

Agenda Day 2

29.09.2021 MAIN STAGE



MAIN STAGE

09:15 Welcome

(Vortrag auf Deutsch)

A short welcome by the event organizers.



Paulina Krösche
Procurement Summit



Sebastian Sachs
Procurement Summit



Thomas Promny
Procurement Summit

Moderation:



Jörg Schumacher
Procurement Summit Moderation

MAIN STAGE

09:30 "3, 2, 1, go!" – Global procurement catapult take-off at technology group DÜRR SYSTEMS AG

(Vortrag auf Deutsch)

Dürr Systems is top dog when it comes to machine and plant engineering for coating systems and final installation solutions. Over the last decade, it has lined up success after success. Now the market is changing, procurement is being given the kiss of life and must perform at the top of its game overnight. Expectations are at an all-time high; procurement is in the spotlight. There is no time for years of transformation. In this presentation, Andre Schommer, VP Procurement at Dürr Systems AG, will show how the rapid development of a global procurement organisation works. In doing so, Schommer makes use of an innovative tool – implementation of an Excellence Team in procurement. This works globally, across organisational and divisional boundaries and hand in hand with buyers. The goal: significant added value, global streamlining of processes and creation of a global pioneer for and in procurement.



Andre Schommer
Dürr

Moderation:



Jörg Schumacher
Procurement Summit Moderation

MAIN STAGE

10:00 Coffee break

MAIN STAGE

10:30 CPO insights - the future of procurement

(Vortrag auf Deutsch)

CPOs from renowned companies discuss current trends and challenges affecting their industries.



Manuela Haddadzadeh
NDR



Alexander Schreiber
Villeroy & Boch



Christian Vogel
Capital Bay



Jens Delventhal
Oiltanking



Jörg Slamanig
A1 Telekom Austria



Michael Stietz
Körber



Steffen Kern
uvex sports Group

Moderation:



Katharina Weber
Negotiation Advisory Group

MAIN STAGE

11:30 Digitalization in procurement

(Vortrag auf Deutsch)

How can new digital tools and services help to obtain better results and become more efficient? A discussion with experts on the topic.



Alexander Grashoff
Stölting



Willy Deisler
Impericon



Klaus Linderich
Techem Energy Services



Konrad Auinger
PIA Automation



Patrick Reiß
DB Schenker

Moderation:



Philipp Weber
White Label Advisory

MAIN STAGE

12:15 Lunch break

MAIN STAGE

13:15 Procurement Summit Startup Awards, part 1

(Vortrag auf Deutsch)

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



Andreas Zimmermann
Mysupply



Merlin Thabe
inorder.de



Tim Wegner
Workist



Henning Hatje
Lhotse



André Petry
Tacto Technology



Robin Spickers
carbmee



Friedrich Kern
Prospeum



Gregory N. Vider
apadua



Philipp Maier
White Label Advisory



Prisca Steiner
Ignite Procurement



Isabel Poppek
Alpas

Moderation:



Jörg Schumacher
Procurement Summit Moderation

MAIN STAGE

15:00 Women in business

(Vortrag auf Deutsch)

Why are there so few female leaders? Here are some great role models that will give you an insight into their background and current positions. It also discusses how women's role in society can be strengthened.



Anja Zerbin
*DB Privat- und
Firmenkundenbank*



Kitty Fritz-Nielen
European XFEL



Karina Klähn
Heraeus Deutschland



Yvonne Jamal
*JARO Institut für
Nachhaltigkeit und
Digitalisierung*



**Charlotte Anabelle de
Brabandt**
ISM



Christine Lindemann
Gauselmann Gruppe

Moderation:



Corinna Döpfens
Corinna Döpfens Travel Management

MAIN STAGE

15:45 Coffee break

Make new contacts to the visitors of Procurement Summit.

MAIN STAGE

16:00 Sustainability in procurement

(Vortrag auf Deutsch)

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?



Romina Sauer
Peek & Cloppenburg



Dr. Björn Schäfer
BRAND



Ria Müller
*Brandenburgisches
Umweltministerium*



Benjamin Köhler
Otto

Moderation:



Thomas Heine
SDG media

MAIN STAGE

16:45 C-level-panel

(Vortrag auf Deutsch)

CEOs, CFOs and other colleagues at management level discuss their perspectives on the topic of procurement, the respective challenges they face, and why procurement is such an important factor for a business model and company success.



