

The European Excellence Experience



## 14<sup>th</sup> Conference European Procurement Excellence Summit

Hotel Taschenbergpalais Kempinski Dresden | Germany

Pre-Conference Dinner: 24<sup>th</sup> June 2019

Conference Day: 25<sup>th</sup> June 2019



### **Engage with fellow European procurement leaders for benchmarks and insights**

- ▶ How to take procurement to the next level and make it a driver for innovation and value creation for the business while still effecting the bottom line
- ▶ How to win the war for millennial talents using new ways of leadership and embracing clarity and a sharing mindset
- ▶ How to adopt to disruptive technologies such as AI and RPA and use it to re-shape the role of procurement becoming a strategic partner

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## 14<sup>th</sup> European Procurement Excellence

Building a strong team for upcoming challenges –  
Prepare for the final stage of transformation

**Human factor first:** Attracting, retraining and managing millennial talent for a strong procurement organization

**Technology:** How to make the most of disruptive technologies, next level automation, cognitive procurement and collaboration through networks

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

Pre-Conference Dinner: 24<sup>th</sup> June 2019  
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Hotel Taschenbergpalais | Dresden | Germany



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 widen your horizon!

# EPE 2019

## What to expect from the summit



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 you're 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 2018 – We have put much effort into finding the latest case studies from all over Europe- Discover a fresh agenda with never before heard 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 2019

Crossing functional borders: Transforming procurement & supply chain for tomorrow's business

There is no doubt that every successful purchasing and supply chain manager is up to date when it comes to mastering the current challenges in their respective area. However, true success in the future will be largely determined by working shoulder to shoulder with all other areas of the business. This close interaction enables the collection, analysis and dissemination of information that supports the company's best possible decision-making at the individual level.

This is exactly where the 14<sup>th</sup> European Procurement Excellence Summit (EPE) and the 2<sup>nd</sup> European Supply Chain Excellence Summit (ESCE) come in, both taking place on 25 June 2019 in Dresden. The summit answers important questions about the digital networking of all links in the value and supply chains. It also sees itself as a top-class platform for the intensive exchange and high-quality networking of purchasing and supply chain managers from top European companies. This year again, the summit will provide you with valuable insights into how you can successfully react to the megatrends of globalisation and digitisation and how you can profit in the best possible way from the changing framework conditions.

The EPE will take place parallel to the European Supply Chain Excellence Summit (ESCE). With both summits under one roof, you will have the opportunity to think beyond silos, exchange forward-looking ideas and develop collaborative solutions for procurement and supply chains together with Europe's most creative minds. But that's not all: The congress hotel Taschenbergpalais Kempinski Dresden guarantees you an exclusive environment to be inspired by leading CPOs and CSCOs through innovative ideas, fresh thinking and meaningful interaction with like-minded people.

The aim of both event formats is to intensify cooperation among leading European purchasing and supply chain managers. Both the EPE and the ESCE will give you practical business advice on how to make your procurement the engine of innovation and value creation for your company. You can also look forward to experienced keynote speakers who will discuss new forms of personnel management with you so that you can win the War for Talents. Last but not least, we focus on new disruptive technologies such as Robotic Process Automation (RPA) or Artificial Intelligence (AI) and discuss with you in small, interactive working groups how your supply chain & procurement can become the enabler of digital transformation.

Let me conclude by saying: Be part of our procurement and supply chain community! I am looking forward to seeing you at the event!



