



# 5<sup>th</sup> CEE Procurement & Supply Forum

SEIZING NEW OPPORTUNITIES IN CENTRAL & EASTERN EUROPE

16<sup>th</sup>  
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 5<sup>th</sup> CEE Procurement & Supply Forum and will receive a meeting plan in advance.



Quelle: AHK Czech Republic

### Benefits for:

Buyers	Buyers & Suppliers	Suppliers
<ul style="list-style-type: none"> <li>Create and enlarge your business network in the CEE region (with colleagues and B2B-partners)</li> <li>Meet efficient suppliers in one-to-one Meetings (B2B-Matchmaking and Meet &amp; Greet Table)</li> </ul>	<ul style="list-style-type: none"> <li>Presentations and panel discussion about the current market</li> <li>Sharing of best practices in CEE</li> <li>Workshops and networking</li> </ul>	<ul style="list-style-type: none"> <li>Meet procurement professionals at the highest level</li> <li>Find new business partners and potential customers (B2B-Meetings)</li> <li>Benefit from a know-how exchange</li> </ul>

### 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:  
diane.djongoue@bme.de | +49 6196 5828-186

## GOLD SPONSORS



## SILVER SPONSOR



## MEDIA PARTNER



## WITH SUPPORT FROM



## PRE-EVENING EVENT, MONDAY, 15<sup>TH</sup> 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, 16<sup>TH</sup> 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
<b>13.45 – 18.00</b>  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.	<b>13.45 – 18.00</b>  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.	<b>13.45 – 15.15</b>  <b>Workshop 1:</b> <b>Sourcing in Central-Eastern Europe – best practices</b> <ul style="list-style-type: none"> <li>■ Sourcing potential in CEE region, country focus</li> <li>■ Handling sourcing process effectively: best practices, opportunities and threats</li> </ul> <b>Bartłomiej Bączik</b> , Partner, OptiBuy Sp. z o.o., Poland
<b>Included for buyers:</b> <ul style="list-style-type: none"> <li>• Pre-selected suppliers from overall supplier list</li> <li>• Individual meeting timetable</li> <li>• Individual table labeled with company name</li> </ul>	<b>Included for buyers:</b> <ul style="list-style-type: none"> <li>• Individual table labeled with company name</li> <li>• Access to all suppliers at event</li> <li>• Supplier list</li> </ul>	<b>15.15 – 16.00</b> Networking break with coffee and tea
	<b>Excluded:</b> <ul style="list-style-type: none"> <li>• Individual meeting timetable</li> </ul>	<b>16.00 – 17.45</b> <b>Workshop 2:</b> <b>Legal aspects of CEE sourcing – contracts, claims and compliance</b> <ul style="list-style-type: none"> <li>■ Claim management – how to mitigate contract risks/quality recalls?</li> <li>■ Compliance management</li> <li>■ Special: the Baltic countries – hidden chances</li> </ul> <b>Martin Neupert</b> , Senior Partner, bnt attorneys-at-law, Poland/Germany, (t.b.c.)

## CONTACTS

### BUYER CONTACT

**Anke Imelmann**  
Phone: +49 6196 5828-161  
Email: anke.imelmann@bme.de

### SUPPLIER CONTACT

**Diane Djongoue**  
Phone: +49 6196 5828-186  
Email: diane.djongoue@bme.de

### REGISTRATION

**Jacqueline Berger**  
Phone: +49 6196 5828-201  
Email: jacqueline.berger@bme.de

### SPONSORING

**Roland Knoor**  
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## Conference Day, Tuesday, 16<sup>th</sup> October 2018

701006

Yes, I would like to register:

<input type="checkbox"/> Buyer (fee per person; includes supplier list)	545,- € plus VAT
<b>Additional services for buyers:* (fee per company, not per person)</b>	
<input type="checkbox"/> B2B Table (scheduled meetings)	495,- € plus VAT
<input type="checkbox"/> Meet & Greet Table (no meeting schedule)	295,- € plus VAT
<input type="checkbox"/> Suppliers (fee per person, includes B2B-Matchmaking)	295,- € plus VAT
<input type="checkbox"/> 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	<input type="checkbox"/> WS 1
16.00	<input type="checkbox"/> WS 2

## Pre-Evening Event, Monday 15<sup>th</sup> 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

## FACTS

### Venue

**Pre-Evening-Event: 15<sup>th</sup> October 2018**  
German-Czech Chamber of Industry and Commerce  
Václavské náměstí 40 (Wenceslas Square)  
110 00 Prague 1, Czech Republic

### Conference: 16<sup>th</sup> 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 25<sup>th</sup> 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 2<sup>nd</sup> 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

BME e.V.  
The Association for Supply Chain Management, Procurement and Logistics  
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