



EIPM CONFERENCE



FIFTH GENERATION PURCHASING

PACE & POWER

26 & 27 MARCH 2020
PARIS - FRANCE

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PACE & POWER

Over the past years EIPM has investigated how Purchasing Organisations evolve to best respond to the current changes in industry and society.

More than ever, as Purchasing leaders, we are expected to deliver on multiple fronts. We are seated on a nexus of tensions and contradictions that make our work challenging, fascinating and essential.

Indeed, most of us need to:

- excel at both efficiency and innovation,
- leverage digital tools and strategic conversations,
- master standardisation and personalisation,
- provide results on both cost and sustainability performance.

In this context, one-size-fits-all approaches are irrelevant, adaptability is of utmost importance. We need to concurrently operate different ways of working to address diverse situations. And we need to be able to move swiftly from one to another as the world evolves around us.

With leading practitioners we have created a new framework that puts the pace of change at the heart of how we deliver on varied objectives and get things done.

This framework describes six work modes that Purchasing Organisations need to master. Our 2020 Conference explores how these work modes are implemented.

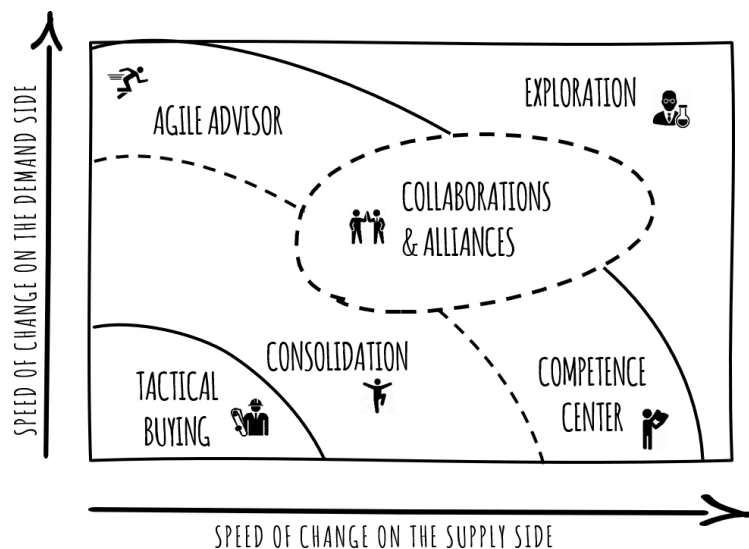
THE FRAMEWORK

The six work modes are based on the speed of change and on both the demand and the supply side. Purchasing teams will need to adopt a business mindset and move swiftly from one work mode to another

How advanced are you?

1. Do you have teams capable of leading consolidation projects that add value to the business?
2. Have you made significant progress on tactical buying over the past two years?
3. Do you support collaboration programmes with strategic suppliers?
4. Do you have teams who anticipate and accelerate as needed, acting as agile advisor to the business?
5. Do you have a team that explores opportunities well beyond current major suppliers, acting as a competence centre to the business?
6. Do you have people who lead and support exploratory projects with a business mindset?

If you have answered yes to these questions, you qualify as a Fifth Generation Purchasing Organisation that delivers all their goals and masters all the required practices to excel.



AGENDA - DAY 1

THURSDAY - 26 MARCH

13:00 Registrations open

13:30 Opening

by Bernard Gracia, EIPM President

14:00 Fifth Generation Purchasing

by Hervé Legenvre, Value Creation Observatory Director at EIPM

14:45 Interactive Session

Fifth Generation work modes

15:30 Case Study

Collaboration & Alliances: a Guerlain Case Study by Aldric Vignon, Partner at Argon&Co, and Lourdes Hernandez, Director, Industry and Luxe at Sigfox

16:30 Coffee break

17:00 Company Case

by Fabrice Thomas, VP/GM Global Supply Chain at Agilent

17:45 Company Case

Building a vibrant Procurement community at Moët Hennessy by Dominique Lebigot, CPO at LVMH Wines & Spirits

18:30 End of Day 1

20:00 Cocktail at Pullman Tour Eiffel

21:00 Gala Diner at Pullman Tour Eiffel

How macro-trends are anticipated to influence business strategies
by Didier Michaud Daniel, CEO at Bureau Veritas Group

Developing at once a strong, singular team identity and an ability to rise to
different sorts of challenges on the way to success

by Fabien Galthie, Head Coach of the French Rugby team

AGENDA - DAY 2

THURSDAY - 27 MARCH

08:00 CPO Breakfast

08:45 Conference Doors open

09:30 Bee-app Presentation

by Hervé Legenvre, Value Creation Observatory Director at EIPM

10:00 Company Case

Bringing together large corporations to develop and nurture an Innovation-focused ecosystem by Christophe Lienard, Chief Innovation Officer at Bouygues Group

10:45 Coffee break

11:15 Interactive Session

Marketplace. Success stories by upcoming Generation

Introduction by Emmanuel Erba, Group CPO, EVP at Capgemini and Hervé Legenvre, Value Creation Observatory Director at EIPM

Presentations of the cases by:

Hani M. Alsaigh, STC

Rainer W. Shea, Capgemini

Andressa Reis, Heineken

Fatih Vardareli, Toyota Motor Europe

Mariya Bogdanova, Toyota Motor Europe

12:00 Summary

Cases review and App presentation by Hervé Lengenvre, EIPM

12:30 Lunch

14:00 Highlights from the last CPO Round Table

Animated by Hervé Lengenvre, EIPM

15:00 Closing Remarks by Bernard Gracia, EIPM President

PRACTICAL INFO

DATE



Thursday, 26th of March 2020
Friday, 27th of March 2020

REGISTRATION



To register, please visit
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VENUE



Saint James Albany Hotel
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FEES



Registration includes lunche, dinner,
coffee breaks and documentation.
It does not cover travel and
accommodation expenses.

Normal fee	1 800 € + VAT
Special offer*	1 500 € + VAT

*(last year's participants, EIPM MBA Alumni)

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