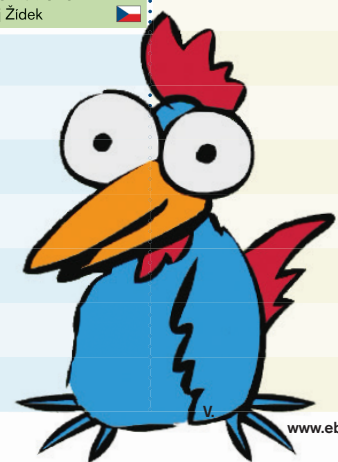


# Programme eBF 2014

	Wednesday - 5. 11.			Thursday - 6. 11.				Friday - 7. 11.	
	Congress Hall Hotel Imperial	Prague Hall Hotel Imperial (English Hall)	Budapest Hall Hotel Imperial	PROebiz training centre Masarykovo náměstí 3	Congress Hall Hotel Imperial	Prague Hall Hotel Imperial (English Hall)	Budapest Hall Hotel Imperial	PROebiz training centre Masarykovo náměstí 33	Congress Hall Hotel Imperial
9:00	public	business	business	business	business	public	public		9:00
9:30	<b>Opening Ceremony</b> 1			<b>PRACTICAL ARENA with M. KAPLAN</b>	<b>WORKSHOP</b> 30	<b>Public-Private partnerships</b> 32 Michal Kania	<b>Tender documentation - appropriate content and procedure</b> 40 Kateřina Kolářková	<b>Hospitals &amp; eAuctions</b> 49	<b>PROebiz open</b> 53
10:00	<b>WORKSHOP</b> 2 Prologue - Jaroslav Lexa	<b>How can purchasing teams be motivated?</b> 4 Rastislav Janík	<b>Points of interest from last 13 year in the world of eAuctions</b> Andrzej Kulbiński	<b>Petr PERNIČKA</b> 21 The management of purchase requirements	<b>The role of purchasing in a company's strategic objectives</b>	<b>Overview of eProcurement platforms in the EU</b> 33 Marco Tardioli	<b>Construction tenders and eAuctions</b> 41 Jan Havlík	<b>Public tenders in healthcare institutions</b>	<b>Basic types of eAuction</b>
10:30	<b>What is the most economically advantageous bid?</b>	<b>The supplier as a source of innovation</b> 5 Martin Kapler	<b>Investments and eAuctions</b> 14 Martin Kapler	<b>Miloš OLEJNÍK</b> 22 How to use the TCO model in practice	<b>The loyal supplier or how to be the preferred customer</b>	<b>How to work with references in public tenders</b> 34 Jozef Kubinec	<b>Extra work in construction tenders</b> 42 Alena Vačkářová	<b>Public tenders from preparation of tender documents to signing the contract with the winner</b> A. Ševčíková, V. Horová	<b>Plan for research and analysis</b>
11:00	<b>What should you do if you come across an unusually low bid in public procurement?</b>	<b>Spot purchasing and eSourcing tools</b> 6 Tomáš Veit	<b>Organising and managing a purchasing team</b> 15 Karel Otýs	<b>Andrzej KULBIŃSKI</b> 23 Everything you need to know about ERMMA	<b>The pros and cons of particular types of eAuction</b>	coffee	coffee	coffee Imperial	<b>Public ePROCUREMENT</b>
11:30		coffee	coffee	<b>Juraj PULLMANN</b> 24 Evaluation of suppliers in the eAuction - price, quality					<b>Private ePROCUREMENT</b>
12:00		<b>Sourcing practice and expectations in the USA</b> 7 Ingrid Tocháčková	<b>How can a purchasing strategy be created and evaluated?</b> 16 Jan Vašek	coffee	<b>How can purchasing teams be motivated, evaluated and rewarded?</b>	<b>The opportunities of SMEs in procurement in the EU</b> 35 Martin Trybus	<b>Reopened tenders</b> 43 Stanislav Oravec		<b>HELP ME HOUSTON</b>
12:30	<b>Are eAuctions an innovation in public procurement and eProcurement?</b>	<b>How to teach a large firm to use eAuctions</b> 8 Holger Plein	<b>Multicriteria and eAuctions</b> 17 Petra Vrbová	<b>Martin WIEDERMAN</b> 25 Relationships with suppliers in terms of operational management	<b>Pros and cons of particular types of eAuction</b>	<b>Current situation and development of eProcurement in Croatia</b> 36 Maja Kušt	<b>Current state of e-enabling of public procurement in the Czech Republic</b> 44 Jiří Svoboda	<b>eAuction training</b> 50 Marian Galuszka	<b>eLearning 2014</b>
