

# Procurement Summit Agenda Day Two

June 13th, 2024 MAIN STAGE

## MAIN STAGE

### 09:00 Welcome

Our doors open at 09:00 - 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.



**Sebastian Sachs**  
*Procurement Summit*



**Paulina Krösche**  
*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 Eisenhut**  
*HANSA-FLEX*



**Petra Posch-Zottl**  
*Raiffeisenbank  
International*



**Björn Frese**  
*dormakaba*

## 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*

## 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*

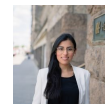
## MAIN STAGE

### **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*

*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*

*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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## 09:00 Welcome

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## 10:00 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*

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## 10:30 Masterclass retarus

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## 10:45 Coffee break

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

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## 12:15 Lunch break

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## 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*

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## 14:30 Zugspitze Speaker Awards Ceremony

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## 20:00 End of Procurement Summit 2024



# Procurement Summit Agenda Day Two

June 13th, 2024 MATTERHORN MASTERCLASSES

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## 09:00 Welcome

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## 10:00 Masterclass PEG



**Frank Sundermann**  
*Durch Denken Vorne  
Consult*



**Manuel Günzel**  
*Günzel Consulting*

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## 10:30 Masterclass Asklio

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## 10:45 Coffee break

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

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## 11:00 Masterclass Unite

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## 12:15 Lunch break

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## 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*

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## 14:30 Matterhorn Speaker Awards Ceremony

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## 20:00 End of Procurement Summit 2024