

The European Excellence Experience



13th Conference European Procurement Excellence Summit

Hotel Taschenbergpalais | Dresden | Germany

Pre-Conference Dinner: 25th June 2018

Conference Day: 26th June 2018



Engage with fellow European procurement leaders for benchmarks and insights

- ▶ How to respond to the digital revolution and create value through disruptive technologies
- ▶ How to build a future-proven procurement team by finding and remaining the top talents
- ▶ How to take the next step from cost-cutting to value creation by giving insights and respond to the business needs

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THE EUROPEAN EXCELLENCE EXPERIENCE



13th BME European Procurement Excellence Summit

Once again designed as an invitation-only event the **European Procurement Excellence Summit** offers attendees valuable insights into how to benefit from a changing playing field and create a forward momentum that allows anchoring the relevance of the procurement function in the value creation process of tomorrow's business.

Target audience: Chief Procurement Officers, Procurement Top Executives (SVPs & VPs), Directors Strategic Procurement, Heads of Supply Chain Management/Global Sourcing from leading European companies

Who is confirmed: Anders Carlsson, CPO Group Purchasing & ICR, **SKF Group** | Jan Fokke van den Bosch, CPO, **HSBC** | Thomas Faller, CPO Reinsurance, **Munich Re Group** | Jens Michael Wegmann, COO, **Klöckner & Co SE** | Jan-Patrick Willmes, CPO, **Die Schweizerische Post** | Dr. Marcell Vollmer, SVP, Chief Digital Officer, **SAP Ariba** | Claas Radtke, Executive Vice President Global Procurement, CPO, **Weidmüller Interface GmbH & Co. KG** | Brian Gjerstrup, CPO/ Director Country Procurement, **TeliaSonera** | Dr. Michael Eyett, Chief Procurement Officer, **voestalpine AG** | Arnaud Morange, CPO, **Arval – BNP Paribas Group**



1st European Supply Chain Excellence Summit

The Supply Chain Management sector is undergoing a major metamorphosis. For a long time the distribution of roles was clear: product development, marketing and production set the tone within most organizations. They defined products and features for market success. Supply chain optimization essentially had the function of further optimizing cost structures and ensuring delivery capability. But times are changing radically and so are the boardroom conversations of Chief Supply Chain Officers in 2018.

Target audience: Chief Supply Chain Officers, Supply Chain Top Executives (SVPs & VPs), Directors Strategic Supply Chain, Heads of Supply Chain Management/Global Sourcing

Who is confirmed: Petra Becker, Vice President of A SCM Supply Network & Supply Chain Risk Management, **Continental Automotive GmbH** | Hans Ehm, Lead Principal Supply Chain, **Infineon** | Michael Janssen, Senior Vice President Supply Chain & Business Development, **Klöckner Metals Europe GmbH** | Klaus Neureuther, Western Europe Manufacturing Vice President at Global Supply Chain, Managing Director JTI Germany GmbH, **Japan Tobacco International** | Mario Bruggmann, former Director, **Global Sourcing of Medela Group** | Tabea Goetz, former Chief Supply Chain Officer, **Hagemeyer** | Michael Liesfeldt, VP Global Supply Chain Management, **Arlanxeo** | Dr David M Herold, Sustainability Researcher with a focus on Decarbonising Transport and Entrepreneurial Innovation, **Griffith University** | Anita Arts, Managing Director Supply Chain, **Liberty Global Operations B.V**



13th European Procurement Excellence

Shared intelligence: Transforming procurement for tomorrow's business

Technology: Next level automation through RPA and artificial intelligence – Collaboration through networks

Human Capital: Attracting, retraining and managing talent for the future procurement organization

Strategy & Process: Smart adoption to the forcing change on the way procurement operates

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Sharing ideas between procurement and supply chain – Discover our brand new parallel program. This year you will meet even more experts from the supply chain function – Get ready to share your ideas and expand your horizon!

EPE 2018

What is new this year?



The Excellence Experience: Procurement meets Supply Chain at our parallel European Supply Chain Excellence Summit (ESCE). Exchange views with your colleagues from supply chain and get a wider perspective.



