



Procurement Summit Agenda Day One

June 12th, 2024 MAIN STAGE

MAIN STAGE

08:15 Welcome

Our doors open at 08:15 - so you can start networking at the first coffee and secure the best seat.

MAIN STAGE

09:15 Opening

A short welcome by the event organizer.



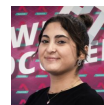
Mark van den Brink
Procurement Summit



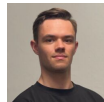
Sebastian Sachs
Procurement Summit



Paulina Krösche
Procurement Summit



Jasmin Namasowa
Procurement Summit



Marcel Winkler
Procurement Summit

MAIN STAGE

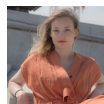
09:30 ESG - the triple win (if you let it)

Why is Procurement so well positioned to drive social impact and what are the benefits for buyers, suppliers and society? This session puts the focus on the social part and answers the questions how to identify social enterprises and how to pitch it internally.



Jaime Paiva
Zurich Insurance

Host



Inken März
Procurement Summit

MAIN STAGE

10:00 Coffee break

Enjoy a coffee and make new connections with the Procurement Summit attendees and exhibitors.

MAIN STAGE

10:15 CPO 2030 - how is the role changing?

Chief Procurement Officer – the role is currently changing faster than ever. New means, such as digital transformation, but also new challenges, such as global delivery bottlenecks or CO2 neutrality, require additional skills and an expanded repertoire. What is the best positioning of the CPOs of the future? What characteristics and leadership skills are particularly required for this role?



Constanze Luschnat
Engie



Christine Berg
Beiersdorf



Stefan Middelhauve
MEYER WERFT



Marcus Gerlach
Rheinmetall Group



Michael Pradel
Hapag-Lloyd

Host



Yurda Burghardt
Negotiation Advisory Group

MAIN STAGE

11:00 Keynote by GEP

MAIN STAGE

11:30 Procurement Transformation

What needs to happen today so that we are prepared for tomorrow? Digital tools, services and technologies should make procurement more efficient and bring it to the next level. The harmonisation of processes must also be considered. This expert panel brings together the many factors influencing developments and provides insights into how they are making their companies fit for the future.



Maria Heller
Mars



Henriette Schulze
Schaeffler



Martin Koch
Variosystems

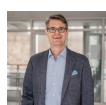


Stefan Franke
Altana



Simon Kreidel
Würth

Host



Prof. Dr. Elmar Holschbach
Fachhochschule Südwestfalen

MAIN STAGE

12:15 Lunch break

Enjoy the food while making new contacts with visitors and exhibitors at the Procurement Summit.

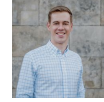
MAIN STAGE

13:30 Procurement Summit Startup Awards, part 1

Here you'll see innovative start-ups in the procurement field presenting their solutions. Be inspired and vote!



Sebastian Freund
Easy2Parts



Sebastian Wengryn
ContractHero



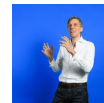
Edith Pels-Blufpand
Buynamics



Felix Dalstein
4EBIT

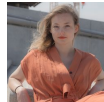


Aiko Wiegand
Matchory



Dr. Moritz Nill
Ctrl+s

Host



Inken März
Procurement Summit

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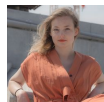
14:15 Procurement Champions League: Different Fields, One Ultimate Play

Cross-Industry Navigation through Procurement Transformation Innovations, Challenges and Successes. The disruptive journey of the paper-shuffling, excel-crunching call center agent to strategic partner, digital native and #1 value creator. New roles in an ongoing culture shift to agile, responsive and future-proof procurement. Summary: A synthesis of insights, best practices and a possible future of Procurement Transformation.



Alexander Pingert
RENK

Host



Inken März
Procurement Summit

MAIN STAGE

14:45 Future stars of Procurement

Hire new employees or strengthen existing staff? More and more companies are investing in the development of young leaders and this is proving successful. Three teams, consisting of mentor and mentee, provide insights into their programmes and experiences.



Simone Kollmann-Göbels
Ströer



Nina Pollmeier
Ströer



Pietro Mannino
dormakaba



Ardijana Hasanaj
dormakaba



Alejandro Basterrechea
Zalando



Alexander Wiesner
Zalando

Host



Mario Bruggmann
BRUGGMANNAGEMENT

MAIN STAGE

15:45 Coffee break

Enjoy a coffee and make new connections with the Procurement Summit attendees and exhibitors.

