

# EIPM 2025 Master class

## **Latest trends in Procurement:**

### **Embracing Curiosity, Leading Systemic Change, Creating Momentum & Engagement.**

This master class aims to equip procurement professionals with an ability to lead, navigate and shape the future of their organizations through curiosity, systemic understanding, and engaging leadership. Each session would not only provide theoretical insights but also practical tools, real-life examples and discussion to ensure applicability in daily activities.

The format of the Master Class consists in 5x 2H30 minutes session with Procurement Executive who share some highlights related their strategy, organisation, preferred projects and leadership style. In the least sessions participants debrief their learning and plans.

The aim of the sessions is to have engaged conversations and exchange between participants and Executives. We can also invite one expert or an academic for one of the five sessions to share knowledge with participants

## **Our speakers**

### **11<sup>th</sup> of March 9.30 to 12.00 Paris time**

**Emmanuelle Pikety** is Vice President Procurement Electronics at Signify. She has over 20 years of global expertise in procurement, covering direct, Indirect, and finished goods categories. She has managed portfolios exceeding \$1.3 billion and led transformation initiatives across industries, consistently delivering measurable, results-driven outcomes.

Emmanuelle will cover

- Procurement strategy and organisation
- Diversifying sources of production in Asia
- Working for European and American companies
- Delivering value through innovation, collaboration, and a commitment to execution

### **13th of March 9.30 to 12.00 Paris time**

**Hani Alsaigh** is the Vice President of Shared Services, overseeing procurement, warehouse management, administration, fleet, facilities, and materials. With over 24 years of experience, he is a leading figure in procurement in Saudi Arabia and the wider region.

Hani is deeply passionate about leveraging AI to transform procurement processes and is a strong advocate for the role of procurement in driving both business performance and sustainability goals.

Hani will cover

- Procurement strategy and organisation
- Build transformation roadmap for procurement
- AI in procurement

### **18th of March 9.30 to 12.00 Paris time**

**Tolga Tomruk** is the SCM Networks and Digital Transformation Director at Vodafone. He has led the restructuring of supply chain management teams, implementing innovative solutions that significantly reduce costs and enhance customer satisfaction across diverse, multicultural environments. A passionate leader, Tolga is dedicated to taking procurement in new and transformative directions.

Tolga will cover

- Vodafone Procurement Company: Overview Strategy and Organisation
- VPC digital Journey
- VPC Design to cost capabilities
- Tomorrow street; scaleup accelerator
- Working in ecosystems

### **20th of March 9.30 to 12.00 Paris time**

**Dominique Lebigot** is Chief Purchasing Officer, LVMH Wines & Spirits Dominique's unparalleled expertise stands as a beacon of excellence in the global purchasing community. Having held senior purchasing roles across diverse industries, his visionary leadership has solidified his status as an undeniable authority in procurement worldwide.

Dominique will cover

- LVMH Wines & Spirits procurement strategy and organisation
- The 2030 Procurement Journey
- Creating a vibrant community of buyers

### **22nd of March 9.30 to 12.00 Paris time**

**Hervé Legenvre** is EIPM research director, Hervé is a thought leader and educator at the European Institute of Purchasing Management (EIPM), where he bridges cutting-edge research with practical insights to drive innovation in procurement and supply management. With extensive experience in both academia and industry, Hervé is recognized for his expertise in

reshaping procurement practices and fostering value creation through collaboration and strategic thinking.

Hervé will cover

- Embracing Curiosity, Leading Systemic Change, Creating Momentum & Engagement
- AI 3C: Curiosity, Critical thinking and Capitalisation
- Working in ecosystems

### **25th of March 9.30 to 12.00 Paris time**

**Hervé Legenvre** is EIPM research director, Hervé is a thought leader and educator at the European Institute of Purchasing Management (EIPM), where he bridges cutting-edge research with practical insights to drive innovation in procurement and supply management. With extensive experience in both academia and industry, Hervé is recognized for his expertise in reshaping procurement practices and fostering value creation through collaboration and strategic thinking.

Hervé will cover

- Embracing Curiosity, Leading Systemic Change, Creating Momentum & Engagement
- AI 3C: Curiosity, Critical thinking and Capitalisation
- Approaching Systemic changes In procurement
- Creating Momentum and engagement: The case of data sharing

### **27th of March 9.30 to 12.00 Paris time**

Participants share their lessons learned from the Master Class sessions and Integrate them in their roadmap

Here's a detailed outline of the key ideas and objectives for each theme:

## 1. Embracing Curiosity

**Objective:** Foster a culture of continuous learning and innovation within procurement teams.

- **Curiosity as a Strategic Asset:** Discuss how curiosity drives better market understanding, innovative sourcing strategies, and improved supplier relationships.
- **Questioning the Status Quo:** Encourage professionals to challenge existing processes and assumptions to uncover inefficiencies and areas for improvement.
- **Leveraging Technology and Data:** Explore how advanced analytics, AI, and other digital tools can be used to enhance decision-making and predictive capabilities.

## 2. Systemic Change

**Objective:** Equip procurement leaders with the skills to implement and lead change across industries.

- **Understanding Systems Thinking:** Provide a framework for seeing the big picture and how different elements within the procurement process are interconnected.
- **Driving Sustainable Practices:** Emphasize the role of procurement in promoting sustainability through ethical sourcing, waste reduction, and carbon footprint management.
- **Change Management Strategies:** Offer strategies for managing resistance, aligning stakeholders, and embedding new practices within the procurement function.

## 3. Creating Momentum and Engagement

**Objective:** Develop leadership skills to build team cohesion, motivate staff, and drive operational success.

- **Inspirational Leadership:** Focus on the importance of visionary leadership that inspires and motivates teams inside and outside the company to achieve shared goals.
- **Communication Excellence:** effective communication strategies that enhance transparency and foster an inclusive culture.
- **Engaging Stakeholders:** Discuss techniques for engaging a variety of stakeholders, including internal teams, suppliers, and the wider community, to build strong relationships and drive project success.