Dr. Silvius 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:



**Jürgen Winterholler**  
Vice President – Digital Solutions



Rolls-Royce Power Systems AG



**Dirk Jan de With**  
Chief Procurement Officer, Covestro Deutschland AG



**Charlotte de Brabandt**  
30 under 30 Supply Chain Stars,  
Mega Watt winner 2018



**Christoph Kolbe**  
Head of Procurement DACH



**John Everett**  
EMEAI Purchasing Director



**Beate Dillmann**  
Head of Global Purchasing Services



**Ralph Grothmann**  
Principal Consultant for Predictive Analytics



# PRE-SUMMIT EVENING EVENT

Monday, 24<sup>th</sup> June 2019 | 19.00 – 23.00

Join our dinner at 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

## Schedule:

From 19.00 Check in and reception

19.30 **Business partnership and the rise of self-service**

by Florian Böhme, **business**

Director, Amazon Business DACH & CEE

19:45 **Kick-off Global Procurement Alliance - Signing ceremony of the strategic cooperation agreement between LOGY, Finland and BME**

Dr.-Ing. Silvius Grobosch, CEO, BME e.V., Association for Supply Chain Management, Procurement and Logistics  
Mr. Markku Hentinnen, CEO, Logy – Finnish Association of Purchasing and Logistics

20.00 Networking opportunity incl. buffet and music

From 21:30 **Exclusive nighttime museum tour: Historisches Grünes Gewölbe (Historic 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, 25<sup>th</sup> June 2019

08.00	<b>Check-in and Welcome Refreshments</b>
09.00	<b>Opening address EPE 2019</b> <b>Horst Wiedmann</b> , President, BME e.V., Executive Vice President, Head of Strategic Materials Management and Central Services, ZF Group, ZF Friedrichshafen AG
09.10	<b>Opening remarks by the chairman</b> <b>Dr. Thomas Andressen</b> , Vice President, Operations Excellence and Digitalization Operations and Technical Excellence Center (OTEC), K+S Aktiengesellschaft
09.15	<b>Focus now – People &amp; Culture in Purchasing</b> <ul style="list-style-type: none"><li>• be curious, courageous, colourful</li><li>• act as entrepreneur</li></ul> <b>Dirk Jan de With</b> , Chief Procurement Officer, Covestro Deutschland AG
09.45	<b>CPO Panel Discussion: Procurement 2025 – From evolution to revolution</b> Moderatorin: <b>Beate Dillmann</b> , Head of Global Purchasing Services, West Park Management Services GmbH (Triton Partners) <b>Panelists:</b> <b>Dirk Jan de With</b> , Chief Procurement Officer, Covestro Deutschland AG <b>Olaf Schoene</b> , CPO, Axpo Holding AG <b>Jens Fratermann</b> , Digital Transformation Corporate Purchasing, Volkswagen AG <b>Dr. Marcell Vollmer</b> , SVP, Chief Digital Officer Cloud Business Group – Intelligent Spend Management, SAP SE
10.30	<b>CDO-KEYNOTE:</b> <b>Digital Transformation in a traditional company – Insights in the diary of a CDO</b> <ul style="list-style-type: none"><li>• A360-Degree Look at the Organization</li><li>• Digitalization brings new opportunities</li><li>• Future World of Work</li></ul> <b>Jürgen Winterholler</b> , Vice President – Digital Solutions, Rolls-Royce Power Systems AG

1.00	<b>Networking Break and Refreshments</b>
11.30	<b>Interactive Round Table Session – Join two discussions of your choice, each round takes 40 minutes</b> <b>ESCE</b> Meet your supply chain peers for shared round tables. <b>11.30 – 12.10 ROUND TABLES 1 – 5</b> <b>Round Table 1 – The fourth industrial revolution is creating highly complex and interdependent supply chains – Are You Prepared to Take the Risk..?</b> <b>Ulf Venne</b> , Director   Sales EMEA & APAC, Resilience360 <b>Round Table 2 – Eliminating manual processes efficiently by applying Artificial Intelligence in procurement – How to fully digitize procurement so that mistakes are avoided, seamless B2B-workflows are ensured and all of your partners are electronically connected</b> <b>Reinald Schneller</b> , Geschäftsführer, Netfira GmbH <b>Round Table 3 – The Bottom Line of Sustainability &amp; Compliance</b> <b>Simon Jaehnig</b> , Co-Founder / Head of Sales & Partner Management, Integrity Next GmbH <b>Round Table 4 – Diverse teams as competitive advantage – Your Influence on Gender Diversity</b> <b>John Everett</b> , EMEAI Purchasing Director, Dow Chemical <b>Round Table 5 – Manage tail spend more efficient Project SP4U (simple purchase for you)</b> <b>Olaf Schoene</b> , CPO, Axpo Holding AG

