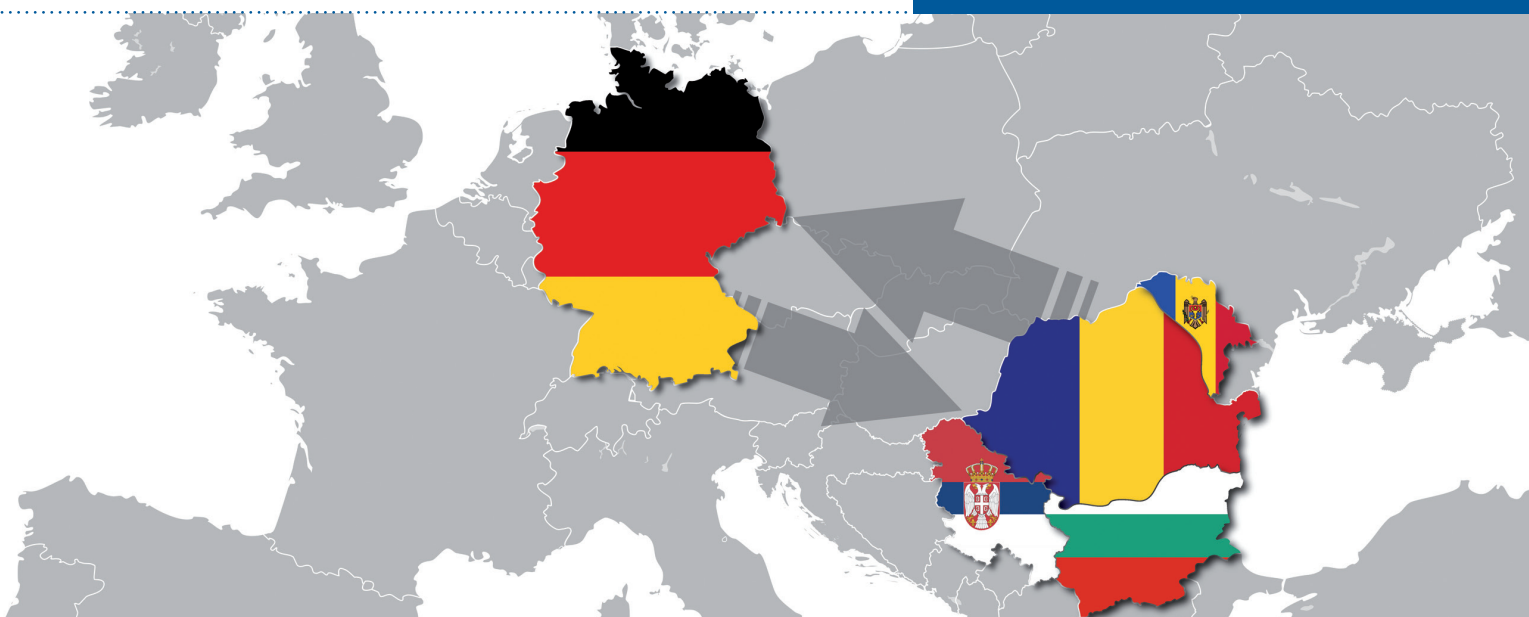




Fit for Growth 2017

GERMAN–SOUTH EASTERN EUROPEAN SUPPLIER DIALOGUE



If you want to be a cooperation partner, please contact us



23RD NOVEMBER 2017 – RIN GRAND HOTEL, BUCHAREST, ROMANIA

- Stabilus' future procurement strategy
- Ensuring profitable growth through professional partnerships
- Supplier qualification and development
- Expanding the German-South Eastern European business network

SPECIAL: B2B meetings



In cooperation with

STABILUS

Organisation

BME
net
BMEnet GmbH

OVERVIEW

Fit for Growth – German-South Eastern European Supplier Dialogue is the perfect opportunity to strengthen the business relationships between German buyers in various industries and suppliers from Romania, Bulgaria, Serbia and Moldova. The event combines information, know-how transfer, networking and B2B-possibilities. We want to discuss the latest developments in the industry with you and create a platform, enabling suppliers and buyers, to create a sustainable network.

