



Procurement Summit Agenda Day One

June 12th, 2024 MAIN STAGE

MAIN STAGE

08:30 Welcome

Our doors open at 08:30 - 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.



Sebastian Sachs
Procurement Summit



Paulina Krösche
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

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

Host



Yurda Burghardt
Negotiation Advisory Group

MAIN STAGE

11:00 Keynote by GEP

MAIN STAGE

11:30 **Procurement Transformation**

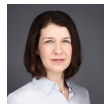
What needs to happen today so that we are prepared for tomorrow? Digital tools, services and technologies should make procurement more efficient and bring it to the next level. The harmonisation of processes must also be considered. This expert panel brings together the many factors influencing developments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



Franziska Dähne
Scout24



Maria Heller
Mars



Henriette Schulze
Schaeffler



Martin Koch
Implenia

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

MAIN STAGE

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

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

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

[ZUGSPITZE
MASTERCLASSES](#)

08:30 Welcome

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[ZUGSPITZE
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09:45 Masterclass KodiakHub

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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](#)

11:30 Masterclass Prewave

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12:00 Masterclass HAYS

[ZUGSPITZE
MASTERCLASSES](#)

12:30 Lunch break

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13:45 Masterclass Zycus

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15:15 Winning Teams in Negotiations



Yurda Burghardt
*Negotiation Advisory
Group*



Fieke Harinck
*Fieke Harinck Training
en Theater*

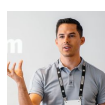
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16:00 Masterclass mysupply

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MASTERCLASSES](#)

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



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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

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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12:00 Masterclass Asklio

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12:30 Lunch break

MATTERHORN MASTERCLASSES

13:30 Masterclass H&Z Management Consulting

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14:00 Masterclass Onventis

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14:30 Masterclass prime-ing



Christoph Sedlmeir
prime-ing

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15:00 Masterclass EcoVadis

[MATTERHORN
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15:45 Masterclass Osapiens

[MATTERHORN
MASTERCLASSES](#)

16:15 Masterclass ISPnext

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16:45 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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17:15 Matterhorn Speaker Awards Ceremony

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18:25 Procurement Summit AFTERSHOW LOUNGE

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23:30 End of today's event