

The 1st EIPM International Workshop



THE SOURCE FOR PURCHASING

23rd September 2005

“Managing Electricity Supply Contracts”

International Conference

Organised by

The European Institute of Purchasing Management EIPM, Archamps – France

With the support of SwissElectricity.com SA, Geneva – Switzerland

OBJECTIVES

This Conference is dedicated to executives & engineers of all industries & sectors; especially to purchasing officers and everyone concerned with electricity utilities management & electricity supply management.

It addresses issues related to the choice of a power supplier as well as to the optimal management of electricity purchasing contracts at corporate level.

Our seminar is topical. Since July 1st, 2004 indeed all professional & enterprises are able to choose their electricity supplier throughout Europe.

Speakers are executives at responsible level coming from leading electricity companies, large corporate consumers, electricity exchanges, electricity trading companies, as well as consulting (SwissElectricity.com SA) & academic experts.

The Conference deals with the general feature of European electricity markets with their actors (electricity producers, grid & network operators, regulation & competition authorities, consumers), as well as pricing & market structures.

The key element of this Conference is the negotiation of electricity supply contracts.

Our goal is to bring executives from various backgrounds to get familiar with the benefits of optimal contents & clauses of electricity supply contracts.

Adequate choices in that area can bring about important benefits to industries & organizations of all sectors of activities.

EIPM Electricity Workshop – 23rd September 2005 Seminar Program

- 08.40– 09.00** Opening of the Conference by **Bernard Gracia (Director of EIPM)**
- 09.00 - 09.45** The electricity purchasing officer within his/her corporation, by **Cyndi Kohuska (Strategic Sourcing Energy & Industrial Gases Europe, c/o Dupont de Nemours)**
- 09.45– 10.30** The opening of the European electricity markets. Electricity pricing & market types: posted prices & tariffs, over-the-counter markets & organised exchanges. Access to the network, taxes. Actors : electricity producers & suppliers ; network ; exchanges & spot markets ; industrial & corporate end-consumers ; regulation authorities, by **Professor Jean-Baptiste Lesourd (Université de la Méditerranée)**
- 10.30 – 10.45** *Coffee break*
- 10.45– 11.30** Competition on European electricity markets & regulation, by **Tor Arnt Johnsen (Senior Adviser, Norwegian Electricity Authority & Senior Researcher, Norwegian School of Management, BI)**
- 11.30– 12.15** The role of electricity spot & futures markets, by **Jean-François Conil Lacoste (CEO, Powernext SA, Paris)**
- 12.15– 13.15** The point of view of an electricity trader by **Pierre Buffière de Lair (EOS, Lausanne – Switzerland)**
- 13.15– 14.30** *Lunch*
- 14.30– 15.30** Panel discussion between representatives of two large electricity distribution companies. Topics : The opening of European electricity markets in specific areas (UK, Northern Europe, other European countries) ; commercial contracts & policies.
Participants: **Guy Buckenham (Managing Director, Major Business, EDF Energy, London - UK).**
Carlo Pellizzari (representing Electrabel Suez Group).
- 15.30– 15.45** *Coffee break*
- 15.45 - 16.30** How to choose the most suitable solution. Opportunities, challenges & difficulties. Definition & check list of requirements. Setting up specifications for competitive tender (technical & financial clauses) by **Claude Cornaz (SwissElectricity.com, Geneva – Switzerland)**
- 16.30 – 17.00** Conclusion, by **Bernard Gracia (Director of EIPM)**
- 17.00** *End of the Conference*