This year we offer even more interactive group discussions together with your colleagues from supply chain. Benefit from four parallel round tables and choose two of your favorite subjects to dive deeper into the topics.

100%

100 % new industry speakers compared to 2017 – We have put much effort into finding the latest case studies from all over Europe – Discover a fresh agenda with never before heard international case studies.



BME e.V. is Europe's leading non-profit industry association for procurement, supply chain management, and logistic professionals. Our associated companies represent € 1.25 trillion annual purchasing volume. With a proven track record as a professional and neutral organizer of yearly more than 900 seminars, conferences and congresses BME is the perfect host for a high-level procurement congress.



THE EUROPEAN EXCELLENCE EXPERIENCE

Defining tomorrow's business equals creating a visionary image of the future. It leaves plenty of room for leeway and is subject to profound changes along the route. Nonetheless it is safe to say that today's dynamics in technology and in terms of organizational structures and human capital will have inevitable transformative impact on tomorrow's business and with that the procurement and supply chain functions.

There is no doubt that every successful procurement and supply chain leader is up-to-date when it comes to mastering actual challenges in their respective field. True success in future will however be determined to a large extent by smart collaborations within different business functions. A shared intelligence-approach allows gathering, analysing and disseminating information that underpin smart decision-making on an individual level and take the role of an pacemaker of this process.

Once again the **13th Conference European Procurement Excellence Summit (EPE)** in Dresden on 26th June 2018 provides conclusive answers to all major procurement questions. I invite you to discuss with Chief Procurement Officers, Procurement Top Executives (SVPs & VPs), Heads of Strategic Purchasing and Supply Chain Management of leading European companies the digital transformation of the procurement role and the associated opportunities for your own business.

But that's not all. BME has reacted to the current upheavals, especially in supply chain management, with a new event format. The **1st European Supply Chain Excellence Summit (ESCE)**, which will also take place on 26th June 2018 in the capital of Saxony, provides a neutral platform to talk to other European leaders about the successful digital supply chain transformation for tomorrow's business.

In light of the "shared intelligence" approach, we will offer joint sessions to actively foster networking and exchange amount procurement and supply chain executives. Be part of the procurement and supply chain community and benefit from our sharing approach!



Dr. Silviu Grobosch

Chief Executive Officer (CEO), Association for Supply Chain Management, Procurement and Logistics (BME)

MEET OUR EXPERT CONTRIBUTORS:

Amongst others, you will meet the following experts:



Jan Fokke van den Bosch
CPO



Thomas Faller
CPO Reinsurance



Jens Michael Wegmann
COO



Jan-Patrick Willmes
CPO



Joachim Jörg Heldt
Director



Dr. Marcell Vollmer
SVP, Chief Digital Officer



Brian Gjerstrup
CPO/ Director Country Procurement



Dr. Michael Eyett
Chief Procurement Officer



Arnaud Morange
Chief Procurement Officer



Claas Radtke
Executive Vice President Global
Procurement, CPO



Anders Carlsson
CPO Group Purchasing & ICR



PRE-SUMMIT EVENING EVENT

Monday, 25th June 2018 | 19:00 – 23:00

Join our dinner at the Residenzschloss and an exclusive museum tour – Take advantage of this opportunity to expand your network, meet your peers before the Summit begins and listen to an exciting keynote from Egon Zehnder.

Schedule:

From 19:00 Check in and reception

19:20 Opening address
by Burkard Schemmel, [amazonbusiness](#)
Head of Enterprise Customers DACH,
CEE and BENELUX, Amazon Business

19:30 Dinner Speech **"Leading in the Digital Age"**



Sandra Stegmann,
Practice Leader,
Technology & Communications Germany,
Egon Zehnder

20:00 Networking opportunity incl. buffet and music

From 21:30 **Exclusive nighttime museum tour: Grünes Gewölbe (Green Vault) at the Residenzschloss:**

Gold, rock crystal and diamonds seem to want to outshine each other in the treasury of August the Strong, which he built between 1723 and 1730. Today, old and new coalesce in the Grünes Gewölbe at the Residenzschloss: While the Historisches Grünes Gewölbe (Historic Green Vault) allows visitors to immerse themselves in the authentically restored rooms of the treasury, the Neues Grünes Gewölbe (New Green Vault) shows selected exhibits, impressively illuminated behind glass.



