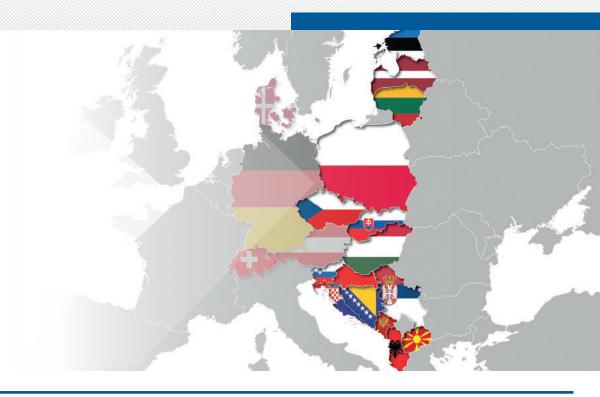




3rd CEE Procurement & Supply Forum

SEIZING NEW OPPORTUNITIES IN CENTRAL & EASTERN EUROPE





19[™] OCTOBER 2016 – GRANDIOR HOTEL PRAGUE, CZECH REPUBLIC

- Strategies to access Central and Eastern European markets
- Sourcing in Central and Eastern Europe best practices
- Successful supplier selection and development
- Ensuring profitable growth through tactical partnerships

In cooperation with:



SEIZING NEW OPPORTUNITIES IN CENTRAL & FASTERN EUROPI

WELCOME ADDRESS

Dear Ladies and Gentlemen.

Global sourcing and sourcing in Central-Eastern Europe (CEE) has long been state of the art for international companies. Though, within the last years its significance has changed: It is focusing on finding optimal suppliers in times of international crises, strategic changes and investing in long term supplier relationships. This includes intelligent purchasing concepts and innovative collaboration. More than ever, suppliers have to go beyond simple product delivery – they are innovation and value-creation partners. Taking benefit from geographical proximity as well as from its high number of potential suppliers, CEE provides numerous options for European companies. The combined experiences of the last two years have shown that there is a truly great market waiting be discovered. New models of cooperation 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 3rd CEE Procurement & Supply Forum. With this event the German Association for Supply Chain Management, Procurement and Logistics (BME), the German-Czech Chamber of Commerce (DTIHK) and its partners provide a unique platform to enable discussions between procurement professionals and suppliers at the highest level – we want to build bridges and want to create a living network between procurement professionals as well as between buyers and the best in class suppliers. In addition to several workshops and presentations which focus, among other topics, on legal aspects, market overview, commodities and best practices in CEE, 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 $3^{\rm rd}$ CEE Procurement & Supply Forum in Prague.



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





Managing Director, The Association for Supply Chain Management, Procurement and Logistics (BME), Frankfurt, Germany



The Association for Supply Chain Management, Procurement and Logistics (BME) has established itself as a professional association for buyers and supply chain managers in Germany. Founded in 1954, we see ourselves as a service for our members who join us from all industrial and service sectors, including distributive trade, banking, insurance and public institutions. Our aspiration includes the know-how transfer in the fields of materials management, purchasing and logistics. It is achieved through a continuous exchange of experience, education and training services as well as the scientific work on new methods, procedures and techniques. In addition, the BME supports its members in the development of new markets and also configures economic processes and developments.



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 90 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 its members 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 650 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.



3rd CEE Procurement & Supply Forum

EVENING EVENT, TUESDAY, 18^{TH} OCTOBER 2016 | 19.00 - 22.00

Our evening reception takes you to the centre of Prague. Enjoy the night sky from the stunning dome of the German-Czech Chamber of Industry and Commerce. Meet speakers and network with participants in an informal setting with food and drinks.

