



PURCHASING CULTURE 4.0

22nd EIPM Annual Conference
14 – 15 December 2017

Wednesday, 13th December 2017

AT THE EIPM CAMPUS

14:00 TRAINING AND DEVELOPMENT AFTERNOON

SESSION 1: PROCUREMENT ACADEMY

SESSION 2: PURCHASING TRAINING

SESSION 3: PEOPLE DEVELOPMENT

LATEST DEVELOPMENT AT EIPM

- ✓ Evolution of the Competence Assessment Tool
- ✓ Maturity of Purchasing Organisation assessment
- ✓ New training offer
- ✓ Winning People Development strategies

AT THE CONFERENCE CENTRE / BEST WESTERN

18:30 REGISTRATION OPENS

19:00 NETWORKING COCKTAIL & BUFFET

Thursday, 14th December 2017

AT THE CONFERENCE CENTRE / BEST WESTERN

08:00 REGISTRATIONS

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

09:00 2016 EIPM-Peter Kraljic Award Winner: Listen to the Best in Class

Purchasing Philosophy and Culture at Essilor

Aurelien Rothstein, CPO, **ESSILOR**

- ✓ Community Management
- ✓ Sustainability
- ✓ Innovation and creativity

09:45 Consultant Point of View

Beyond Technology: Driving The Digital Transformation Of Procurement

Mélani Flores, Practice Leader, Procurement Advisory, **THE HACKETT GROUP**

Delivering the future model for procurement will pervasively encompass not only new technology but also new agile ways of working designed to achieve substantially different business outcomes. But how to ensure that technology innovation meets business innovation to deliver the transformation required?

In this session, The Hackett Group will share its view on how Digital transformation goes way beyond technology, and insights in how advanced organisations are preparing their Procurement teams to play a leading role in this significant period of change. How to lead, embrace and deliver the digital transformation of Procurement.

10:30 COFFEE BREAK

11:00 TELECOM Point of View

Culture change starts with you and ends with you

Hani Alsaigh, GM of Technology Procurement, **STC**

- ✓ Enhanced Leadership
 - Changed from authoritative to consultative
 - Changed from micro-managing to empowering
 - Changed from working in isolation to collaboration
- ✓ Implemented new STC Values

- One STC – work across teams as one team
- Lead by agility - empower people to make decisions
- Build trust – share knowledge and allow people to fail
- ✓ Built talent pipeline
 - Brought in graduates with fresh thoughts
 - Brought in experts with strong technology experience
 - Built diversity of skills to complement each other

11:45 ENERGY MANAGEMENT AND AUTOMATION Point of View

Purchaser 4.0, a challenge for purchasing organizations

Loic Perret, Purchasing Director – Co-Innovation, **SCHNEIDER ELECTRIC**

- ✓ Why and how to transform purchasing to support business development ?
- ✓ Key trends with significant impact on missions and activities (innovation, digital, AI, millennials, compliance ..)
- ✓ Possible impacts for purchasing community ?

12:30 LUNCH

14:00 INTERACTIVE SESSION

Innovation Culture

Elmar Holschbach, Professor of Supply Management and Organization,
South Westphalia University of Applied Sciences, Hervé Legenvre, Director
Observatory of Value Creation, **EIPM**

During this session we will explore how to foster an innovation culture within purchasing.

This will be an highly interactive session where we will look at how to

- ✓ Discover and challenge new ideas
- ✓ Become more creative and less risk adverse
- ✓ Embrace diversity and persevere to deliver results
- ✓ Show leadership while offering autonomy to people

15:15 IT Point of View

From Procurement Clout to Procurement Cloud

Emmanuel Erba, Group CPO, **CAPGEMINI**

- ✓ Competitiveness, Globalisation and Digitalisation : the transformation context
- ✓ Everything as a service: a major cultural change
- ✓ Towards the procurement cloud

16:00 COFFEE BREAK

16:30 Consultant Point of View

Ingmar Crispin Schaefer, Project Manager/Operations Strategy, ROLAND BERGER

- ✓ "Procurement Excellence" today
- ✓ Procurement 4.0
 - Digital disruption on macro-level
 - Examples of digitized operations in Procurement
 - Challenges imposed by Procurement 4.0
- ✓ Procurement Culture 4.0
 - Definition of Procurement Culture 4.0
 - Agility...
 - Diversity...
 - Change Management... as key components of moving towards Procurement Culture 4.0

17:15 ACADEMIC Point of View

"Are we leading or being led?"

Prof. Danica Purg, Founder & President, IEDC Bled School of Management

- ✓ The main features of our times are quantity and complexity
- ✓ How to beat the computer?
- ✓ How to stay in the lead?
- ✓ The leader as an artist

19:30 NETWORKING COCKTAIL

20:30 GALA DINNER & EIPM-PETER KRALJIC AWARDS CEREMONY

Friday, 15th December 2017

AT THE CONFERENCE CENTRE / BEST WESTERN

08:00 CPO BREAKFAST (session by invitation only)

08:45 CONFERENCE DOORS OPEN

09:00 FINDINGS FROM DAY 1 INTERACTIVE SESSION

Led by **Elmar Holschbach, Professor of Supply Management and Organization, South Westphalia University of Applied Sciences**, **Hervé Legenvre, Director Observatory of Value Creation, EIPM**

09:45 EIPM-Peter Kraljic Award Winners 2017

Round Table: participants will be announced at the Gala Dinner on the 14th December 2017

10:30 COFFEE BREAK

11:00 EIPM Executive MBA ALUMNI

Emotional Intelligence within Purchasing

Daniele Fenice, Head of Procurement Strategy and Development,
THYSSENKRUPP PRESTA

- ✓ What is EI and why it matters
- ✓ E.I. and Stakeholder's satisfaction
- ✓ E.I. in Change Management
- ✓ How to develop Self-awareness

11:45 AUTOMOTIVE Point of View

Aiming towards a Sustainable Supply Chain - Win Win Situation

Umit Sengezer, Senior Manager, TOYOTA MOTOR EUROPE

12:30 LUNCH

14:00 PANEL DISCUSSION: views from across the World

Speakers TBC

14:45 INTERACTIVE SESSION

Procurement Negotiations in the Digital Age

Angus McIntosh, Associate Director, TN, (Former CPO at Beiersdorf)

- ✓ What is happening to the digitization of Procurement?
- ✓ Why some are saying that this is the end of negotiation.
- ✓ Why that is wrong, but presents you with an opportunity for competitive advantage.
- ✓ What you need to do about it.

15:30 CLOSING REMARKS BY BERNARD GRACIA, EIPM DEAN & DIRECTOR

16:00 BUS TRANSFER TO GENEVA INTERNATIONAL AIRPORT