

# 3<sup>rd</sup> CEE Procurement & Supply Forum

SEIZING NEW OPPORTUNITIES IN CENTRAL & EASTERN EUROPE



**19<sup>TH</sup> OCTOBER 2016 – GRANDIOR HOTEL PRAGUE, CZECH REPUBLIC**

- Strategies to access Central and Eastern European markets
- Sourcing in Central and Eastern Europe – best practices
- Successful supplier selection and development
- Ensuring profitable growth through tactical partnerships

**SPECIAL: Supplier-Buyer-Matchmaking**

In cooperation with:



## WELCOME ADDRESS

Dear Ladies and Gentlemen,

Global sourcing and sourcing in Central-Eastern Europe (CEE) has long been state of the art for international companies. Though, within the last years its significance has changed: It is focusing on finding optimal suppliers in times of international crises, strategic changes and investing in long term supplier relationships. This includes intelligent purchasing concepts and innovative collaboration. More than ever, suppliers have to go beyond simple product delivery – they are innovation and value-creation partners. Taking benefit from geographical proximity as well as from its high number of potential suppliers, CEE provides numerous options for European companies. The combined experiences of the last two years have shown that there is a truly great market waiting to be discovered. New models of cooperation and systematic collaboration with suppliers from CEE can generate significant advantages for both parties.

How to effectively identify and benefit from these potentials will be the main focus of the 3<sup>rd</sup> CEE Procurement & Supply Forum. With this event the German Association for Supply Chain Management, Procurement and Logistics (BME), the German-Czech Chamber of Commerce (DTIHK) and its partners provide a unique platform to enable discussions between procurement professionals and suppliers at the highest level – we want to build bridges and want to create a living network between procurement professionals as well as between buyers and the best in class suppliers. In addition to several workshops and presentations which focus, among other topics, on legal aspects, market overview, commodities and best practices in CEE, procurement professionals and suppliers will get the opportunity to network and to discover new potentials during a supplier-buyer-matchmaking.

We are looking forward to welcoming you at our 3<sup>rd</sup> CEE Procurement & Supply Forum in Prague.



**Bernard Bauer,**  
CEO,  
German-Czech Chamber of  
Industry and Commerce (DTIHK)



**Dr. Christoph Feldmann,**  
Managing Director,  
The Association for Supply Chain  
Management, Procurement and  
Logistics (BME),  
Frankfurt, Germany



The **Association for Supply Chain Management, Procurement and Logistics (BME)** has established itself as a **professional association for buyers and supply chain managers** in Germany. Founded in 1954, we see ourselves as a service for our members who join us from all industrial and service sectors, including distributive trade, banking, insurance and public institutions. Our aspiration includes the know-how transfer in the fields of materials management, purchasing and logistics. It is achieved through a continuous exchange of experience, education and training services as well as the scientific work on new methods, procedures and techniques. In addition, the BME supports its members in the development of new markets and also configures economic processes and developments.



Deutsch-Tschechische  
Industrie- und Handelskammer  
Česko-německá  
obchodní a průmyslová komora

### Extensive One-Stop Service – The Portfolio of the German-Czech Chamber of Industry and Commerce

The German-Czech Chamber of Industry and Commerce (DTIHK) actively promotes the bilateral economic relations between the Czech Republic and Germany. As part of the international network of German Binational Chambers, the DTIHK is backed by a strong group of chambers in 90 countries worldwide and has access to a large international knowledge-base. With its excellent services and extensive contacts within the Czech economic and political sector, the DTIHK is able to assist its members not only with planned investments in the Czech Republic, but also in making the best use out of their position on the Czech market. The DTIHK was established in Prague in 1993 as the successor of the German-Czech Liaison Office for Economic Affairs. With more than 650 members, the chamber is the largest bilateral Chamber of Commerce Abroad in the Czech Republic. Apart from the most important German investors, a great number of well-known Czech companies are members of the DTIHK.

## 📍 EVENING EVENT, TUESDAY, 18<sup>TH</sup> OCTOBER 2016 | 19.00 – 22.00

Our evening reception takes you to the centre of Prague. Enjoy the night sky from the stunning dome of the German-Czech Chamber of Industry and Commerce. Meet speakers and network with participants in an informal setting with food and drinks.

**Dress code:** business casual

**Address:**

German-Czech Chamber of Industry and Commerce  
Václavské náměstí 40 (Wenceslas Square)  
110 00 Prague 1, Czech Republic



## 📍 CONFERENCE AGENDA, WEDNESDAY, 19<sup>TH</sup> OCTOBER 2016 | GRANDIOR HOTEL PRAGUE

### 08.30 Check-in and reception with tea and coffee

**Chairman: Olaf Holzgrefe**, Head of International & Affairs, BME, Frankfurt, Germany

### 09.15 Opening Address CEE Procurement & Supply Forum 2016

### 09.45 Panel discussion 1: Sourcing Market CEE

- Macro-economic data, development and potential implications
- Strengths and weaknesses of the CEE market
- Advantages and challenges in different countries
- Development of a supplier network