# AGENDA

Tuesday, 25<sup>th</sup> June 2019

12.10	<p><b>Changeover break – choose your second roundtable</b> 12.15 – 12.55 ROUND TABLES 6 – 10</p> <p><b>Round Table 6 – Procurement Transformation – No Problem? Which pitfalls and obstacles can you expect on your way ahead and how to overcome them?</b></p> <p><b>Benefit from an interactive exchange with your procurement colleagues.</b></p> <p>Andreas Pohle, Managing Partner, a.m.consult GmbH Lorenz Kleinert, Project Manager, a.m.consult GmbH</p> <p><b>Round Table 7 – Why haven't we come further in digitizing our p2p processes? Many lack a digital strategy encompassing their end to end physical and financial supply chain. Why? What is stopping companies from creating and implementing a digitalization plan? Compare and discuss!</b></p> <p>Thomas Kofler, Account Executive, Tradeshift</p> <p><b>Round Table 8 – Transforming your procurement through technology</b></p> <p>Andreas Ritter, Senior Account Executive, Ivalua</p> <p><b>Round Table 9 – Implementing RPA in Procurement – How to motivate teams to drive efficiency</b></p> <p>Marc Westphalen, Head of Procurement Excellence, Beiersdorf AG</p> <p><b>Round Table 10 – Strategic Sourcing within Europe amidst global trade uncertainty. Experience how global companies are benefitting from the Irish Advantage throughout their global operations by partnering with innovative and reliable companies across all sectors.</b></p> <p>Matthew O'Byrne White, Market Adviser, Enterprise Ireland</p>
13.00	<p><b>Networking luncheon</b></p>
14.30	<p><b>Mental Resilience Masterclass</b></p> <ul style="list-style-type: none"><li>• Learn how to perform well and feel more positive in any pressure situation.</li><li>• Discover a powerful technique to build lasting inner confidence at work and socially.</li><li>• Learn how high achievers benefit from the 'Five Key Pillars of Mental Resilience'</li><li>• Learn a technique to quickly change from a negative to a positive mindset.</li></ul> <p>John Dabrowski, International Speaker and Former England Basketball Player, Expert on Mental Resilience &amp; Confidence Building</p>

15.00	<p><b>IBM Procurement's transformation into the Digital Era</b></p> <ul style="list-style-type: none"><li>• How Data &amp; Analytics, RPA and Artificial Intelligence is changing the way we work in procurement</li><li>• What are the skills our buyers will need in the future and how their role is changing</li></ul> <p>Christoph Kolbe, Head of Procurement DACH, IBM Deutschland GmbH</p>
15.30	<p><b>Leading in an up-coming Millennial World</b></p> <ul style="list-style-type: none"><li>• How millennials are causing disruption to leadership</li><li>• How can the leaders of tomorrow motivate and retain their workforce</li><li>• adopting flexibility while embracing clarity and a sharing mindset</li></ul> <p>Charlotte de Brabandt, Global Procurement, Johnson &amp; Johnson, ISM 30 under 30-Megawatt Winner 2018</p>
16.00	<p><b>Networking Break and Refreshments</b></p>
16.30	<p><b>Neural Networks and Deep Learning: What's behind it? Deep Learning for Price and Demand Predictions</b></p> <ul style="list-style-type: none"><li>• Creating commodity price and sales forecasts with deep neural networks</li><li>• Performance comparison traditional and new forecasting instruments</li><li>• From forecasting to planning: How to deal with forecast uncertainty?</li><li>• In operations: IT architecture, set-up and work-flow</li><li>• Examples from commodity price and demand forecasting (in-house) projects</li></ul> <p>Ralph Grothmann, Principal Consultant for Predictive Analytics, Siemens AG</p>
17.00	<p><b>On-Stage Interview: Digital Transformation - What's in it for Procurement and how will the function change?</b></p> <ul style="list-style-type: none"><li>• Change of the role of procurement professionals</li><li>• Robots as co-workers – how to deal with new technologies</li><li>• Embracing the future – how to prepare for procurement 2030 and beyond</li></ul> <p>Jens Fratermann, Digital Transformation Corporate Purchasing, Volkswagen AG</p>
17.30	<p><b>Final remarks from the chairmand and end of the conference</b></p>