Karin Fess
Porsche Consulting



Dr. Oliver Frille
INEOS Automotive



Peter Hagenow
KWS Gruppe



Sven-Uwe Erber
Brose Group

Moderation:



Andreas Thonig
Coupa Deutschland

MAIN STAGE

17:30 Procurement in times of crisis

(Vortrag auf Deutsch)

Climate crisis, Brexit, US elections, coronavirus and other potential risks have rocked the world in recent years and continue to do so. How do we deal with business and employees in these kinds of situations? Leading procurement experts give us an insight into their crisis management strategies and share their experiences with us.



Dr. Sebastian Waengler
Siemens Energy



Peter Köhne
Viessmann



Johannes Müller
DB Schenker

Moderation:



Katharina Weber
Negotiation Advisory Group

MAIN STAGE

18:15 Networking dinner, drinks & music for all participants

Agenda Day 2

29.09.2021 MASTERCLASSES



MASTERCLASSES 10:00 **Value vs. resilience? No, we would rather say “value AND resilience!”**
(Vortrag auf Deutsch)

The COVID-19 pandemic has brought to light companies' vulnerability to supply chain interruptions. In a painful way, companies had to become resilient and understand the investment required. However, investing in resilience also offers value creation opportunities. Stefan Benett explains how to optimise procurement so it becomes agile and meets the new needs while delivering value.



Dr. Stefan Benett
Inverto

Moderation:



Astrid Borgmann
Swiss Post

MASTERCLASSES 10:30 **Negotiation Mindset – The most powerful tool of a negotiator**
(Vortrag auf Deutsch)

Digitalization, process optimization, a good negotiation strategy, and useful negotiation tactics are all very important elements of a negotiation. But there is one aspect that trumps everything else. For successful negotiations you need a negotiation mindset! In times when procurement is part of the most pressing strategic decisions and negotiations being the grand finale of these decision, it is crucial to possess a true negotiation mindset – as an individual as well as the organization.



Yurda Burghardt
Negotiation Advisory Group



René Schumann
Negotiation Advisory Group

Moderation:



Astrid Borgmann
Swiss Post

MASTERCLASSES 11:00 **Enable Sustainable Business Travel**

(Vortrag auf Deutsch)

Despite a year full of changes within business travel, sustainability is still a key issue to address. Can business travel become truly sustainable and what can we do to speed up progress? The imperative to understand impact and have a plan towards sustainability is only increasing as a new generation of corporate travellers emerges. Join this session to learn three immediate steps you can take to proactively amplify your sustainability goals, as well as build community and engagement within your organization.



Felix Kegel
Egencia

Moderation:



Astrid Borgmann
Swiss Post

MASTERCLASSES 11:30 **Guided Buying for SMEs - A selection of some best practice examples**

(Vortrag auf Deutsch)

The topic of "Guided Buying" is also becoming increasingly relevant and important for SMEs. The aim is to digitally bundle different types of procurement via different procurement processes and channels in one platform (single point of purchasing). At the same time, central rule and process definitions (account allocation, approval, etc.) should ensure compliance with corporate guidelines and avoid maverick buying. With the help of some practical examples, we show how diverse this topic can be.



Harald Allerstorfer
DIG

Moderation:



Astrid Borgmann
Swiss Post

MASTERCLASSES 12:00 **Sustainability meets Procurement: Why mastering your sustainability goals starts with the right technology.**

(Vortrag auf Deutsch)

Together with Capgemini, Ivalua shows why companies will not achieve their Net Zero ambitions if they do not start to include procurement in the discussion. We demonstrate how the topic of sustainability can be successfully integrated into the overall supplier strategy and show, based on our client Ikea, how they have successfully included the sustainability of their suppliers in their supplier scorecard.



Oliver Oehmke
Ivalua



Florian Sommer
Capgemini

Moderation:



Astrid Borgmann
Swiss Post

MASTERCLASSES 12:30 Lunch break

MASTERCLASSES 13:00 **Successfully navigating the complex topic of external employees and services**

(Vortrag auf Deutsch)

External employees and services are among the most complex and cost-intensive purchasing categories, and more and more companies are using a vendor management system (VMS) to digitize their processes. The Masterclass will cover the following: - Objectives for the implementation of a VMS for the unified management of external employees and services - How a VMS differs from HRIS and P2P solutions, or how the systems complement each other - Management of external staff and services in different countries - The interplay of VMS and MSP - Change management when introducing a VMS



Manfred Vogels
Beeline



Moritz Hoerster
Airbus Group

Moderation:



Astrid Borgmann
Swiss Post

MASTERCLASSES 13:30 **Sustainable-choice: this is how sustainable shopping works!**

(Vortrag auf Deutsch)

How to get started with sustainable purchasing and ensure the procurement processes at the same time? We will show you how in our masterclass.



