

2nd CEE Procurement & Supply Forum

SEIZING NEW OPPORTUNITIES IN CENTRAL & EASTERN EUROPE



15TH OCTOBER 2015 – NH HOTEL PRAGUE CITY, PRAGUE, CZECH REPUBLIC

- Strategies to access East European markets
- Sourcing in Central and Eastern Europe – best practices
- Ensuring profitable growth through effective risk management
- Legal trends in sourcing contracts
- Successful supplier selection and development

SPECIAL: Supplier-Buyer-Matchmaking

In cooperation with:



WELCOME ADDRESS

Dear Ladies and Gentlemen,

Global sourcing has long been state of the art for international companies. Though, within the last year its significance has changed: The focus is no longer on the best price-product-ratio but on finding the best possible solution for international supply chains. This includes intelligent purchasing concepts as well as a high-quality collaboration with suppliers. Suppliers have to be more than just simple product deliverers – they are innovation and value-creation partners.

Taking benefit from geographical proximity as well as from its high number of potential suppliers, Central-Eastern Europe (CEE) provides numerous options for European companies. New cooperation models 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 2nd CEE Procurement & Supply Forum.

With this event the German Association Materials Management, Purchasing and Logistics (BME e.V.), the German-Czech Chamber of Commerce (DTIHK) and the German-Hungarian Chamber of Commerce (DUIHK) and its partners provide a unique platform to enable discussions between procurement professionals and suppliers at the highest level.

In addition to several workshops and presentations which focus, among other topics, on compliance, 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 2nd CEE Procurement & Supply Forum in Prague.



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



Gabriel A. Brennauer,
CEO,
German-Hungarian Chamber of
Industry and Commerce (DUIHK)



Dr. Christoph Feldmann,
CEO,
BME e.V., Frankfurt, Germany



The German Association Materials Management, Purchasing and Logistics (BME e.V.), founded in 1954, provides services for 9.200 individual and corporate members, including small and medium-sized businesses as well as global players. The latest official member survey shows: BME company members represent ...

- about 5,94 Mio employees in Germany,
- a purchasing volume of 1.250 trillion Euro,
- and a overall sales of 2.980 trillion Euro.

The BME e.V. promotes a dialog between business and academia, both on the demand and the supply side, by providing the necessary networks for communication and knowledge exchange. The association is open to all company types from any sector (industry, trade, banking/insurance, public sector, service providers, etc.).



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 80 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 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 630 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.



The German-Hungarian Chamber of Industry and Commerce (DUIHK or AHK Ungarn) is a voluntary organization of about 900 companies committed to strengthening and broadening the economic ties between Germany and Hungary. It is the largest foreign chamber in Hungary.

Our tasks and activities

The primary objective of the DUIHK is to promote and strengthen German-Hungarian economic relations. Today, the DUIHK provides a multitude of platforms for direct company contacts, offers a wide range of information and business services and advocates its members' interests towards political decision makers.

PRE-EVENING EVENT, WEDNESDAY, 14TH OCTOBER 2015 | 19.00 – 22.00

We are proud to invite you to our pre-evening event. Get in touch with speakers and delegates even before the summit has started and add new contacts to your global network.

The pre-evening event will take place at DTIHK above the rooftops of Wenceslas Square.

Dress code: Business casual

Address:
German-Czech Chamber of Industry and Commerce
Václavské náměstí 40
110 00 Prague 1, Czech Republic



SUMMIT AGENDA, THURSDAY, 15TH OCTOBER 2015 | NH HOTEL PRAGUE CITY

8.30 Check-in and reception with tea and coffee

9.30 Opening Plenary

Chairman: Hans-Günter Lind, Division „Companies and international markets“, Fraunhofer MOEZ, Leipzig, Germany

Opening Address CEE Procurement & Supply Forum 2015

Axel Limberg, Managing Director EnBW CZ spol. s.r.o.,

President of the German-Czech Chamber of Industry and Commerce (DTIHK), Prague, Czech Republic