BENEFITS

Why participate as a buyer?

- Find new suppliers according to your demands at individual meeting tables
- Receive a list of all supplying companies in advance
- Acquire knowledge on the current market and its developments
- Expand your network in the region
- Become a partner of the event and enjoy benefits such as specified
- Commodity dialogues



Why participate as a supplier?

- Strengthen the partnership with Stabilus' production plants
- Learn about Stabilus' future procurement strategy
- Be informed about the developments in procurement of further buying companies
- Discuss current Stabilus demands with lead buyers in individual B2B meetings
- Get in contact with potential new business partners – buyers from further companies
- Meet all other participating buyers at individual meet and greet tables
- Enlarge your business network in the region



We would be glad to welcome you to this event on the 23rd November 2017 | RIN GRAND Hotel Bucharest | Romania and to the evening reception 22nd November 2017 at the same location.

EVENING EVENT, WEDNESDAY, 22ND NOVEMBER 2017 | 19.00 – 22.00

19.00 Registration

19.30 Beginning of evening event

We formally invite you to our evening event. Get in touch with speakers and delegates even before the summit starts and add new contacts to your global network.

Dress code: business casual

Address:

RIN Grand Hotel
7D Vitan Barzesti Street
Bucharest – 4, 042121



CONFERENCE AGENDA, THURSDAY, 23RD NOVEMBER 2017

08.00 Check-in and reception with tea and coffee

09.00 Opening addresses Fit for Growth 2017

Johanna Kortemeyer, German Embassy in Romania – Bucharest (Requested)

Christian Satzek, Head of Strategic Procurement, Stabilus GmbH

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

09.10 Future Stabilus strategy in Romania

Cristian Popescu, General Manager, Stabilus Romania

09.30 Customer expectations for Eastern Europe manufacturing

Fred Häring, Vice President BU Commercial Furniture, Stabilus GmbH

09.50 Manufacturing expectations for Eastern Europe suppliers

Maximilian Ebel, Operation Manager Powerise, Stabilus Romania

10.10 Procurement readiness: Go for quality in Eastern Europe

Volker Neuhardt, Supplier Quality Manager, Stabilus GmbH

10.40 Procurement readiness: Strategy & Partnership

Christian Satzek, Head of Strategic Procurement, Stabilus GmbH

11.00 Networking break with coffee and tea

11.30 Requirements and challenges for suppliers

Speaker to tbc

11.50 Panel discussion: South Eastern Europe – a challenging supply market?

Agnieszka Wojnowska, Commodity Manager, Stabilus Romania

Ole Pötter, Leifheit AG

Further speakers are requested

12.30 Lunch break

13.30 Three parallel options for buyers, suppliers and future investors

For suppliers

Commodity dialogues for suppliers, Stabilus to kick-off presentation & round tables

For suppliers only

- **Plastics & rubber**

- **Metal & coating**

- **Electronics**

- **Equipment & equipment services**

- **C-parts**

After the kick-off presentations all suppliers have the opportunity to speak and discuss with the commodity lead buyers of Stabilus. Stabilus will invite selected suppliers for additional supplier-buyer-meetings between 15.00 and 17.00 p.m.

For buyers

Economic region Romania – get a clear vision of the market potential

For buyers only

Sourcing workshop for purchasers organised by the AHK Romania about opportunities and perspectives in the region

Ruxandra Dumitrescu,

Manager Market Entry & Business Development Services, German-Romanian Chamber of Industry and Commerce

For future investors

Investment opportunities in Romania

For Stabilus suppliers only

Get informed about investment opportunity in Romania: General information, financing, legal aspects, best practice automotive, investment possibilities in the surrounding location of the production plant of Stabilus

Iuliana Rusu,

Investment Consultant, German-Romanian Chamber of Commerce
Cristian Popescu, General Manager, Stabilus Romania

Further speakers are requested

15.00 Supplier-buyer-meetings

All suppliers have the opportunity to be selected for individual B2B meetings with purchasers from Stabilus. They can also meet purchasers from other companies with sourcing interest in the region, at individual meeting tables. The profiles of all the suppliers that registered by 10th November 2017 and completed the template will be sent afterwards to all participating buyers.