AGENDA

Tuesday, 26th June 2018

08:00	Check-in and welcome refreshments	11:00	Networking break and refreshments
09:00	Opening address EPE 2018 Horst Wiedmann , President, BME e.V., Executive Vice President, Head of Strategic Materials Management and Central Services, ZF Group, ZF Friedrichshafen AG	11:30	Interactive round table session – Join two discussions of your choice, each round takes 40 minutes ESCE Meet your supply chain peers for shared round tables. 11:30 – 12:10 ROUND TABLES 1 – 3 Round table 1 – Process driven supplier risk management: Paving the way to a more resilient supply chain for your business Ulf Venne , Senior Manager, Business Development, DHL Resilience360 Round table 2 – Four provoking hypotheses for tomorrow's procurement vision and strategy Andreas Pohle , Managing Partner, a.m.consult GmbH Round table 3 – Reuse/Recycle of software: Huge cost savings and unknown budget through re-harvesting Alfred Girr , Enterprise Account Manager, ReLicense AG Thomas Bauer , CEO, ReLicense AG
09:10	Opening remarks by the chairman Joachim Jörg Heldt, Director, Bosch Rexroth		
09:15	KEYNOTE: Think user-centric – Isn't it time for change? <ul style="list-style-type: none">▶ Everyone wants a B2C experience in a B2B environment▶ Current procurement processes for services are restrictive▶ We should completely rethink how we work with the user in mind▶ The key to success is the specification phase▶ How new technology will facilitate this revolution Jan Fokke van den Bosch , Global Chief Procurement Officer, HSBC	12:10	Changeover break – choose your second roundtable 12:15 – 12:55 ROUND TABLES 4 – 7 Round table 4 - FACTOR 4 THINKING in Procurement & Supply – Win the sustainable future Jan-Patrick Willmes , CPO, Die Schweizerische Post Round table 5 – Risk Management powered by AI & Big Data: The intelligent way to manage risk! Heiko Schwarz , founder & CEO, riskmethods GmbH Round table 6 – See, Understand, Improve and get 100% transparency in your processes Philip Weuste , Sales Director, Celonis Round table 7 – Social Media Monitoring & Compliance Checks: Analysing Thousands of Suppliers Simon Jaehnig , Co-Founder, Integrity Next GmbH
09:45	CPO Panel Discussion: Procurement 2025 – Evolution of procurement in the future Moderator: Dr. Marcell Vollmer , SVP, Chief Digital Officer, SAP Ariba Participants: Jan-Patrick Willmes , CPO, Die Schweizerische Post Anders Carlsson , CPO Group Purchasing & ICR, SKF Group Jan Fokke van den Bosch , Global Chief Procurement Officer, HSBC		
10:30	Exclusive presentation of survey results „Will Big Data be the next revolution that disrupts procurement?“ Dr. Christian Heiss , Partner, Oliver Wyman Soeren Juckenack , Principal, Oliver Wyman		

AGENDA

Tuesday, 26th June 2018

13:00 **Networking luncheon**

14:30 **KEYNOTE:**
Digitalization and supply chain innovation at Klöckner

- ▶ Value chain in steel distribution 20XX
- ▶ Digital and cultural transformation at Klöckner
- ▶ Supply chain innovation and technology piloting at Klöckner

Jens Michael Wegmann, COO, Klöckner & Co SE

15:00 **KEYNOTE:**
From pure cost-cutting to value creation – How procurement can climb up the value chain by creating analytic insights and innovation for the business

- ▶ The analytic value of strategic procurement
- ▶ From spend management to business analytics – the need for a new job profile in procurement

Brian Gjerstrup, CPO/ Director Country Procurement, TeliaSonera

15:30 **Digitization of the procurement function in a medium-sized enterprise**

- ▶ Digitization at Weidmüller and its procurement function
- ▶ Transparency as key for transformation of the procurement function and further digitization
- ▶ Digitization roadmap and next steps

Claas Radtke, Executive Vice President Global Procurement, CPO, Weidmüller Interface GmbH & Co. KG

16:00 **Networking break and refreshments**

16:30 **KEYNOTE:**
Transforming procurement beyond digitalisation and automation

- ▶ Alignment of procurement's vision & strategy within an environment of digital change
- ▶ Technology, sourcing content & skills are key to make change happen
- ▶ Procurement as a business multiplier: How can we raise procurement's value?

