



Procurement Summit Agenda Day One

June 12th, 2024 MAIN STAGE

MAIN STAGE

09:15 Opening

A short welcome by the event organizer.



Sebastian Sachs
Procurement Summit



Paulina Krösche
Procurement Summit

MAIN STAGE

09:30 Keynote in preparation

MAIN STAGE

10:00 Coffee break

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

MAIN STAGE

10:30 CPO insights - the future of procurement

What matters in procurement? Savings, savings, savings or is there more? How does the procurement department become a business partner within the company? CPOs from well-known companies discuss the current trends and challenges affecting their respective industries.



Constanze Luschnat
Engie



Stefan Middelhaue
MEYER WERFT

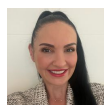
MAIN STAGE

11:15 Keynote in preparation

MAIN STAGE

11:45 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.



Franziska Dähne
Scout24



Maria Heller
Mars



Martin Koch
Implenia



Michael Schürmann
Körber

Host



Prof. Dr. Elmar Holschbach
Fachhochschule Südwestfalen

MAIN STAGE **12:30 Lunch break**

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

MAIN STAGE **14:00 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

MAIN STAGE **14:45 „Sustainability versus Saving“ - how does procurement balance the challenge between sustainability and cost reduction**
The sole focus on quality, service level and cost aspects have long since ceased to be sufficient criteria. Sustainability measures (to reduce CO2 emissions) as a criterion in sourcing decisions or in the selection of suppliers have become intrinsically important, but they pose major challenges for purchasing departments. The necessary tools, skills and data are lacking. At the same time, prices on the procurement markets are exploding. How exactly this difficult task is mastered by CPOs will be discussed in this panel.

Host



Yurda Burghardt
Negotiation Advisory Group

MAIN STAGE **15:30 Coffee break**
Enjoy a coffee and make new connections with the Procurement Summit attendees and exhibitors.

MAIN STAGE **16:00 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

16:45 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.



Alejandro Basterrechea
Zalando

MAIN STAGE

17:30 People & Culture in Procurement

What makes a good team and how do you challenge and encourage young talents? The shortage of professionals is THE top issue in all industries. Or do many companies just have a problem with their visibility and their image on the job market? How do procurement managers deal with this?



Jeanette Hübsch
Grünenthal



Miriam Tomforde
Hamburger Sparkasse



Stephen Tonks
Fujikura Automotive Europe



Henrik Westkamp
Westdeutsche Lotterie



Christian Kүfner
HAWE Hydraulik

Host



Christian Thöne
managementconsulting
| coaching

MAIN STAGE

18:15 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

[ZUGSPITZE
MASTERCLASSES](#)

10:00 Masterclass Negotiation Advisory Group

[ZUGSPITZE
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10:30 Coffee break

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

[ZUGSPITZE
MASTERCLASSES](#)

11:00 Masterclass Metroplan

[ZUGSPITZE
MASTERCLASSES](#)

12:00 Masterclass HAYS

[ZUGSPITZE
MASTERCLASSES](#)

12:30 Lunch break

[ZUGSPITZE
MASTERCLASSES](#)

13:45 Masterclass Zycus

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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*

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17:30 Zugspitze Speaker Awards Ceremony

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18:25 Procurement Summit AFTERSHOW LOUNGE

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23:30 End of today's event



Procurement Summit Agenda Day One

June 12th, 2024 MATTERHORN MASTERCLASSES

[MATTERHORN
MASTERCLASSES](#)

09:45 Masterclass EcoVadis

[MATTERHORN
MASTERCLASSES](#)

10:00 Masterclass AFI Solutions

[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

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11:30 Masterclass Beneering



Christoph Moll
BeNeering

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12:30 Lunch break

[MATTERHORN
MASTERCLASSES](#)

13:30 Masterclass H&Z Management Consulting

[MATTERHORN
MASTERCLASSES](#)

14:00 Masterclass Onventis

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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

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17:30 Matterhorn Speaker Awards Ceremony

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18:25 Procurement Summit AFTERSHOW LOUNGE

MATTERHORN 23:30 End of today's event
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