



PURCHASING CULTURE 4.0

**22nd EIPM Annual Conference
14 – 15 December 2017**

Wednesday, 13th December 2017

AT THE EIPM

15:00 TRAINING AND DEVELOPMENT AFTERNOON

SESSION 1:

How learning is supporting a transformation journey in Procurement
Gil Perrot, Head of Land Logistics Purchasing, **ARCELOR MITTAL**

SESSION 2:

How transformation has been supported by training....Optima program 1 year after!
David Lomott, Senior Procurement Training Manager, **E.ON**

SESSION 3:

Cognitivism & knowledge management in the changing world of Procurement
François Dousset, **EIPM**

“This session will focus on how the latest trends of cognitivism can help HR to :

- ✓ Create a “learning appeal” based on emotional needs and satisfaction
- ✓ Approach differently the latest generations, satisfying new needs towards jobs and careers
- ✓ Target new learning skills, necessary to survive in an increasingly fast-moving environment
- ✓ Understand the new modes of learning and acquiring knowledge;
- ✓ Build then new ways to teach & train.”

LATEST DEVELOPMENT AT EIPM

New EIPM education and training solutions for Purchasing 4.0
Katia Lotte , Educational Programme Manager, **EIPM**

How competence assessment and eliminating gaps can support the transformation in Procurement
Magali Batoux, Talent Assessment and In-Company Project Manager, **EIPM**

HALL AT THE CONFERENCE CENTRE / BEST WESTERN

18:30 REGISTRATION OPENS

19:00 NETWORKING COCKTAIL & BUFFET

Thursday, 14th December 2017

AT THE CONFERENCE CENTRE

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

Thursday, 14th December 2017

AT THE CONFERENCE CENTRE

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

Leading with purpose

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

08:00 CPO BREAKFAST (session on invitation only) at MENOGE Conference Room

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 led by **Dr Peter Kraljic** and **Bernard Gracia**: other 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**

- ✓ Toyota highlights
- ✓ Mutually... Engaging, Challenging, Supportive
- ✓ Difficulties & take-away

12:30 LUNCH

14:00 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.

14:45 PANEL DISCUSSION

Speakers TBC

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

16:00 BUS TRANSFER TO GENEVA INTERNATIONAL AIRPORT