Thomas Faller, CPO Reinsurance, Munich Re Group

17:00 **KEYNOTE:**
Change is here to stay – How to manage constant change in procurement

- ▶ Procurement organisation in a decentral group
- ▶ Digitalisation as a transformation enabler
- ▶ Change management as a critical success factor

Dr. Michael Eyett, Chief Procurement Officer, voestalpine AG

17:30 **KEYNOTE:**
The people to face digitalization, shorter life cycles, abundance of data and information – What are the new skillsets required for procurement?

- ▶ How can we attract future talents to the function?
- ▶ What carriers can we propose for procurement?
- ▶ What trainings do we need?

Arnaud Morange, Chief Procurement Officer, Arval

18:00 **Closing remarks and end of EPE 2018**

PARTNERS | EXHIBITORS

THANK YOU for supporting this unique event!

PARTNERS



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amc Group – We are a consulting firm specialized in procurement including our own Procurement Academy and Staffing Services. Our holistic consulting approach supports our customers during the transformation of their procurement & supply chain, developing it to the next level. Together we make your procurement and supply chain ready for the future of Industry 4.0 and the digitization.

celonis

Celonis is the world's leading process mining company. The innovative big data technology applies machine learning across all company data to provide full, unbiased visibility into all business processes, uncover bottlenecks, and provide prescriptive recommendations on how to eliminate them effectively. Enterprises in over 25 countries trust Celonis to visualize, analyze and maximize the efficiency of their operations. Celonis is based in Munich with offices in the U.S. and the Netherlands.

RESILIENCE360

DHL Resilience360 is an innovative, cloud-based platform that helps companies visualize, track and protect their business operations. The solution enables early risk assessment for supplier qualification processes and monitors suppliers for immediate supply chain threats as well as early warning signs of internal distress that may develop over time. DHL Resilience360 seamlessly integrates with business systems to track companies' risk in combination with their business performance indicators. By digitalizing supplier risk management, Resilience360 empowers better decision making and more sustainable sourcing by procurement leaders and positions enterprises to turn potential disruptions into a competitive advantage.

Amazon Business

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Orpheus GmbH is the leading software vendor for spend & savings management, procurement performance measurement and Big/Smart data analytics in strategic procurement. Its AI algorithms and semantic data management enable procurement professionals to recognize hidden bundling and savings potentials. International clients, innovative DAX and MDAX companies as well as large midsize companies utilize our software modules.

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FACTS

What | When | Where

What **EPE Summit 2018**
13th European Procurement Excellence Summit

When Pre-Event Get-together at the Residenzschloss
Monday, 25th June 2018
Summit Day
Tuesday, 26th June 2018

Where **Hotel Taschenbergpalais | Dresden | Germany**
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Host **BME e.V.**
The Association for Supply Chain Management,
Procurement and Logistics

Fee* **Free admission**
Delegates are admitted only on personal invitation by BME

* BME reserves the right to qualify your registration before granting this offer.
Solution and service providers are welcome to take part as sponsoring partners
of the event.

Peer group Executives and senior procurement professionals
from international industrial groups*



REGISTRATION FORM

- ☐ Yes, I would like to register, free of charge (Summit Day, Tuesday, 26th June 2018)
- ☐ Pre-Event Get-together, Monday, 25th June 2018
- ☐ Yes, I am a service/solution provider. Please contact me to discuss my possibilities to participate.

PLEASE COMPLETE WITH ATTENDEE INFORMATION

Last Name, First Name: _____

Company: _____

Position, Division: _____

Phone, Fax: _____

Email: _____

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