MAIN STAGE

16:15 Procurement Summit Startup Awards, part 2

Here you'll see innovative start-ups in the procurement field presenting their solutions. Be inspired and vote!

MAIN STAGE

17:00 People & Culture in Procurement

As part of compressed collegial case consultations, we make exciting (solution) approaches and a collaboration format on the topic of People & Culture in Procurement tangible.

What makes a good team and how do we demand and promote a lasting learning culture?

How do we increase visibility and our image in times of skilled labor shortages?

How do we position purchasing as a driver of sustainability, digitalization and innovation?

And how does personnel development work in these future skills?



Jeanette Hübsch
Grünenthal



Miriam Tomforde
Hamburger Sparkasse



Stephen Tonks
Fujikura Automotive Europe



Henrik Westkamp
Westdeutsche Lotterie

Host



Christian Thöne
*managementconsulting
| coaching*

MAIN STAGE

18:00 Procurement Summit Awards Ceremony

Using our app, every attendee at the event has the chance to vote for the best speaker over the course of the day. The three with the most votes will be awarded a Speaker Award.

MAIN STAGE

18:25 Procurement Summit AFTERSHOW LOUNGE

Drinks and networking for all participants

MAIN STAGE

23:30 End of today's event



Procurement Summit Agenda Day One

June 12th, 2024 ZUGSPITZE MASTERCLASSES

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08:15 Welcome

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09:45 Transform your Procurement from Reactive to Proactive with SRM

The last few years have shown that procurement teams need a strong toolbox to take advantage of opportunities and meet today's challenges. Kodiak Hub enables companies to turn important screws in the supply chain efficiently and sustainably by using a modular Supplier Relationship Management solution (SRM).

We show you how you can use an SRM system to proactively meet all new and old challenges and will be answering the questions:
How can you turn supplier information into insights and action with automated data collection and assessment?
How can I identify and address strategic work and supplier risks early on?



Achim Richarz
Kodiak Hub

Host



Steffi Landerer
Procurement Summit

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10:30 Coffee break

Enjoy a coffee and make new connections with the Procurement Summit attendees and exhibitors.

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11:00 Masterclass Metroplan

[ZUGSPITZE
MASTERCLASSES](#)

11:30 Masterclass Prewave

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12:00 Procurement meets innovation - how to shape your future



Lina Schütze
HAYS



Marvin Höbel
HAYS

Host



Steffi Landerer
Procurement Summit

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12:30 Lunch break

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13:45 Efficiency redefined - Generative AI in procurement
Key Talking Points:

- What does Generative AI mean and how does it differ from traditional AI?
- Opportunities of Generative AI for procurement
- How Zycus customers are already benefiting from Generative AI today



Jochen Werner
Zycus

Host



Steffi Landerer
Procurement Summit

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14:30 Masterclass prime-ing



Christoph Sedlmeir
prime-ing

Host



Steffi Landerer
Procurement Summit

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14:45 Masterclass absolut

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15:15 Fire and Flame: The Art of High-Stakes Negotiations - 7 Mistakes in Managing High-Stake Negotiations with Board Involvement

Dive into the captivating world of high-risk negotiations where every detail can make or break success. This riveting talk uncovers the seven fatal mistakes commonly made by executives and boards in top-level negotiations.

Learn how to stand out from the crowd by mastering the pitfalls of inadequate preparation, lack of flexibility, and the danger of authoritarian negotiation strategies. Take advantage of this dynamic forum to sharpen your negotiation skills.



René Schumann
Negotiation Advisory Group

Host



Steffi Landerer
Procurement Summit

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15:45 Coffee break

Enjoy a coffee and make new connections with the Procurement Summit attendees and exhibitors.

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16:00 Masterclass mysupply

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16:15 Masterclass Integrity Next



Khalid Bouzardaoui
Integrity Next

Host



Steffi Landerer
Procurement Summit

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16:30 MI - Erfolgsfaktor Mensch Adäquate Strategien, um Human Capital effektiv zu nutzen!

Recruiting, training and coaching are on everyone's lips when it comes to optimizing purchasing performance. But does everyone know how to use them to their full potential? It has been proven that employees only utilize a fraction of their existing potential on the job. What if all employees in procurement were to put all their horsepower on the road? And how would that work?