All buyers have the chance to meet participating suppliers from the region specialising in different commodities. All purchasing companies receive an individual meeting table and have the opportunity to meet the suppliers in an informal setting without any time limitation. The demands of the purchasers will be communicated to all participating suppliers. All buyers will receive a supplier list in advance.

17.00 End of Fit for Growth 2017

Conference language: English 



+49 69 30838-200



+49 69 30838-299



INFORMATION FOR BUYERS

For buyers the conference offers the following benefits:

Sourcing workshop about the economic region Romania

Economic region Romania – get a clear vision of the market potential

Workshop organised by the AHK Romania about opportunities and perspectives in the region.

Ruxandra Dumitrescu, Manager Market Entry & Business Development Services, German-Romanian Chamber of Industry and Commerce

List of all participating suppliers

A list of all participating suppliers from the region is sent out to all participating buyers. If you inform us about your demands we will search the suppliers based on your demands.

Ask us to send you a registration sheet via email: anke.imelmann@bme.de

Individual meeting tables

In the afternoon you have the opportunity to meet suppliers from Romania, Bulgaria, Serbia and Moldova at your individual meeting table. The suppliers receive information about your demands in advance and can then address you directly, in an informal setting without any time limitation or schedule.



INFORMATION FOR SUPPLIERS

For suppliers the conference offers the following benefits:

Get informed about future procurement

In the morning buyers from Stabilus and further companies inform about future requirements and trends. Learn how to obtain competitive advantages in the areas of quality, logistics, strategy, processes, IT and integration. Buyers from different industries look forward to discussing these topics with you.



COMMODITY DIALOGUES WITH STABILUS

Discuss with lead buyers from Stabilus about their special requirements and needs in different commodities. Please indicate with your registration, which commodity dialogue you would like to join:

Plastics & rubber



For companies producing injection molding parts (tubes and bushings) and rubber components (grommets and sealing parts) in various materials, like NBR and NR.
Requirements: Certification ISO 9001

Metal & coating services



Focus within the commodity are sheet metal work like stamping parts, springs, turned parts and the cast parts.
We are looking for partners with a variety of capacities and specifications.
Requirements: Certification ISO 9001

Electronics



The workshop will generally cover DC motors or other regular electronical building groups (i.e. wiring harness, PCBA's, ECU's and Anti-Pitch-Strips). For cable and cable protection parts please attend the specialised workshop (see below).
Requirements: Certification ISO 9001

Equipment



Your company produces automated production lines or turned and milled parts according to specification? Or does your company have experience in the field of automated electric production lines? Feel free to join this workshop led by Stabilus to support our production with your capacity and knowledge.

C-parts/catalogue parts



You are a supplier that can deliver most c-parts like screws, bolts, nuts, springs, fittings, and catalog parts from Rexroth/Festo/Siemens... Feel free to join this workshop led by Stabilus to get more information.

Individual meetings with lead buyers from Stabilus

Strengthen the relations to the Stabilus production plant in Romania and discuss with the lead buyers of the different commodities how you can extend your cooperation or become part of the supplying network of Stabilus.

Individual meetings with further buyers

At the event you do not only have the opportunity for scheduled individual meetings with buyers from Stabilus, you can also meet buyers from further buyers from participating companies at individual meeting tables, without any need to arrange a meeting in advance. In the afternoon all buyers are waiting to discuss their specific demands with you.

Ask us to send you a list of all participating buyers: diane.djongoue@bme.de

High-level networking

The registration to the conference includes the participation at the evening event and at the event itself. Use this opportunity to meet procurement experts, speakers and colleagues apart from the settled agenda and add new contacts to your global network.