**Keynote: Jiri Moser**, Country managing partner, PricewaterhouseCoopers Česká republika s.r.o., Prague, Czech Republic  
**Tilman M. Knapp**, Head of Global Business Services NPM Purchasing, Voith Global Business Services EMEA GmbH, Heidenheim, Germany

**Dr. Jens Kuschke**, Manager Global Sourcing, Brückner Maschinenbau GmbH & Co. KG, Siegsdorf, Germany

**Dr. Armin Leppert**, Global Manager Commodity Purchasing, IFA ROTORION Group, Haldensleben, Deutschland

**Martin Neupert**, Attorney and Partner, bnt attorneys-at-law, Nürnberg, Germany and Warsaw, Poland

**Moderator: Dr. Silvius Grobosch**, Executive Vice President, BME, Frankfurt, Germany

### 10.45 From local vendor to global supplier – how to start business with key global customers?

- Requirements for being a global supplier
- Capabilities for competitive advantage – a framework for action
- Product and process strategies to bridge the capability gap

**Robert Diab**, Product Management, BMW Group, Munich, Germany

### 11.15 Networking break with coffee and tea

Meet & Greet Automotive powered by Geis



Meet & Greet Mechanical Engineering

### 12.00 Supplier performance management – transparency, controlling & quality

- How to achieve supply chain transparency?
- KPIs to monitor supplier performance
- Implementing a holistic supplier risk approach & scorecard
- Strategies to drive quality & supplier integration

**Jan Henner Theissen**, Director Strategy & Methods, Global Purchasing, AGCO Corporation, Duluth, USA

### 12.30 Panel discussion 2: Boosting growth through tactical partnerships – how to manage strategic suppliers?

- Identifying key suppliers
- Supplier onboarding
- Boosting innovation and growth with suppliers
- Supplier relationship management
- Win-win situation: critical success factors

**Muamer Babajic**, CEO, Masterwerk, Munich, Germany

**Dustin Schrep**, Purchasing Team Leader Mechanics, SEW Eurodrive GmbH & Co KG, Graben-Neudorf, Germany

**Moderator: Olaf Holzgrefe**, BME

### 13.15 Lunch break

## CONFERENCE AGENDA, WEDNESDAY, 19<sup>TH</sup> OCTOBER 2016

### Workshops & SUPPLIER-BUYER-MATCHMAKING

#### 14.15- SUPPLIER-BUYER-MATCHMAKING

**17.45** German and European corporations are constantly searching for new potential suppliers, which are reliable and which can deliver the quality needed. During the Supplier-Buyer-Matchmaking procurers will only meet suppliers that fit their individual needs and were selected by them. beforehand. Please see overleaf for more details.

### WORKSHOPS

#### 14.15 Workshop 1

##### Legal aspects of CEE sourcing – contracts, claims and compliance

- Claim management - how to mitigate contract risks/quality recalls?
- Compliance management
- Special: the baltic countries - hidden chances

**Theis Klauberg**, Attorney and Partner, bnt attorneys-at-law, Riga, Lettland

**Jan Burmeister**, Attorney and Partner, bnt attorneys-at-law, Budapest, Hungary

#### 15.45 Networking break with coffee and tea

Meet & Greet Automotive

Meet & Greet Mechanical Engineering  
powered by Geis



#### 16.15 Workshop 2


##### How to succeed in foreign markets

- Successful market entry
- Efficient business partner search
- Local support abroad

**Adam Jareš**, Director CzechTrade Germany, Düsseldorf, Germany

**George Geveke**, Managing Director of AHK Services, the German-Czech Chamber of Industry and Commerce (DTIHK), Prague, Czech Republic

#### 17.45 End of 3<sup>rd</sup> CEE Procurement & Supply Forum

Conference Language 

## EVENT FORMATS

### Supplier-Match-Making



Buyers and suppliers meet for 20 minute conversations

### Plenary



Best practice reports on strategic and operational business

### Interactive Discussion



Exchange ideas and experiences with selected specialists

### Workshops



Developing concrete solution for operational issues

### Meet & Greets



Meet appropriate business partners in an informal setting

## CONTACTS

### PROGRAM MANAGER

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### SUPPLIER-BUYER-MATCHMAKING

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### EXHIBITORS/SPONSORS

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### REGISTRATION

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## SUPPLIER-BUYER-MATCHMAKING

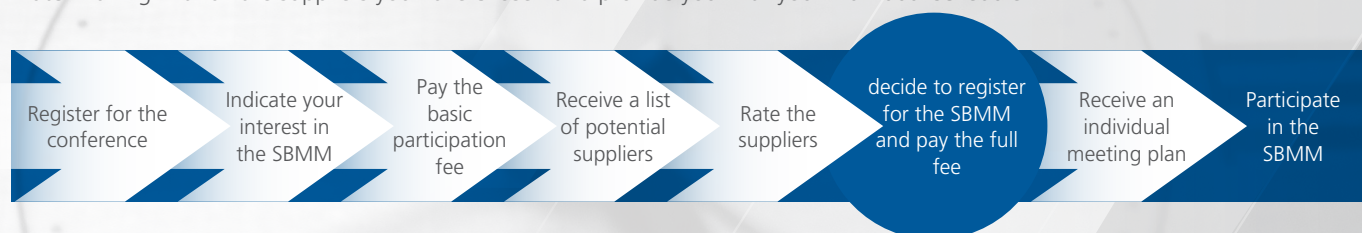
In cooperation with the German-Czech Chamber of Industry and Commerce (DTIHK), BME is organising a supplier-buyer-matchmaking (SBMM) in Prague.

