

Agenda Day 2

30.09.2021 MAIN STAGE



MAIN STAGE

09:00 **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

09:05 **One Global Procurement – Learnings from the global Procurement Transformation @ Beiersdorf**

(Vortrag auf Deutsch)

The Procurement Transformation @Beiersdorf towards increased value creation for the business started already in 2018 and increased its pace continuously. Beiersdorf CPO Isabel Hochgesand will explain the key pillars and objectives of the transformation. She will share how she aligned expectations from the business with the procurement ambitions via a new organizational setup. Isabel will describe key challenges and roadblocks to the change.



Isabel Hochgesand
Beiersdorf

Moderation:



Jörg Schumacher
Procurement Summit Moderation

MAIN STAGE

09:35 Technology in procurement

(Vortrag auf Deutsch)

What technologies are successful CPOs using to make their procurement fit for the future?



Dr. Achim Köder
Airbus Defence & Space



Nils Brauckmann
trivago



Bernd Kohring
SEW-EURODRIVE

Moderation:



Can Akin
Lhotse

MAIN STAGE

10:15 Coffee break

MAIN STAGE

10:30 Female procurement leaders panel

(Vortrag auf Deutsch)

Female procurement leaders from well-known companies discuss current trends and challenges that have an impact on their respective industries. And how can procurement departments become more attractive job for women?



Astrid Borgmann
Swiss Post



Nina Bomberg
SEG Automotive Germany



Berit Inga Stranz
Grover



Tanja Punnanchira
Hamburger Sparkasse



Elena Brauns
Stromnetz Berlin

Moderation:



René Schumann
Negotiation Advisory Group

MAIN STAGE

**11:15 Procurement Performance Measurement - or:
how do we measure the value contribution of procurement in
a changing world?**

(Vortrag auf Deutsch)

The importance of performance measurement in procurement has constantly increased in recent years. Frequently, however, the focus is primarily on savings. What influences performance measurement? Factors include not just cost reductions, but also the prevention of costs, quality aspects and many other criteria. Are these KPIs sufficient enough to rate the future value contribution of procurement comprehensively and integrally, especially against the background of the changing of our world and procurement market? During this panel we will discuss and examine the value contribution of procurement from many different perspectives.



Isabel Hochgesand
Beiersdorf



Falk Kohler
Coperion



Dr.-Ing. Thomas Schneider
ERGO Group



Prof. Dr. Stefan Zeisel
Hochschule Niederrhein



Raimund Wind
JENOPTIK



Frederik Spiekermann
Atotech

Moderation:



Yurda Burghardt
Negotiation Advisory Group

MAIN STAGE

12:00 Lunch break

MAIN STAGE

12:45 Procurement Summit Startup Awards - Buynamics

(Vortrag auf Deutsch)



Jan Fieggen
Buynamics

MAIN STAGE

14:15 People & skills in procurement

(Vortrag auf Deutsch)

Which employees with which skills does procurement need in the future?



Stephan Schmitz
Sihl Group



Marc Bütow
B. Braun



Christine Berg
Beiersdorf



Sascha Zagorac
Visteon Corporation

Moderation:



Yurda Burghardt
Negotiation Advisory Group

MAIN STAGE**15:30 Coffee break****MAIN STAGE****15:45 What impact will the Supply Chain Act have on procurement?**

(Vortrag auf Deutsch)

Procurement managers discuss the current developments surrounding Supply Chain Act and how to handle it in your company.



Anosha Wahidi
*Bundesministerium für
wirtschaftliche
Zusammenarbeit und
Entwicklung*



Andreas Roj
LMT Group



Dr. Christoph Schork
*HEUKING KÜHN LÜER
WOJTEK*



Frank Braun
Hälssen & Lyon



Timo Rickermann
*DMG MORI
AKTIENGESELLSCHAFT*

Moderation:

Dr. Ulrich Franke
Cassini Consulting

MAIN STAGE**16:30 Corporate meets Startup**

(Vortrag auf Deutsch)

This is where representatives from large corporations and exciting start-ups come together. Both sides discuss how collaborating with start-ups in corporate groups can benefit both sides and how companies young and old can learn from each other.



Marielle Beyer
Roche



Marc-Ruben Kroek
SHARE NOW



Andreas Zimmermann
Mysupply



Suthan Logarajah
Klöckner Shared Services



Philipp Weber
White Label Advisory



Henning Hatje
Lhotse

Moderation:

Merlin Thabe
inorder.de

MAIN STAGE**17:15 Procurement Summit Award Ceremony 2021**

The best speakers of the say should receive an award – and you get to decide which speakers you found especially imaginative, charismatic and innovative. The vote will take place using our app. Your ticket code will grant you access. App-Download



Paulina Krösche
Procurement Summit



Sebastian Sachs
Procurement Summit



Thomas Promny
Procurement Summit

Moderation:

Jörg Schumacher
Procurement Summit Moderation

MAIN STAGE**17:30 Networking dinner, drinks & music for all participants****MAIN STAGE****22:00 End of Procurement Summit 2021**

Agenda Day 2

30.09.2021 MASTERCLASSES



MASTERCLASSES

09:30 **Systematische Beschaffungsstrategien: Mehrwert – bis zur Herrschaft über die Galaxis...** (Vortrag auf Deutsch)

Beschaffungsstrategien werden oft noch stiefmütterlich behandelt – zu abstrakt, zu aufwändig, Pflichtaufgabe, für die Schublade... Im Vortrag wird dagegen gezeigt, dass man mit der richtigen Strategie-Systematik selbst für komplexe Einkaufsherausforderungen pragmatische, umsetzbare und erfolgreiche Lösungskonzepte entwickeln kann, die Mehrwerte und Sichtbarkeit im ganzen Unternehmen generieren. Das muss dann nicht unbedingt der „Todesstern“ sein, den man beschafft, sondern nur die „Energiewende“.