Gabriel A. Brennauer, CEO, German-Hungarian Chamber of Industry and Commerce (DUIHK), Budapest, Hungary

Radomil Doležal, General Director, CzechTrade Promotion Agency, Prague, Czech Republic

Horst Wiedmann, Executive Vice President, Head of Strategic Materials Management and Central Services ZF Group, ZF Friedrichshafen AG, Chairman of the Executive Board, BME e.V., Frankfurt, Germany

10.00 Strategic Sourcing Centre of Excellence: New business models for connecting buyers and sellers

■ How to define BCC (best cost countries) in the today's business environment i.e. 2015 to 2020?

■ Purchasing Managers perspective: How can BCC suppliers improve quality while reducing costs?

■ Case study: Automotive Supplier

■ Case study: Industrial equipment manufacturer

Thompson McDaniel, Director – Operational Excellence Group, PwC, Prague, Czech Republic

10.30 CEE – an indispensable procurement market for Škoda Auto (title to be confirmed)

Marek Löffelmann, Škoda Auto, Czech Republic

11.00 Networking break with coffee and tea

11.30 STABILUS Powerise® – Made in East Europe

■ Success Story Powerise®: Challenges in global procurement

■ Strategy to access East European markets

■ Our way to operational excellence

■ Sustainable purchasing as a key factor for profitable growth

Christian Satzek, Head of Strategic Procurement, Stabilus GmbH, Koblenz, Germany

Matthias Etzkorn, Procurement Specialist, Stabilus GmbH, Koblenz, Germany

Paul Wolff, Lead Buyer Electronics, STABILUS S.R.L., Romania

12.00 Ensuring profitable growth through effective risk management

■ Importance of aligning risk strategy with business strategy

■ Supply risk management as an integral part of Enterprise Risk Management (ERM)

■ The consequences of risk management failures

■ The concept of supply risk management at Atlantic Grupa

Danijel Banek, Executive Director of Central Purchasing, Atlantic Grupa, Zagreb, Croatia

SUMMIT AGENDA, THURSDAY, 15TH OCTOBER 2015

12.30 Panel Discussion: Sourcing in Central & Eastern Europe: strategies and prospects

Wolfgang Kreher, Global Purchasing Director, Jost-Werke GmbH, Neu-Isenburg, Germany

Vladimír Olmr, Managing Director, SOPO S.R.O., Říčany, Czech Republic

Ing. Miloš Ptáček, Managing Director, KORNET s.r.o., Kraslice, Czech Republic

Moderator: **Olaf Holzgrefe**, Head of International & Affairs, BME e.V., Frankfurt, Germany

13.00 Lunch break

Supplier-Buyer-Matchmaking & Parallel Workshops

14.00 – 17.30 SUPPLIER-BUYER-MATCHMAKING

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.

For more detailed information see next page.

PARALLEL WORKSHOPS

14.00 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.
- Selected project case studies

Bartłomiej Bączik, Partner, OptiBuy Sp. z o.o., Warsaw, Poland

Jiri Kubos, Sourcing Manager, OptiBuy Sp. z o.o., Prague, Czech Republic

14.00 Workshop 2

Legal Trends in sourcing contracts

- Hot topics (e.g. warranty issues, limitation of liability, retention of title, insolvency, termination, resale price maintenance, exclusivity)
- Digital Economy and its impact on purchasing, production and distribution
- Data protection and customer trust (e.g. commercial use of personal data, data transfers abroad, automated systems)

Barbora Dubanska, CMS Prague, Czech Republic

Markus Häuser, CMS Munich, Germany

Dóra Petrányi, CMS Budapest, Hungary

Peter Šimo, CMS Bratislava, Slovakia

15.30 Networking break with coffee and tea

16.00 Workshop 3

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, German-Czech Chamber of Industry and Commerce (DTIHK), Prague, Czech Republic

16.00 Workshop 4

Transport & Logistics in CEE: Challenges and Solutions

- Supplier selection & development
- Risk management
- Future trends

17.30 End of 2nd CEE Procurement & Supply Forum

Conference Language



Translation



CONTACTS

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SUPPLIER-BUYER-MATCHMAKING (SBMM)

In cooperation with the German-Czech Chamber of Industry and Commerce (DTIHK) and the German-Hungarian Chamber of Industry and Commerce (DUIHK), the BME e.V. organizes a supplier-buyer-matchmaking in Prague. We are going to identify suppliers tailored to your needs and requirements. First we will recommend potential suppliers to you. Then it is up to you which contact you would like to accept or decline. Your favourite suppliers are then invited to on-site discussions.

