

Meet the CPOs in Champagne

26th CPO Round Table
4 & 5 July 2019



Hosted by
LVMH Wines & Spirits

Enabling Business & Revenue Generation



Over the past 10 years, Purchasing has evolved into a function that impacts the total cost of ownership, sustainability and innovation. Today, as purchasing teams are more strategic to the business, new opportunities emerge for them to enhance the total business performance.

In this context, during the Round Table we will explore how Purchasing contributes to generate new business advantages and to nurture revenue making opportunities.

Our focus will be to identify different levers that can be activated to make this happen. We will also look at the conditions for success, including the development of a vibrant community of Buyers who see their roles evolving.

CPO: KEEP UP WITH CHANGES AND CONTRIBUTE TO THE BUSINESS COMPETITIVENESS!

04 July Day 1

The first day of the Round Table will be dedicated to analyse the opportunities which Purchasing can explore to be the driving force behind the generation of business and revenue. We'll focus on:

- **Creating revenue opportunities**
- **Growing together with suppliers**

05 July Day 2

On the second day, the focus will be on how to create a network of willing professionals sharing the same values and the same enthusiastic approach to Purchasing.

- **Developing a vibrant people community in Purchasing**

WEDNESDAY - 3rd JULY

20.30 Welcoming dinner at Hotel de la Paix - Reims

THURSDAY - 4th JULY

08.15 Depart from Hotel de la Paix

08.20 Welcome coffee

08.30 Opening presentation by Hervé Legenvre - EIPM
How Purchasing Contributes to Generate Business and Revenue: Setting the Context

09.30 Presentation by Dominique Lebigot, CPO at LVMH Wines & Spirits
Supplier Activation Plan at Moët Hennessy Purchasing

10.30 Networking break

11.00 Presentation by Emmanuelle Wallon, CPO

12.00 Defining the workshop for the afternoon session

12.30 Lunch

13.45 Workshop and Workshop debrief

15.15 Additional topics and update on the *Fifth Generation Purchasing* book

16.30 Departure for Epernay
Private visit of Moët & Chandon cellar & dinner at Epernay
Return to the Hotel in Reims after the dinner

FRIDAY - 5th JULY

08.00 Depart from Hotel de la Paix

08.15 Welcome coffee

08.30 Presentation by Dominique Lebigot, CPO at LVMH Wines & Spirits
Creating an Unified Network at Moët Hennessy Purchasing

09.15 Presentation by Claudia Viohl, CPO at E.ON

10.00 Input from all participants

11.00 Visit of the Ruinart private cellars, followed by buffet lunch

14.00 Workshop. Additional points for discussion. Debriefing.

15.00 Final presentation by Hervé Legenvre
The Rise of Large Scale Open Source Collaboration

15.30 Final remarks and end of the Round Table

Practical Information

03

- WELCOMING DINNER

04

- ROUND TABLE DAY 1
- MOËT & CHANDON CELLAR VISIT
- DINNER AT CHANDON HOTEL

05

- ROUND TABLE DAY 2
- RUINART CELLAR VISIT
- SEQUEL OF DAY 2
- CLOSING

ABOUT THE ROUND TABLE

The EIPM CPO Round Table provides the opportunity to tackle the major challenges Purchasing is facing, as well as exchange best practices and benchmark in a private and selected environment.

This well-established forum brings together a limited number of leading executives and guest speakers during two days of intensive exchanges. The event includes short company cases, interactive workshops and high level debates.

FEES

Registration includes meals, visits, local ground transportation and documentation. Does not cover accommodation expenses.

Credit Card payments 1'500 € + VAT
Bank Transfer payments 1'700 € + VAT

REGISTRATION

To register, please visit www.eipm.org or contact Ms Silmara Codeville at scodeville@eipm.org or +33 4 50 31 5686.