Domenico Gentile
TransnetBW



Prof. Dr. Florian C. Kleemann
Hochschule München

Moderation:



Prof. Dr. Elmar Holschbach
Fachhochschule Südwestfalen

MASTERCLASSES

10:00 **eProcurement in C-parts management: How to drive transparency in processes and prices efficiently?** (Vortrag auf Deutsch)

For many buyers, C-parts management is an expense driver. It is difficult to optimize and has little potential for noticeable added value. CROWDFOX PROFESSIONAL is the GameChanger for C-parts optimization. With a high level of technology, a procurement platform and plenty of business intelligence, CROWDFOX PROFESSIONAL creates more process and price transparency. How the use of technology contributes to more automation and ultimately to savings and the reduction of process costs, the two experts will shed light on.



Dirk Schäfer
CROWDFOX



Wolfgang Lang
CROWDFOX



Dr. Philipp Böckmann
BASF

Moderation:



Prof. Dr. Elmar Holschbach
Fachhochschule Südwestfalen

MASTERCLASSES

10:30 Process time analysis of your external workforce: your business case for the implementation of a Managed Service Provision solution

(Vortrag auf Deutsch)

We will demonstrate why it is worthwhile to introduce an MSP including a vendor management system and how your company can generate savings in the recruitment process.



Barbara Peter
HAYS Talent Solutions



René Nitschke
HAYS Talent Solutions

Moderation:



Prof. Dr. Elmar Holschbach
Fachhochschule Südwestfalen

MASTERCLASSES

10:45 Successfully mastering difficult negotiations with monopolists

(Vortrag auf Deutsch)

Almost everyone has such a Goliath, the tough monopolist, in their supplier portfolio. In our experience, there are 3 elements for successfully dealing with them. What these are is the subject of this entertaining lecture. Because one thing is clear: such negotiations offer the potential for the greatest successes in purchasing



Katharina Weber
Negotiation Advisory Group

Moderation:



Prof. Dr. Elmar Holschbach
Fachhochschule Südwestfalen

MASTERCLASSES

11:00 Procurement in the future

(Vortrag auf Deutsch)

The transformation of companies and the orientation towards current values is mirrored in procurement, its structure and organization as well as its processes. What will or can procurement look like in the future? What requirements and challenges does purchasing have to overcome? The integration of purchasing into the company opens options and opportunities. However, the interaction with the other company divisions also brings risks. We take a look into the future.



Dr. Martin Rosenbaum
EINWERK

Moderation:



Prof. Dr. Elmar Holschbach
Fachhochschule Südwestfalen

MASTERCLASSES

11:30 Procure-to-Pay:

What are the benefits of end-to-end process automation?

(Vortrag auf Deutsch)

- Automate processes and save costs - Interaction of procurement and finance processes - Get transparency on orders, invoices and pending payment



Dr. Jörg Schramm
Basware

Moderation:



Prof. Dr. Florian C. Kleemann
Hochschule München

MASTERCLASSES

13:00 Man vs. Machine/Successful transport cost management

(Vortrag auf Deutsch)

In this talk you will learn what successful transport cost management looks like. From preparing a tender, incl. data generation, to implementation and follow-up, we will give you an insight into the man vs. machine (tendering platform) comparison. You will learn which conditions should be fulfilled in order to optimise processes and sustainably decrease the cost structure.



Guido Händeler
HDS International Group

Moderation:



Prof. Dr. Florian C. Kleemann
Hochschule München

MASTERCLASSES

13:15 Hybrid procurement in SAP

(Vortrag auf Deutsch)

You can't do it entirely without the cloud. This presentation introduces the new possibilities of Real-Time Procurement, an unprecedented way to combine the purchasing world of an SAP system with the cloud. Digitalization in procurement requires a new architecture beyond SAP MM. Intensive collaboration with suppliers and marketplaces is based on the use of modern technologies that build on the robust solution of SAP ERP and S/4HANA: the so-called hybrid cloud.



Christoph Moll
BeNeering

Moderation:



Prof. Dr. Florian C. Kleemann
Hochschule München

**MASTERCLASSES 13:30 Procurement in the Spotlight:
A New Agenda For A New Era**

(Vortrag auf Deutsch)

"Companies around the world have faced incredible disruption during last year's events. Against this pressure, procurement leaders and their teams proved their value. As the economy recovers and leaders think beyond the pandemic, mounting concerns about Environmental, Social, and Governance (ESG) issues and the need to support the business with innovation have moved to the top of the CPO's agenda. Learn how to address these issues now on top of long-standing, pressing concerns around margin impact, risk management, agility and digital readiness."



Oliver Elsner
Toi Toi Dixi Group



Frank Cappel
Coupa Deutschland

Moderation:



Prof. Dr. Florian C. Kleemann
Hochschule München

MASTERCLASSES 14:00 LIVE-DEMOS by Supplytechs

(Vortrag auf Deutsch)

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



Dr. Elena Mechik
INHUBBER



Patrick Thelen
Procuros



Andreas Zimmermann
Mysupply



Markus Sinz
apadua



Kevin Dees
BOTfriends



Lukas Wawrla
Archlet



Samir Kharkan
SCALUE



Dr. Thomas Kintscher
flowciety



Tim Kiese
flowciety

Moderation:



Prof. Dr. Florian C. Kleemann
Hochschule München

MASTERCLASSES 15:30 End of the agenda Masterclasses

(Vortrag auf Deutsch)