In 15-minute talks you'll have the opportunity to learn more about the products and services of the suppliers and enable you to check possibilities of cooperation. This matchmaking is a great and easy opportunity to meet new partners in business and to expand your professional business network.

Meet suppliers from the automotive, machinery and plant engineering as well as electronics supply sector. For more detailed information on the markets of the Czech Republic, Hungary, Slovenia, Slovakia, Poland and Serbia we recommend the cost-free and up-to-date market information of the German Trade and Invest via www.GTAI.de

Contact details for more information:



Olaf Holzgrefe

Head of International Business Development & Affairs

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Fax: +49 69 30838-290

Email: olaf.holzgrefe@bme.de



The matchmaking procedure for buyers is as follows:

- After registration, you will receive a form to fill in your requirements and needs
- We will then provide you with a list of potential suppliers (according to your specific criteria)
- You choose the suppliers which are of interest to you
- We coordinate the matchmaking for you on-site at the event

For suppliers: the participation in the SBMM depends on the buyer's selection. In any case, a SBMM-supplier must be registered at the 2nd CEE Procurement & Supply Forum.

For more information or participation at the forum incl. SBMM please contact DTIHK, DUIHK or BME.

Feel free to ask for a detailed process description (Email: henrik.weller@bme.de)

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PARTNER



EXHIBITORS/SPONSORS



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Take this opportunity to showcase your business, foster contacts and forge new business relationships with key decision makers!

We will be happy to advise you on how best to present your solutions and services as a partner and exhibitor at the 2nd CEE Procurement & Supply Forum!



BME e.V. · Bolongarostrasse 82 · 65929 Frankfurt · Germany

FACTS

Summit Day, Thursday, 15th October 2015

Yes, I would like to register

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Procurement Experts*	Members**	Non-Members
<input type="checkbox"/> Summit + Supplier-Buyer-Matchmaking	1.495,- €	1.695,- €
<input type="checkbox"/> Summit (purchasers without Matchmaking)	245,- €	295,- €

Suppliers*	Members**	Non-Members
<input type="checkbox"/> Summit	245,- €	295,- €

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

** Member rates are valid for BME-members, members of DTIHK, DUIHK and conference partners.

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

Time	Workshops	
14.00	<input type="checkbox"/> WS 1	<input type="checkbox"/> WS 2
16.00	<input type="checkbox"/> WS 3	<input type="checkbox"/> WS 4

Pre-Evening Event, Wednesday, 14th October 2015

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 Membership number

Last name First name

Position Division

Phone Fax

Email

Delegate 2:

BME Membership number

Last name First name

Position Division

Phone Fax

Email

Company

Street/P.O. Box ZIP Code/City

Phone Fax

Date/Signature

Billing address:

Division

Street/P.O. Box PLZ/Ort

KON-CEE

Venue

Pre-Evening Event: 14th October 2015:

German-Czech Chamber of Industry and Commerce
Václavské náměstí 40
110 00 Prague 1, Czech Republic
Phone: +420 224 221 200

Summit: 15th October 2015

NH Hotel Prague City
Mozartova 261/1
150 00 Prague, Czech Republic
Phone: +420 257 153 11
90,- € per night for a single room with breakfast

We have pre-reserved a contingent of rooms until 24 September 2015. 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:

- 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 2nd October 2015.

Please note that a processing fee of € 50 will be charged for cancellations before 2nd October 2015. 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

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