

eBF 2017 PROGRAMME

EXHIBITION
DLOUHÁ 6 / CZ, EN

TUESDAY 7.11

PUBLIC SECTOR

PRIVATE SECTOR

19:00
20:00
21:00

1 TOGETHER (VERNISSAGE)

An exhibition of artworks by buyers and procurers, as well as people from the PROEBIZ team along with their associates and family members. Paintings, sculptures, drawings, ceramics, photography and more. The exhibition will be open throughout the festival.



Run with Malcolm
7:00 - In front of Hotel Imperial

WEDNESDAY 8.11

The Queen of Buns
Let Yourself be Pampered
by Our Professional Make-Up Artist

1 eFORUM / CONGRESS HALL,
HOTEL IMPERIAL / CZ, SK, PL, EN

2 EUROPE / PRAGUE LOUNGE
IMPERIAL / CZ, SK, PL, EN

3 HYDE PARK / BUDAPEST
LOUNGE, IMPERIAL / CZ, SK, PL, EN

4 PRACTICAL ARENA /
PUPPET THEATRE / CZ, SK, PL, EN

5 TRAINING POINT
NAR MARKETING / CZ

9:00
9:30
10:00
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11:00
11:30
12:00
12:30
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14:00
14:30
14:30
15:00
15:30

4 Opening Address
Milan Kaplan 9:00 - 9:30

5 Prologue: Daša Paláková 9:30 - 14:00

ePROCUREMENT MEETING

Moderator: Tomáš Trenkler

MILAN KAPLAN
WHAT THE YEAR BROUGHT

JAN VAŠEK
LIFE CYCLE COSTS

JAROSLAV KRAČÚN
TIMO RANTANEN
STEVE ROBINSON
EXPERIENCE WITH eCATALOGUES

MICHAL KRISTIŇÁK
THE ART OF PRECISELY
SPECIFYING COMMODITIES

DAŠA PALÁKOVÁ
JAROSLAV LEXA
FRAMEWORK AGREEMENTS VERSUS DPS

IVO LOCATELLI
JAN ZAHÁLKA
DIGITAL INSPIRATION FROM
OTHER EU COUNTRIES

6 RELATIONSHIPS IN
PROCUREMENT 9:30 - 11:00

Moderator: Petra Vrbová
1. Omens of Supplier Problems
PETRA VRBOVÁ
2. How to Make a Global Supplier into
a Great Local One
MAGDALENA SLÁMOVÁ
3. Solving a Supplier Crisis
ROBERT OBMASCÍK
4. Dancing with Internal Clients
MONIKA WEISS

COFFEE BREAK

9 PROCUREMENT 4.0 9:30 - 11:00

Moderator: Zdeněk Pytlíček
1. Automation of the Procurement Process
TOMÁŠ VEIT
2. Development of the Buyer's Role in the Silicon Age
WILL BEATTIE
3. Sharing Suppliers' Ratings
ZDENĚK PYTLÍČEK
4. How to Enjoy the Age of Robots
JIRÍ ŠMELA

COFFEE BREAK

12 CASE STUDIES 9:30 - 11:00

Moderator: Ondřej Jombík
1. Tender for Cutting and Felling under Power Lines
• Tender for an External Logistics Centre
ONDŘEJ JOMBIK
2. TCO for the Procurement of UPS
PETER MAJTÁN
3. Procurement of Pallets for Four
Manufacturing Plants
JIRÍ ROZANSKI
4. Dutch eAuction for the Acquisition of a Bank IT System
MATEUZS BOROWIECKI

COFFEE BREAK

15 TRAINING 9:30 - 10:15

WORKFLOW

PROCUREMENT PROCESS SOLUTION

- How to manage the creation, approval, review and closure of a procurement requirement.

16 WORKFLOW 10:15 - 11:00

AND CONNECTING WITH eAUCTIONS

- How to improve the efficiency of the procurement process with eAuction negotiations.

7 SUCCESS OF THE
KRALJIC MATRIX 11:20 - 13:00

Moderator: Jan Vašek
1. Utilising the Potential of the Kraljic Matrix
JAN VAŠEK
2. How to Manage Bottleneck Suppliers
MATEUZS BOROWIECKI
3. Strategic Quadrant
JANA VRBOVÁ
4. How to Use eCatalogues Most Effectively
TOMÁŠ VEIT

LUNCH TIME (IMPERIAL)

10 BUYERS,
PROCUREMENT TEAMS 11:20 - 13:00

Moderator: Karel Otýs
1. Profile of the Modern Buyer
VOJTĚCH KLÉZL, KAREL OTÝS
2. The Procurement Team Under Siege
MARTIN RŮŽIČKA
3. How to Strengthen the Role of the Buyer
CTIRAD FISCHER