Dress code: business casual

Address:

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





CONFERENCE AGENDA, WEDNESDAY, 19TH OCTOBER 2016 | GRANDIOR HOTEL PRAGUE

08.30 Check-in and reception with tea and coffee

Chairman: Olaf Holzgrefe, Head of International & Affairs, BME, Frankfurt, Germany

09.15 Opening Address CEE Procurement & Supply Forum 2016

09.45 Panel discussion 1: Sourcing Market CEE

- Macro-economic data, development and potential implications
- Strengths and weaknesses of the CEE market
- Advantages and challenges in different countries
- Development of a supplier network

Keynote: Jiri Moser, Country managing partner, PricewaterhouseCoopers Česká republika s.r.o., Prague, Czech Republic Tilman M. Knapp, Head of Global Business Services NPM Purchasing, Voith Global Business Services EMEA GmbH, Heidenheim, Germany

Dr. Jens Kuschke, Manager Global Sourcing, Brückner Maschinenbau GmbH & Co. KG, Siegsdorf, Germany Dr. Armin Leppert, Global Manager Commodity Purchasing, IFA ROTORION Group, Haldensleben, Deutschland Martin Neupert, Attorney and Partner, bnt attorneys-at-law, Nürnberg, Germany and Warsaw, Poland Moderator: Dr. Silvius Grobosch, Executive Vice President, BME, Frankfurt, Germany

10.45 From local vendor to global supplier – how to start business with key global customers?

- Requirements for being a global supplier
- Capabilities for competitive advantage a framework for action
- Product and process strategies to bridge the capability gap

Robert Diab, Product Management, BMW Group, Munich, Germany •••••

11.15 Networking break with coffee and tea

Meet & Greet Automotive powered by Geis



Meet & Greet Mechanical Engineering

Supplier performance management – transparency, controlling & quality

- How to achieve supply chain transparency?
- KPIs to monitor supplier performance
- Implementing a holistic supplier risk approach & scorecard
- Strategies to drive quality & supplier integration

Jan Henner Theissen, Director Strategy & Methods, Global Purchasing, AGCO Corporation, Duluth, USA

12.30 Panel discussion 2: Boosting growth through tactical partnerships – how to manage strategic suppliers?

- Identifying key suppliers
- Supplier onboarding
- Boosting innovation and growth with suppliers
- Supplier relationship management
- Win-win situation: critical success factors

Muamer Babajic, CEO, Masterwerk, Munich, Germany

Dustin Schrep, Purchasing Team Leader Mechanics, SEW Eurodrive GmbH & Co KG, Graben-Neudorf, Germany Moderator: Olaf Holzgrefe, BME

13.15 Lunch break



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CONFERENCE AGENDA, WEDNESDAY, 19[™] OCTOBER 2016

Workshops & SUPPLIER-BUYER-MATCHMAKING

14.15- SUPPLIER-BUYER-MATCHMAKING

17.45 German and European corporations are constantly searching for new potential suppliers, which are reliable and which can deliver the quality needed. During the Supplier-Buyer-Matchmaking procurers will only meet suppliers that fit their individual needs and were selected by them. beforehand. Please see overleaf for more details.

WORKSHOPS

14.15 Workshop 1

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

Theis Klauberg, Attorney and Partner, bnt attorneys-at-law, Riga, Lettland **Jan Burmeister,** Attorney and Partner, bnt attorneys-at-law, Budapest, Hungary

15.45 Networking break with coffee and tea

Meet & Greet Automotive

Meet & Greet Mechanical Engineering powered by Geis



16.15 Workshop 2

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

17.45 End of 3rd CEE Procurement & Supply Forum

Conference Language





EVENT FORMATS

Supplier-Match-Making



Buyers and suppliers meet for 20 minute conversations

Plenary



Best practice reports on strategic and operational business

Interactive Discussion



Exchange ideas and experiences with selected specialists

Workshops



Developing concrete solution for operational issues

Meet & Greets



Meet appropriate business partners in an informal setting

CONTACTS

PROGRAM MANAGER

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SUPPLIER-BUYER-MATCHMAKING

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SUPPLIER-BUYER-MATCHMAKING

In cooperation with the German-Czech Chamber of Industry and Commerce (DTIHK), BME is organising a supplier-buyermatchmaking (SBMM) in Prague.