13:00	<b>How and where is eProcurement changing the public procurement process?</b>	<b>Design to Cost</b> 9 Giorgio Tatta		<b>Milan TRNKA</b> 26 Tendering, NIPPON, ERMMA and their use in a construction company		<b>Innovations in public tenders</b> 37 Jan Zahálka	<b>Slovak electronic contracting system</b> 45 Daša Paláková	<b>eAuction training</b> 51 Ondřej Židek	<b>Catalogue of suppliers</b>
13:30		lunch	lunch	<b>Jaroslav CIRKOVSKÝ</b> 27 What you need to know about strategic procurement		lunch	lunch		<b>Calendar of PROebiz events</b>
14:00				<b>Jan VAŠEK</b> 28 Options for purchasing commodities				lunch Imperial to 14:30	
14:30	lunch	<b>The benefits of centralized purchasing</b> 10 Rajkumar Daryanani	<b>Evaluation of suppliers</b> 18 Oskar Hritz	lunch Imperial		<b>Ensuring Integrity in eProcurement</b> 38 Jitendra Kohli	<b>Sensory evaluation as a criterion in public procurement</b> 46 Jiří Novotný, Alena Ševčíková		
15:00		<b>Game theory</b> 11 Sebastian Redenbacher	<b>Education of purchasing teams</b> 19 Petr Šamárek			<b>eAuction training for institutions</b> 39 Marian Galuszka	<b>The most economically advantageous bid</b> 47 Jaroslav Lexa	<b>eAuction training for institutions</b> 48 Jaroslava Hovanet	<b>eAuction training for institutions</b> 52 Ondřej Židek
15:30	<b>European eProcurement Meeting</b> 3	<b>Credibility of savings</b> 12 Miloš Olejník	<b>Internal suppliers marketing</b> 20 Citrad Fischer	<b>eAuction training</b> 29 Jiří Špalek Andrzej Kulbiński	<b>FSA Fair Sourcing Awards presentation ceremony</b> 31				
16:00									
16:30	<b>The impact of the 2014 EU directives on eProcurement</b>	<b>EU Directives on eProcurement</b> Martin Trybus - The impact of the 2014 Procurement Directives, Anna Górczyńska - The effect of the 2014 EU Directives on eProcurement in Poland <b>Working with suppliers</b> Diogo Silva Palhinha - The importance of Community Management in Public eTendering, Jan Zahálka - Working with suppliers in public tenders <b>InspiroMarket</b> Jitendra Kohli - High-level Strategic Objectives relating to Integrity in Government Procurement, Isabel Rosa - Challenges of the future of electronic procurement in Portugal, Maja Kušt - Initiatives to take to bridge the gap, Pavol Schmitzer - Use of e-signature in private and public organizations, František Bumba - How eAuctions can be implemented in the German public sector, Ivana Petříková - Municipalities and eAuctions, Ama Eyo - eProcurement and eAuctions in the UK, Rui Patrício - Lessons learned from the Portuguese eProcurement experience							
17:00									
17:30	<b>The suppliers market competing for public tenders</b>								
18:00									
19:00	<b>InspiroMarket</b>								
20:00									

« The culmination of Thursday's programme is the annual FSA results and prize-giving ceremony. The uniqueness of the competition is in its evaluation of fair play and social responsibility in the e-enabling of procurement processes in both the public and private sectors. The thinking behind the awards is that e-enabling the evaluation of bids is an important factor in the transparency and thus in the integrity of tenders. The competition has three categories - START, TREND and MASTER. This year is the fourth year of FSA. The competition is organised by the Czech and Slovak APUeN associations.



Items 2, 3, 31 - 49, 52 are organized in cooperation with APUeN CZ and APUeN SK (The Czech and Slovak Associations of Providers and Users of Electronic Tools for Tenders and eAuctions).