



The 11th EIPM ANNUAL CONFERENCE

“The Role of Purchasing in the Quest for Company Excellence”

AGENDA

Wednesday 6th December 2006

At the EIPM Campus:

For participants arriving early, there will be revolving Presentation of the Blended Learning Solution followed by an Individual trial coaching.

Presentation Sessions starts at 2pm, 3pm, 4pm and 5pm.

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| 18.00 – 19.30 | Official Registration at the convention centre & Aperitif |
| 19.30 | Welcome EIPM presentation & Networking buffet at the convention centre |

Thursday 7th December 2006

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| 08.00 – 17.00 | Registration Desk Open |
| 08.00 – 08.30 | Morning Networking Coffee |
| 08.30 – 08.45 | Welcome address
Bernard Gracia, Director – EIPM |
| 08.45 – 09.30 | Dr. Peter Laurence, Research Director – EIPM
“The Future of Purchasing – Responding to the Drivers of Change”

Launching the EFQM – EIPM Framework for Excellence |
| 09.30 – 10.15 | Hervé Legenvre, Head of Major Accounts - EFQM
Ohanes Missirillian, Taylor made Course Director – EIPM
“EIPM & EFQM Framework for the Management of External Resources” |
| 10.15 – 10.45 | Coffee break |
| 10.45 – 11.30 | Dieter Gleisberg, CPO – SONOPRESS/ARVATO
Robert Ohmayer, Partner – ROLAND BERGER
“Aligning the Purchasing Organisation to Corporate Strategy” |
| 11.30 – 12.15 | Xavier Cassagnol, CPO - FCI
Kris Timmermans, Partner – ACCENTURE
“Driving Excellence through Value Targeting, Tracking and Budget Integration” |
| 12.15 – 14.00 | Lunch |



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- 14.00 – 14.15** **Presentation of the EIPM Salary Survey**
- 14.15 – 15.00** Helmut Rojas, Purchasing Director European Operations and Advanced Purchasing - **AUTOMOTIVE LIGHTING**
“Managing Business Complexity through Cross-functional Materials Rationalisation and Harmonisation”
- 15.00 – 15.45** Philippe de Jongh, Capability Development Director – **UNILEVER SUPPLY CHAIN ACADEMY**
“Building capabilities to deliver strategic objectives”
- 15.45 – 16.15** Coffee break
- 16.15 – 17.00** Jan van Mierlo, Vice President Philips CE Purchasing & Supply and Certified Senior EFQM Assessor- **PHILIPS**
“Process survey tools –Philips experience with assessing the maturity of business excellence”
- 17.00 – 18.00** **Round table discussions**
Meet the presenters of the day and continue the debate on your chosen subject
- 19.15** Reception & Traditional Swiss Dinner in Geneva – Departure by bus

Friday 8th December 2006

- 08.30 - 08.35** Introduction of the day
- 08.35 - 09.20** Dr. Corey Billington, Professor of Operations Management & Procurement - **IMD**
“Product Innovation – Securing Procurement’s Contribution”
- 09.20 - 10.10** Paul Niehe, Senior Project Manager - **KPN**
Rob van der Kolk, Management Consultant, SCM Consulting Services - **CAPGEMINI**
“Optimising the Procurement Process at KPN using P2P Channel Management of CapGemini
- 10.10 - 10.45** Coffee break
- 10.45 - 11.30** Hiroaki Hirano, President and CEO – **MASAÏ, JAPAN**
“Turn-around of a Traditional Japanese Manufacturer through Purchasing Optimisation”
- 11.30 - 12.15** Masood Hassan, Partner – **PRTM** - *Subject to be confirmed*
- 12.15 - 13.45** Lunch



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- 13.45 - 14.00** Dr. Peter Laurence, Research Director – **EIPM**
“The EIPM platform for research – reaching out to business”
- 14.00 - 14.45** Nando Galazzo, VP procurement - **BOREALIS**
“Using SCOR Model in Collaborative Procurement”
- 14.45 - 15.30** Dr. Nicolas Reinecke, Principal – **McKINSEY**
“Using a detailed “Excellence in PSM” assessment tool to demonstrate how excellence in PSM influences financial company performance.”
- 15.30 - 15.45** Coffee Break
- 15.45 - 16.30** **Panel discussion**
“Excellence in Purchasing and Supply Management as a direct driver of company performance”
- 16.30 - 16.40** Closing remarks
- 17.00** Bus Departure to the airport



THE SOURCE FOR PURCHASING

The European Institute of Purchasing Management
E.I.P.M.

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