELL CONFERENCE PROGRAMME

Friday 13th December 2024 – Morning

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9:00

Introduction by Bernard Gracia



E.ON Czech Republic

Claudia VIOHL

E.ON Czech Republic, CEO & Chairperson of the Board

"My journey from CPO to CEO"

HMD

Jean-François BARIL

HMD Co-Founder, Chairman & CEO, General Partner for Ginko Ventures

*"People and Partnership,
the bridge from Purchasing to CEO"*



L'ORÉAL

OPERATIONS

Lily XU

L'OREAL, WW Indirect Purchasing POS Category Lead

*"From Local buyer after MBA,
to WW Category Lead"*

THALES

Building a future we can all trust

Roque CARMONA

THALES Group CPO

*"Drive a Supply Chain resilience
in Defence Industry"*



JABIL

Philippe ROGER

JABIL VP Business Development

*"Commercial relationship:
a journey from purchasing to sales"*

■ ■ Coffee Break ■ ■

FAREWELL CONFERENCE PROGRAMME

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Alinur MUKATAYEV

KATKO Orano Supply Chain Director

"Building a sustainable Supply Chain in a risky environment in the extraction industry"



Bertrand CONQUERET

HENKEL CPO and President HENKEL Supply Chain,
Co-Founder Together for Sustainability,
Co-Founder Procurement Sustainable Pledge :

*"Procurement is more than a Role;
It is a Responsibility! "*



FERRARI

Antonio TROTTA

Purchasing Powertrain & Transmission Manager

*"Navigating challenges and innovations
in sport cars procurement"*

12:30

Closure of the conference

12:45

lunch



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*Bernard warmly thanks the following Sponsors
and Partners for their trust & commitment*



*This Program has been created by Bernard GRACIA
specifically for his FAREWELL CONFERENCE.*

*Bernard thanks all the speakers who did accept to participate
and contribute to this Event.*

*This contribution shows the spirit of the "EIPM Family"
(around its well-known & recognised Blason)
Bernard has created and always been developing.*

