

Procurement Summit Agenda Day Two

June 13th, 2024 MAIN STAGE

MAIN STAGE

08:50 Welcome

Our doors open at 08:50 - so you can start networking at the first coffee and secure the best seat.

MAIN STAGE

09:50 Opening

A short welcome by the event organizer.



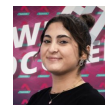
Mark van den Brink
Procurement Summit



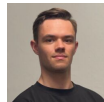
Sebastian Sachs
Procurement Summit



Paulina Krösche
Procurement Summit



Jasmin Namasowa
Procurement Summit



Marcel Winkler
Procurement Summit

MAIN STAGE

10:00 Keynote in preparation

MAIN STAGE

10:30 Equal Leading in Procurement

Part-time leadership? Yes, it works out! In many companies, leadership roles are still rarely filled by women. One reason for this is often the inability to combine full-time work and family. But does it really have to be like this? In this panel, head of procurements talk about their personal experiences and show that job sharing models can also work wonderfully and what adjustments have to be made to achieve this. And what other reasons are there for a low proportion of women in leadership roles?



Rahma Braham
Marquardt



Dr. Lena Kuhlmann
HANSA-FLEX



Petra Posch-Zottl
*Raiffeisenbank
International*



Björn Frese
dormakaba

Host



**Aleksandar
Medjedovic**
IFC/World Bank Group

MAIN STAGE

11:15 Procurement Summit Startup Awards, part 3 with award ceremony

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

MAIN STAGE

12:00 Shaping the future of procurement

Leadership, sustainability and AI are THE buzzwords in procurement. How do you build a relevant operating model in procurement and what skills do we need for this? Simone and Nils give us an outlook on the next three years and show us which topics we need to tackle now in order to become even more relevant. They also talk about the influence AI (e.g. ChatGPT) has on our processes.



Simone Kollmann-Göbels
Ströer



Nils Honerla
Burda Procurement

Host



Inken März
Procurement Summit

MAIN STAGE

12:30 Lunch break

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

MAIN STAGE

13:45 Growing strong - Startup Success Stories

For several years now, we have been presenting young ideas and innovations at the Procurement Summit. In the meantime, some ideas are no longer so young and the startups have become great players. Is there always a exemplary story behind it or was the one or other path more rocky than expected?



Bettina Fischer
Hivebuy



Fabian Heinrich
Mercanis



Sven Lackinger
Sastrify

Host



Aleksandar Medjedovic
IFC/World Bank Group

MAIN STAGE

14:30 Sustainability in procurement

How can and must procurement contribute to making our companies more sustainable in the future? What have we already achieved and what challenges still lie ahead?



Dr. Ute Rajathurai
Bayer



Diana Sanabria
Hapag-Lloyd



Tanja Wüst-Pittack
MVV Energie



Annika Kindler
Beiersdorf



Tobias Schrader
Mercedes-Benz

Host



Thomas Heine
*The Sustainable
Procurement Pledge*

MAIN STAGE

15:15 Challenging times in procurement

Climate crisis, war, inflation and other potential risks have shaken the world and therefore the global supply chains in the recent years and are still doing so. Procurement pros and committed experts discuss their perspective these topics, their respective challenges and how to deal with the business and employees in such situations.



Martina Boxberger
Merz Pharma



Claudia Scholz
EWE



Verena Richter
Lavazza

Host



Michael Reimes
Senger

MAIN STAGE

16:00 Keynote in preparation

MAIN STAGE

16:30 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

20:00 End of Procurement Summit 2024



Procurement Summit Agenda Day Two

June 13th, 2024 ZUGSPITZE MASTERCLASSES

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08:50 Welcome

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ZUGSPITZE MASTERCLASSES

10:00 Winning Teams in Negotiations



Yurda Burghardt
*Negotiation Advisory
Group*



Fieke Harinck
*Fieke Harinck Training
en Theater*

Host



Steffi Landerer
Procurement Summit

ZUGSPITZE MASTERCLASSES

10:30 Masterclass retarus



Thomas Braun
retarus



**Sebastian
Heimberger**
Kroschke SIGN

Host



Steffi Landerer
Procurement Summit

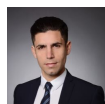
ZUGSPITZE MASTERCLASSES

10:45 Coffee break

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

ZUGSPITZE MASTERCLASSES

11:00 Masterclass Moody's



Enrico Aresu
Moody's



Vitaliano Tobruk
Moody's

Host



Steffi Landerer
Procurement Summit

ZUGSPITZE MASTERCLASSES

12:15 Lunch break

ZUGSPITZE
MASTERCLASSES

13:45 Masterclass Mastercard

Virtual cards present a myriad of advantages for procurement organizations, bolstering their efficiency, controls, and overall operations. They revolutionize the payment process by digitizing transactions, eliminating the hassle of paperwork and manual processing, thus reducing administrative burdens and processing durations.