During the SBMM procurers will only meet suppliers that fit their individual needs and were selected by them beforehand. Each procurer that registers to the conference and pays the participation fee will receive a list of potential suppliers to rate. Based on those ratings procurers can decide if they want to participate in the SBMM and if so meetings with their favourite suppliers will be scheduled. During the event there will be 20 minute slots allocated for each procurer-supplier pairing. These meetings are an ideal opportunity to get to know each other, discuss your needs and explore possibilities for cooperation.

At the SBMM you will have the possibility to meet suppliers from the automotive, machinery and plant engineering as well as the electronics supply sector.

### Matchmaking procedure for procurers

Every procurer that registered for the conference can express their interest in the SBMM. After having filled out a form with their base requirements and paid the regular participation fee they will receive a list of potential suppliers to rate without any obligation in joining the SBMM. If the potential suppliers are of interest procurers can decide to participate and the BME will coordinate the matchmaking with all the suppliers you have chosen and provide you with your individual schedule.



### Matchmaking procedure for suppliers

Suppliers are asked to enter their company profile into the scoring process. If a supplier is chosen by a buyer they will be invited to register for the 3<sup>rd</sup> CEE Procurement & Supply Forum and receive a meeting plan in advance.

### For more information please contact

Lisa Immensack | International Project Manager Balkans: [lisa.immensack@bme.de](mailto:lisa.immensack@bme.de), +49 69 30838-345

Marlene Grauer | International Project Manager CEE: [marlene.grauer@bme.de](mailto:marlene.grauer@bme.de), +49 69 30838-129

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## Summit Day, Wednesday, 19<sup>th</sup> October 2016

Yes, I would like to register

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Procurement Experts*	Members***	Non-Members
<input type="checkbox"/> Summit + Supplier-Buyer-Matchmaking (per company)	1.745,- €	1.945,- €
<input type="checkbox"/> Summit (purchasers without matchmaking) (per person)	245,- €	295,- €
Suppliers* (rates per person)	Members***	Non-Members
<input type="checkbox"/> Summit	245,- €	295,- €

\* Please note that the participation in the summit and in the supplier buyer matchmaking is reserved for procurement experts and selected suppliers.

\*\* Participation in the SBMM for suppliers only after selection by buyers.

\*\*\* Member rates are valid for BME-members as well as for members of the partner associations.

**Registration for the workshops is necessary as soon as possible as the number of participants is limited.**

Time	Workshops
14.15	<input type="checkbox"/> WS 1
16.15	<input type="checkbox"/> WS 2

## Pre-Evening Event, Tuesday, 18<sup>th</sup> October 2016

Yes, I would like to register

### Exhibitors/Sponsors

Yes, I am a service/solution provider. Please contact me to discuss my possibilities to participate.

### Delegate 1:

BME/Partner Membership number

Last name  First name

Position  Division

Phone  Fax

Email

### Delegate 2:

BME/Partner Membership number

Last name  First name

Position  Division

Phone  Fax

Email

Company

Street/P.O. Box

ZIP Code/City  Country

Date/Signature

Billing address:

Division

Street/P.O. Box

ZIP Code/City  Country

KON-CEE



## FACTS

### Venue

#### Evening Event: 18<sup>th</sup> October 2016:

German-Czech Chamber of Industry and Commerce

Václavské náměstí 40 (Wenceslas Square)  
110 00 Prague 1, Czech Republic

#### Summit: 19<sup>th</sup> October 2016

Grandior Hotel Prague

Na Poříčí 42

110 00 Prague 1, Czech Republic

Tel: +420 226 295 111

140,- € per night for a single room with breakfast

We have pre-reserved a contingent of rooms until 24 September 2016. Please take care of the reservation yourself and inform the hotel in good time in the event of cancellation or any changes to your reservation.

### The registration fee includes:

- Conference documents (download)
- High-level networking
- Lunch and refreshments
- Evening reception

### Programme

BME reserves the right to make changes to the programme.

### Cancellations

Please note that a processing fee of € 50 will be charged for cancellations before 2<sup>nd</sup> October 2016. In the event of cancellations after this date or failure to turn up at the event, the full registration fee will be charged. If you are unable to attend the forum, a substitute participant may attend in your place. Cancellations must be submitted in writing.

### Host

BME

The Association for Supply Chain Management, Procurement and Logistics

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