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The innovative Netfira platform provides an all-in-one software solution, which automates all of your operative procurement and sales processes. Hence, there is finally time to focus on the strategic tasks! Regardless of the kind of data or documents, Netfira allows a seamless digital exchange between all business partners. Thus, orders, invoices, ASNs etc. can digitally be transferred, verified and completely automatically processed. Data accuracy: 100%! The onboarding of partners, which works via app and is based on AI, takes some minutes only.



Resilience360 is an innovative platform that helps companies to visualize, track and protect their business operations. The solution facilitates intuitive supply chain visualization, tracks shipments and ETAs across different transport modes and enables near real-time monitoring of incidents capable of disrupting supply chains. Resilience360 easily integrates with business systems and helps companies keep track of risk in combination with their business performance indicators. It enables companies to better ensure business continuity, building risk profiles based on over 31 risk databases, and identifying critical hotspots using heat-maps to mitigate risks and to turn potential disruptions into a competitive advantage.

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# EXHIBITORS

## **accenture**strategy

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Onventis Cloud Procurement Network – The Onventis Cloud Procurement Network connects B2B business processes for buyers and suppliers – simply and securely. Onventis has optimized its e-procurement solutions for medium-sized enterprises. In addition to integrated purchasing processes for strategic and operational procurement, the all-in-one procurement network includes on-demand content integration as well as networking possibilities across corporate boundaries. Worldwide, over 350,000 registered users create over 5.5 billion Euro purchasing volume with the Onventis cloud procurement network.

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Kerkhoff Group - Side by side with our customers we develop tailored solutions leading to operational excellence and substantial profitability increase. As a privately-held company, we have grown organically with our customer's requirements over the decades and work in interdisciplinary teams, which evolve innovative and intelligent solutions for supply chain, procurement and production.



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**TALENT-net**

For People in Procurement,  
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TALENT-net supports companies in all aspects concerning the human success factor in procurement, logistics and supply chain. We will find your specialist. Your visionary leader. The unconventional thinker. The Interim Manager. And the Digital Native. We identify high potentials – on the external market and within your organisation. Our customized qualification measures will boost the performance of your employees. Together with our partner the Fraunhofer IML, we measure the maturity level of your organization and optimize your digitization strategy. We will make your team fit for Procurement and Supply Chain 4.0.

## KNOWLEDGE PARTNER



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# FACTS

What | When | Where

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**What** **EPE Summit 2019**  
14<sup>th</sup> European Procurement Excellence Summit

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**When** Pre-Event Get-together at the Residenzschloss  
**Monday, 24<sup>th</sup> June 2019**  
Summit Day  
**Tuesday, 25<sup>th</sup> June 2019**

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**Where** **Hotel Taschenbergpalais Kempinski | Dresden | Germany**  
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**Host** **Association for Supply Chain Management, Procurement and Logistics (BME)**

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**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.

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

\* 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.





# REGISTRATION FORM

- Yes, I would like to register, free of charge (Summit Day, Tuesday, 25<sup>th</sup> June 2019)
  - Pre-Event Get-together, Monday, 24<sup>th</sup> June 2019
- 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:

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Company:

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Position, Division:

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Phone, Fax:

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Email:

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Street or P.O. Box:

---

Postal/ZIP Code, City, Country:

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Date, Signature:

---

# CONTACTS

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