Join AirPlus International and Mastercard to discover the world of embedded virtual cards in Procurement and Supply Chain Finance!

Host



Steffi Landerer
Procurement Summit

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MASTERCLASSES

14:15 The 5 most important things every buyer needs to know about digital marketing

Evaluate and buy agency and media services correctly.

Buying media and digital media services, such as agency services and technology, are highly complex and require a deep understanding of value and cost drivers. From RFP to remuneration models to provider selection: In this session, you will learn the most important pitfalls and methods for targeted procurement in a practical way.



Erik Siekmann
DIGITAL FORWARD

Host



Steffi Landerer
Procurement Summit

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14:45 Zugspitze Speaker Awards Ceremony

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MASTERCLASSES

20:00 End of Procurement Summit 2024



Procurement Summit Agenda Day Two

June 13th, 2024 MATTERHORN MASTERCLASSES

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08:50 Welcome

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MATTERHORN MASTERCLASSES

10:00 COST DOWN in three steps

The economy is weakening, interest rates have increased and material costs are falling for several months.

Consequently, there is enough pressure to start cost optimization with a COST DOWN project.

We will show you, how you can approach this pragmatically in three steps with significant savings by

- Getting back price increases through tenders and negotiations
- Focussed inventory optimization
- Design-to-cost with Engineering

Frank Sundermann and Manuel Günzel have both worked in the industry (Bosch Rexroth/HAWE Hydraulik) and they offer pragmatic Consulting Services with the Procurement Excellence Group. The Procurement Excellence Group (PEG) is the merger of the three consultancies Durch Denken Vorne Consult, EINWERK and Günzel Consulting. PEG offers focussed support in the areas of "Consulting", "Training", "Interim Management" and "Recruiting", which are characterized by a hands-on mentality and a strong focus on implementation. In his private life, Frank Sundermann loves liquorice and is a fan of the NBA team Boston Celtics, while Manuel is a fan of gummy bears and FC Bayern.



Frank Sundermann
Durch Denken Vorne Consult



Manuel Günzel
Günzel Consulting

Host



Nona Brodersen
Procurement Summit

MATTERHORN MASTERCLASSES

10:30 askLio: the AI copilot for consumers and procurement teams

Live demo of the software that has been awarded by the federal government. Developed in collaboration with experts from the Technical University of Munich and Silicon Valley. Automation of free text requests and support of procurement teams through GenAI. Integrated into P2P systems such as Coupa and MS Teams.



Vladimir Keil
askLio

Host



Nona Brodersen
Procurement Summit

MATTERHORN
MASTERCLASSES

10:45 Coffee break

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

MATTERHORN
MASTERCLASSES

11:00 Under tension - new focus in purchasing

- Maintaining control, delegating work: how decentralised purchasing works in a leading energy company with 340 locations in Germany
- The agenda is changing: which tasks will remain and which new skills will be required in purchasing in the future
- Setting priorities: digitising C-parts procurement with scalable solutions to free up important resources



Jürgen Selig
OMEXOM Service

Host



Nona Brodersen
Procurement Summit

MATTERHORN
MASTERCLASSES

11:30 Masterclass Ivalua

MATTERHORN
MASTERCLASSES

12:00 The order file for SAP systems - brings structure and order to your processes

As digitization progresses, conventional paper files for managing order data are no longer up to date. With the SAP-certified low Process2Design for SAP Solutions® platform certified by SAP, you can design robust and robust and workflow-based business processes for seamless interactions. Alexander Kronemeyer and Mehmet Eroglu will use the order file for SAP systems in the MasterClass to show you systems to show how you can bring structure and order to your processes and simplify your daily work is simplified with the e-file.



Alexander Kronemeyer
easy software



Mehmet Eroglu
easy software

Host



Nona Brodersen
Procurement Summit

MATTERHORN
MASTERCLASSES

12:15 Lunch break

MATTERHORN
MASTERCLASSES

14:00 Digitalization - the core of a sustainable purchasing strategy

To meet the expectations placed on purchasing in terms of increased efficiency, value-add and user buying experience, digitalization must be formulated as the central core of a successful purchasing strategy. However, digitalization must be understood much more broadly and also shape aspects such as organization, processes, people/talent, mindset and ways of working in order to enable successful strategy implementation. Laila and Patrick will elaborate how digitalization is shaping purchasing strategies at Bekaert and Roche and driving the transformation of procurement.



Laila Dalla Torre
Bekaert



Patrick Foelck
Roche

Host



Nona Brodersen
Procurement Summit

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14:30 Matterhorn Speaker Awards Ceremony

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20:00 End of Procurement Summit 2024