COOPERATION PARTNERS

STABILUS Stabilus is globally known for innovative products that give comfort to technology. With its gas springs, dampers and electromechanical drives, Stabilus is the leading solution provider for motion control with a thrilling product portfolio. It improves the user-friendliness of vehicles and many other every-day products. The company offers customized solutions wherever the technically optimized lifting and lowering, opening and closing, or damping and precise guiding of doors, lids or entire machine parts is required. The applications can be found e.g. in the tailgates of cars by the most exciting automotive brands worldwide, in furniture, or in medical and rehab technology. Machine builders, solar farms, agricultural machinery and many other technical products all benefit from the unique and value adding solutions that Stabilus has to offer its customers. The company is on a profitable growth curve. During fiscal year 2016, Stabilus Group sales amounted to EUR 738 million. It has been listed on the Frankfurt Stock Exchange since 2014 and is included in the SDAX index. Stabilus has more than 6,000 employees and produces in more countries around the globe.



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.



BMEnet GmbH is a 100% subsidiary of BME (The Association for Supply Chain Management, Procurement and Logistics). It organises different events for BME at the international level.

GOLD SPONSOR



MEDIA PARTNER



WITH SUPPORT FROM



CONTACTS

INTERNATIONAL BUSINESS NETWORK

Olaf Holzgreffe
Phone: +49 69 308 38-343
Email: olaf.holzgreffe@bme.de

PROCUREMENT EXPERT

Anke Imelmann
Phone: +49 69 308 38-161
Email: anke.imelmann@bme.de

SUPPLIER INFORMATION

Diane Djongoue
Phone: +49 69 308 38-186
Email: diane.djongoue@bme.de

EXHIBITORS/SPONSORS

Roland Knorr
Phone: +49 69 308 38-112
Email: roland.knorr@bme.de

GENERAL REGISTRATION

Jacqueline Berger
Phone: +49 69 308 38-200
Email: jacqueline.berger@bme.de



REGISTRATION FORM

Fax: +49 69 30838-299 | Phone: +49 69 30838-200 | www.bme.de/fit_for_growth



DIALOGPOST
Ein Service der Deutschen Post

ALLEMAGNE Port payé

BME net GmbH · Bolongarstrasse 82 · 65929 Frankfurt · Germany

Summit Day, Thursday, 23rd November 2017

☐ Yes, I would like to register

- ☐ Supplier 295,- € plus VAT (rates per person)
- ☐ Procurement expert 495,- € plus VAT (rates per person)
- ☐ Service provider 995,- € plus VAT (rates per person)

As a supplier: Please register for the commodity dialogue you want to join. Participation is only possible with registration.

Commodities for suppliers	Plastics & rubber	Metal & coating services	Electronics	Equipment	C-parts/catalogue parts
Please select					

Evening Event, Wednesday, 22nd November 2017

☐ 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:

Last name		First name	
Position		Division	
Phone		Fax	
Email			

Delegate 2:

Last name		First name	
Position		Division	
Phone		Fax	
Email			
Company			
VAT-ID			
Street/P.O. Box			
ZIP Code/City		Country	
Date/Signature			
Billing address:			
Division			
Street/P.O. Box			
ZIP Code/City		Country	

Internet KON-FIT

701000003



FACTS

Venue

Evening event:
22nd November 2017, 19.30

RIN Grand Hotel
7D Vitan Barzesti Street
Bucharest – 4, 042121
Romania
Phone: +40 311 061 111

Summit:

23rd November 2017, 09.30 – 17.00

RIN Grand Hotel
7D Vitan Barzesti Street
Bucharest – 4, 042121
Romania
Phone: +40 311 061 111
Email: reservations.ringrand@rinhotels.ro
49,- € / single room
59,- € / double room
The rates include breakfast and VAT, do not include 1 % City Tax.

Please take care of the reservation yourself. If you need the cancel or modify your reservation, please inform the hotel directly.

The registration fee includes:

- Summit documents (download)
- High-level networking
- Lunch and refreshments
- Pre-event 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 23rd Oct. 2017. 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 net GmbH
Bolongarstrasse 82
65929 Frankfurt, Germany
Phone: + 49 69 30838-200
Fax: +49 69 30838-299
Email: registration@bme.de
www.bme.de