We shed light on the answers to these questions in an entertaining Master Class with an AHA effect!



Julia Goering
Einwerk



Jessika Jung
Durch Denken Vorne Consult

Host

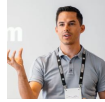


Steffi Landerer
Procurement Summit

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17:00 Scaling Category-Management in a decentral organization

Effective category management is considered indispensable for successful purchasing organizations. However, the more complex the categories and the larger the organization, the more difficult it is to implement. In this keynote, you will learn about the complex business model of Porsche Holding and how they managed to sustainably implement "Catman" internationally in a decentralized organization. You will learn which challenges had to be mastered along the way and which digital tools were used to implement category management.



Daniel Rass
*Porsche Holding
Salzburg*

Host



Steffi Landerer
Procurement Summit

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17:30 Zugspitze Speaker Awards Ceremony

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18:25 Procurement Summit AFTERSHOW LOUNGE

ZUGSPITZE
MASTERCLASSES

23:30 End of today's event



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June 12th, 2024 MATTERHORN MASTERCLASSES

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08:15 Welcome

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10:00 Enhance YOUR processes

Potential and cost-efficient work in operational purchasing:

- Cost driver system breaks
- Purchasing 4.0 and e-tool integration
- How RPA, AI and automation simplify the procurement process



Konstantin Heitzer
AFI Solutions

Host



Nona Brodersen
Procurement Summit

MATTERHORN MASTERCLASSES

10:30 Coffee break

Enjoy a coffee and make new connections with the Procurement Summit attendees and exhibitors.

MATTERHORN MASTERCLASSES

11:00 Masterclass MarkIT B2B



Jeremy Robinson
Markit

Host



Nona Brodersen
Procurement Summit

MATTERHORN MASTERCLASSES

11:30 Masterclass Beneering



Christoph Moll
BeNeering

Host



Nona Brodersen
Procurement Summit

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11:45 Promoting sustainability and security in supply chains

The power of cross-industry collaboration and technology.



Christopher von Kuczkowski
Achilles

Host

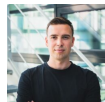


Nona Brodersen
Procurement Summit

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12:00 AI Managers vs People - Who are the buyers of the future?

Will there only be AI-controlled buyers in the future? What does the virtual buyer look like today? And what role will the human buyer play? The startup askLio, which was awarded by the federal government, presents the Masterclass. Developed by experts from Silicon Valley and the Technical University of Munich.



Vladimir Keil
askLio

Host



Nona Brodersen
Procurement Summit

MATTERHORN
MASTERCLASSES

12:30 Lunch break

MATTERHORN
MASTERCLASSES

13:15 Masterclass H&Z Management Consulting

MATTERHORN
MASTERCLASSES

13:45 Masterclass Onventis

Calculate your Scope 3.1 Emissions with Onventis Spend Analytics

- Integrated emissions calculations: Unleash the power of your spend data on purchased goods and services to accurately measure, effectively report, and reduce carbon emissions
- Emission Hotspot Identification: Analyze carbon emission hotspots by categories, suppliers, or subsidiaries to uncover primary carbon contributors
- Transparent and Flexible Methods: Automate calculations or manually modify carbon mappings for tailored insights.
- Reliable Insights and Reporting: Gain access to certified emission factors, ensuring accredited data and methodology in line with GHG Protocol standards

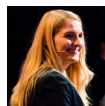


Maximilian Henn
Onventis



Cedric Joch
Onventis

Host



Nona Brodersen
Procurement Summit

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MASTERCLASSES

14:15 Masterclass Ivalua

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14:45 Masterclass EcoVadis

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15:15 Coffee break

Enjoy a coffee and make new connections with the Procurement Summit attendees and exhibitors.

MATTERHORN
MASTERCLASSES

16:00 Masterclass Osapiens

MATTERHORN
MASTERCLASSES

16:30 Masterclass ISPnext

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17:00 Negotiation and behavior

What is important in practice and which (feedback) models can I use to better adapt and prepare my negotiation to the partner?



Gao Kwintmeyer
Ottobock

Host



Nona Brodersen
Procurement Summit

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MATTERHORN 18:25 Procurement Summit AFTERSHOW LOUNGE
MASTERCLASSES

MATTERHORN 23:30 End of today's event
MASTERCLASSES