Jan Bussiek
Mercateo Unite



Siegfried Hakelberg
Mercateo Unite

Moderation:



Astrid Borgmann
Swiss Post

MASTERCLASSES 14:00 **Marketing-Procurement 2021: What you as a buyer in marketing need to know today**

(Vortrag auf Deutsch)

Erik Siekmann is a digital marketing expert and knows the challenges that marketing buyers have with the digital transformation.



Erik Siekmann
DIGITAL FORWARD

Moderation:



Christian Thöne
managementconsulting | coaching

MASTERCLASSES 14:30 LIVE DEMO SESSION

(Vortrag auf Deutsch)

Get in touch with some of the leading innovative solutions for digital procurement and see their live demos.



Andree Siever
Metroplan



Benjamin Fritz
Onventis



Dan Beames
C2FO



Sebastian Steinkönig
*11A | HR Vendor
Management System*

Moderation:



Christian Thöne
managementconsulting | coaching

MASTERCLASSES 15:15 Coffee break

MASTERCLASSES 15:30 It's Time to Rethink the Purpose of Procurement

(Vortrag auf Deutsch)

The requirements on modern procurement are changing continuously. It is no longer enough to focus on the "classics" such as cost reduction and material availability. But what are the key topics that procurement needs to address in the future in order to redefine its value contribution to the company as a whole? We present a target picture with the relevant building blocks and give indications of the implications for the organization.



Jonas Harm
h&z Unternehmensberatung

Moderation:



Christian Thöne
managementconsulting | coaching

MASTERCLASSES 16:00 Professional Services Procurement

(Vortrag auf Deutsch)

Procurement as a partner of its internal customers in the search and selection of Professional Services providers: From demand specification and vendor pre-qualification to RFP and quality assurance, technology enables procurement to add great value to its internal customers when working with Professional Services providers. At the same time, it reduces Maverick Buying, increases Customer Satisfaction, ensures Compliance, and optimizes Costs. This way, internal customers, procurement, and the providers benefit.



Lars Somnitz
AXA



Nils Honerla
Burda Procurement



Torben Link
Steinbeis Papier



Dr. Franziska Seewald
Siemens

Moderation:



Gregory N. Vider
apadua

MASTERCLASSES 16:30 “Supply Chain Due Diligence Act” – a solid use case for a SRM-system

(Vortrag auf Deutsch)

- What is the content of the “Supply Chain Due Diligence Act” - What are the impacts for mid-sized companies? - How to user a SRM System in that context?



Nikolaus Kretz
curecomp Software Services

Moderation:



Christian Thöne
managementconsulting | coaching

MASTERCLASSES 17:00 Blockchain for Supply Chain – What a practitioner needs to know!

(Vortrag auf Deutsch)

An interactive and serious business game-based introduction to blockchain technology. Whether it's the traceability of components and critical raw materials in the automotive industry, detection of counterfeit products in the pharmaceutical and textile industries, or supply chain transparency and condition monitoring in global logistics, they all illustrate examples of real life usage of blockchain technology in supply chain management. What lies behind the technology of Bitcoin, Ethereum and others? Learn about the essential elements of blockchain technology in this interactive presentation via a serious business game. Get to know what other application areas exist for blockchain besides cryptocurrencies and supply chain management.



Eugen Buss
Fachhochschule Südwestfalen



Prof. Dr. Elmar Holschbach
Fachhochschule Südwestfalen

Moderation:



Christian Thöne
managementconsulting | coaching

MASTERCLASSES 17:45 **WHITE PAPER „INNOVATIONSSCHMIEDE EINKAUF“**
(Vortrag auf Deutsch)



Nick Sohnemann
FUTURE CANDY



Prof. Dr. Elmar Holschbach
Fachhochschule Südwestfalen

Moderation:



Christian Thöne
managementconsulting | coaching

MASTERCLASSES 18:00 **End of the agenda masterclasses**
(Vortrag auf Deutsch)