



5th CEE Procurement & Supply Forum

SEIZING NEW OPPORTUNITIES IN CENTRAL & EASTERN EUROPE

16th
October
2018

Sourcing in Central and Eastern Europe – best practices
Successful supplier selection and development

GRANDIOR HOTEL PRAGUE, CZECH REPUBLIC

SPECIAL: B2B-Matchmaking

In cooperation with:



AHK

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

MEET POTENTIAL BUSINESS PARTNERS

In a globalized world, international companies need to build global supply chains in order to stay competitive and to succeed in different local markets. German and European corporations are therefore constantly searching for new potential suppliers who are reliable and who can deliver the quality needed.

BUYER INFORMATION:

After having registered for the conference you will automatically and without any obligation receive a list of potential suppliers and can then decide for one of the options:

Pre-scheduled B2B-Matchmaking

At the B2B-Matchmaking you will have the possibility to meet suppliers from the automotive, machinery and plant engineering sector as well as the electronics and further supply sectors in pre-scheduled meetings. You select from the list of suppliers those business partners that could potentially fit your individual needs. We will schedule meetings with all your selected suppliers that registered for the conference in 20 minute slots. You will only meet suppliers you selected.

Meet & Greet Table

If you don't want to miss the chance to talk to a potentially interesting supplier, let them approach you at your Meet & Greet Table. All suppliers will be informed about your individual needs and can then directly present their offer to you without any time limitation or schedule.

SUPPLIER INFORMATION:

Please contact the organisers to receive a template to hand in your company profile. You will also receive a list of all the buyers that are interested in participating in the forum. After being selected by the buyers for an individual meeting in the B2B-Matchmaking you can then register for the 5th CEE Procurement & Supply Forum and will receive a meeting plan in advance.



Quelle: AHK Czech Republic

Benefits for:

Buyers	Buyers & Suppliers	Suppliers
- Create and enlarge your business network in the CEE region (with colleagues and B2B-partners) - Meet efficient suppliers in one-to-one Meetings (B2B-Matchmaking and Meet & Greet Table)	- Presentations and panel discussion about the current market - Sharing of best practices in CEE - Workshops and networking	- Meet procurement professionals at the highest level - Find new business partners and potential customers (B2B-Meetings) - Benefit from a know-how exchange

For more buyer information please contact:

Anke Imelmann | Junior Project Manager:
anke.imelmann@bme.de | +49 6196 5828-161

For more supplier information please contact:

Diane Djongoue | International Operations Manager:
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WITH SUPPORT FROM



PRE-EVENING EVENT, MONDAY, 15TH OCTOBER 2018 | 19.00 – 22.00

Our evening reception takes you to the centre of Prague.
Meet speakers and network with participants in an informal setting with food and drinks.

Address:

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



Quelle: AHK Czech Republic

CONFERENCE AGENDA, TUESDAY, 16TH OCTOBER 2018 | GRANDIOR HOTEL PRAGUE

08.30 Check-in and reception with coffee and tea

09.00 Opening address CEE Procurement & Supply Forum 2018

09.30 Panel discussion 1: Economic region CEE – get a clear vision of the market potential

Strengths and weaknesses of the CEE market in general | Advantages and challenges in different countries

Alma Draganovic, Head of Procurement, Boyd Corporation GmbH, Germany

Mark Borgwardt, Head of Purchasing, Bühler Technologies GmbH, Germany

Katharina Ramos Lopes, International Purchasing Office Central and Eastern Europe, Miele Technika s.r.o., Czech Republic

10.30 Sourcing in CEE – best practice

Purchasing and sourcing strategy in CEE | How to manage the challenges

David Schovaneck, Purchasing Manager, Mubea CarboTech Czech, Czech Republic, (t.b.c.)

11.00 Networking break with coffee and tea

11.45 Panel discussion 2: Supplier qualification and development

Identifying key suppliers | Strategic riskmanagement

Heiko Kothe, Group Strategic Purchasing, SMS group, Germany

Olaf Rüter, Global Director of Material Sourcing and Strategic Purchase EMEA & North America, Osborn International GmbH, Germany (others t.b.c.)

Moderator: Andreas Schwarze, Executive Vice President, SynerTrade SES AG

12.45 Lunch break

B2B-Matchmaking	Meet & Greet Tables	Workshops
13.45 – 18.00  Discuss with potential business partners that fit your individual needs. For the B2B-Matchmakings you will receive a meeting plan in advance and know exactly which company you are going to talk to.	13.45 – 18.00  The Meet & Greet Tables will give you the opportunity to select the most interesting business partners at the event. You will receive a list of companies that participate in Meet & Greet Tables in advance.	13.45 – 15.15  Workshop 1: Sourcing in Central-Eastern Europe – best practices ■ Sourcing potential in CEE region, country focus ■ Handling sourcing process effectively: best practices, opportunities and threats Bartłomiej Bączik , Partner, OptiBuy Sp. z o.o., Poland
Included for buyers: • Pre-selected suppliers from overall supplier list • Individual meeting timetable • Individual table labeled with company name	Included for buyers: • Individual table labeled with company name • Access to all suppliers at event • Supplier list	15.15 – 16.00 Networking break with coffee and tea
	Excluded: • Individual meeting timetable	16.00 – 17.45 Workshop 2: 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 Martin Neupert , Senior Partner, bnt attorneys-at-law, Poland/Germany, (t.b.c.)

CONTACTS

BUYER CONTACT

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Conference Day, Tuesday, 16th October 2018

701006

Yes, I would like to register:

☐ Buyer (fee per person; includes supplier list)	545,- € plus VAT
Additional services for buyers:* (fee per company, not per person)	
☐ B2B Table (scheduled meetings)	495,- € plus VAT
☐ Meet & Greet Table (no meeting schedule)	295,- € plus VAT
☐ Suppliers (fee per person, includes B2B-Matchmaking)	295,- € plus VAT
☐ Service providers & consultants	995,- € plus VAT

* Please note that the participation in B2B-matchmaking and Meet & Greet tables is reserved for buyers.

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

Time	Workshops
13.45	☐ WS 1
16.00	☐ WS 2

Pre-Evening Event, Monday 15th October 2018

☐ Yes, I would like 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			
Street/P.O. Box			
ZIP Code/City		Country	
Date/Signature			

Billing address:

Division			
Street/P.O. Box			
ZIP Code/City		Country	

Internet KON-CEE

FACTS

Venue

Pre-Evening-Event: 15th October 2018

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

Conference: 16th October 2018

Grandior Hotel Prague
Na Poříčí 42
110 00 Prague 1, Czech Republic
Phone: +420 226 295 111

Email: reservation@hotel-grandior.cz
135,- € per night for a single room with breakfast

Reservation code: AHK 290383

We have organised a number of rooms at a special rate until the 25th September 2018. Please take care of the reservation yourself and inform the hotel in good time in the event of a cancellation or any changes to your reservation.

The registration fee includes:

- Conference 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 2nd October 2018. 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

BMEnet GmbH a subsidiary of
The Association for Supply Chain Management,
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