During the SBMM procurers will only meet suppliers that fit their individual needs and were selected by them beforehand. Each procurer that registers to the conference and pays the participation fee will receive a list of potential suppliers to rate. Based on those ratings procurers can decide if they want to participate in the SBMM and if so meetings with their favourite suppliers will be scheduled. During the event there will be 20 minute slots allocated for each procurer-supplier pairing. These meetings are an ideal opportunity to get to know each other, discuss your needs and explore possibilities for cooperation.

At the SBMM you will have the possibility to meet suppliers from the automotive, machinery and plant engineering as well as the electronics supply sector.

Matchmaking procedure for procurers

Every procurer that registered for the conference can express their interest in the SBMM. After having filled out a form with their base requirements and payed the regular participation fee they will receive a list of potential suppliers to rate without any obligation in joining the SBMM. If the potential suppliers are of interest procurers can decide to participate and the BME will coordinate the matchmaking with all the suppliers you have chosen and provide you with your individual schedule.



Matchmaking procedure for suppliers

Suppliers are asked to enter their company profile into the scoring process. If a supplier is chosen by a buyer they will be invited to register for the 3rd CEE Procurement & Supply Forum and receive a meeting plan in advance.

For more information please contact

Lisa Immensack | International Project Manager Balkans: lisa.immensack@bme,de, +49 69 30838-345 Marlene Grauer | International Project Manager CEE: marlene.grauer@bme.de, +49 69 30838-129



GOLD SPONSOR













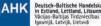






WITH SUPPORT FROM





































Fax: +49 69 30838-299 | Phone: +49 69 30838-200 | www.bme.de/cee



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

Summit Day, Wednesday, 19th October 2016

☐ Yes, I would like to register

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Procurement Experts*	Members***	Non-Members
☐ Summit + Supplier-Buyer-Matchmaking (per company)	1.745,- €	1.945,- €
☐ Summit (purchasers without matchmaking) (per person)	245,- €	295,-€
Suppliers* (rates per person)	Mombors***	Non Mombors

Members* Non-Members **Suppliers*** (rates per person) ☐ Summit 245,- € 295,-€

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

Time	Workshops	
14.15	□ WS 1	
16.15	□ WS 2	

Pre-Evening Event, Tuesday, 18th October 2016

☐ 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/Partner N	Membership number		
Last name		First name	
Position		Divison	
Phone		Fax	
Email			

Email						
Delegate 2:						
BME/Partner Membership number						
Last name	First name					
Position	Divison					
Phone	Fax					
Email						
Company						
Street/P.O. Box						
ZIP Code/City	Country					
Date/Signature X	Country					
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Billing address:						
Division						
Street/P.O. Box						
ZIP Code/City	Country					

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FACTS

Venue

Evening Event: 18th October 2016:

German-Czech Chamber of Industy and Commerce

Václavské náměstí 40 (Wenceslas Square) 110 00 Prague 1, Czech Republic

Summit: 19th October 2016

Grandior Hotel Prague Na Poříčí 42

110 00 Prague 1, Czech Republic

Tel: +420 226 295 111

140,- € per night for a single room with breakfast

We have pre-reserved a contingent of rooms until 24 September 2016. 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:

- Conference documents (download)
- High-level networking
- Lunch and refreshments
- Evening reception

Programme

BME reserves the right to make changes to the programme.

Cancellations

Please note that a processing fee of \in 50 will be charged for cancellations before 2nd October 2016. 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

The Association for Supply Chain Management, Procurement and Logistics Bolongarostrasse 82 65929 Frankfurt, Germany Phone: + 49 69 30838-200 Fax: +49 69 30838-299

Email: registration@bme.de

www.bme.de

BIH







^{*} Please note that the participation in the summit and in the supplier buyer matchmaking is reserved for procurement experts and selected suppliers

^{**} Participation in the SBMM for suppliers only after selection by buyers.

*** Member rates are valid for BME-members as well as for members of the partner associations.