LUNCH TIME (IMPERIAL)

13 CASE STUDIES 11:20 - 13:00

Moderator: Mário Biñas
1. The Advantages of eAuctions when
Buying Metallurgical Materials
MÁRIO BIÑAS
2. Multicriteria Evaluation in the Procurement
of Investments and Services
SÁRKA KALINOVÁ
3. Choosing a Gastronomy Services Supplier
TOMÁŠ SZABÓ
4. Brewery, Investments, CAPEX, Dutch eAuction
MARIO VECCHIA

LUNCH TIME (IMPERIAL)

17 TRAINING 11:20 - 12:10

ERMMA'S NEW LOOK

THE MOST SUCCESSFUL TYPE OF eAUCTION
IN THE WORDS OF THE MOST EXPERIENCED

- How to best use this most flexible and widespread type of eAuction.

18 OTHER eAUCTIONS 12:10 - 13:00

- How to work with less used types of eAuction: HOLLAND, NIPPON and RFx ENQUIRY.

8 MARTIN ZELINKA 14:00 - 15:30

CRITICAL PROCUREMENT ERRORS

- What are critical procurement errors? How to deal with them and how to avoid them. How to learn from them and not get scalped.

- ANGUS McINTOSH
- CTIRAD FISCHER
- PETER MAJTÁN
- WILL BEATTIE

11 JAN VAŠEK 14:00 - 15:30

FIVE ETERNAL PROCUREMENT
PROBLEMS: A USER'S GUIDE

- Determination of procurement priorities
- What to buy from whom
- Types of cooperation with a supplier
- Alignment of interests with a supplier
- How to win internal support

14 MILOŠ OLEJNÍK 14:00 - 15:30

EXTREME NEGOTIATIONS

- A look at ways of using extreme bargaining when dealing with fatal procurement situations. What comes with the territory and the consequences of extreme bargaining.

- MICHAL KRISTIŇÁK
- RÓBERT OBMASCÍK
- ONDŘEJ JOMBIK

19 TRAINING 14:00 - 15:40

eBANKS AND eINSURANCE COMPANIES

Moderator: Pavel Hrnčíř

MARKETING AND CREATIVITY • BUYING MEDIA SPACE
• SELLING RECEIVABLES • SUPPLIER LOCK-IN FOR IT

- Kooperativa insurance company
- JANA DOVIČOVIČOVÁ
- Sberbank
- DMITRY SHUBENKO
- Equa bank
- PAVEL HRNČIŘ
- VÚB banka
- TAMARA POLLÁKOVÁ

20 eFORUM / CONGRESS HALL,
HOTEL IMPERIAL / CZ, EN 17:00 - 18:30

FSA FAIR SOURCING AWARDS

Gala evening with announcement of results and presentation of awards. FSA - Awards for inspirational, innovative or long-term use of eProcurement solutions, and for supporting and dissemination of the digitisation of the procurement process and public procurement.



17:00
17:30
18:00
18:30

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7:00 - In front of Hotel Imperial

THURSDAY 9.11

The Queen of Buns
Let Yourself be Pampered
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18:00

23 Prologue: Martin Zelinka 9:00 - 13:30

eSOURCING MEETING

Moderator: Tomáš Trenkler

MILAN KAPLAN
THE LAST TWELVE MONTHS

MARTIN ZELINKA
CTIRAD FISCHER
CRITICAL PROCUREMENT ERRORS

TOMÁŠ VEIT
ZDENĚK PYTLÍČEK
(MILAN KAPLAN)
PROCUREMENT 4.0

JAN VAŠEK
MICHAL KRISTIŇÁK
DEFINING PROCUREMENT PRIORITIES

PETER KRALJIČ
GLOBALISATION, COMPETITIVENESS
AND SUPPLY MANAGEMENT

MILOŠ OLEJNÍK
ANGUS McINTOSH
NEGOTIATIONS IN THE DIGITAL AGE

24 EU CASES 9:00 - 10:30

Moderator: Ama Eyo
1. Pitfalls of eCatalogues
TIMO RANTANEN
2. Experience with Using DPS
DEAN CORBISIERO
3. Effective eAuctions at Lodž Airport
ARTUR FRAJ
4. The Complete Digitalisation of Procurement
BRANISLAV ŠARMÍR

COFFEE BREAK

27 QUALITY 9:00 - 10:30

Moderator: Marcela Turčanová
1. Quality Considerations when Selecting a Public
Transport Operator
MARCELA TURČANOVÁ
2. Quality Requirements and eAuctions
ANNA MATUSZEWSKA
3. Subjective Evaluation
MARTIN OČKÁS
4. Life Cycle Costs when Buying IT
JAN VAŠEK

COFFEE BREAK

30 HEALTHCARE 9:00 - 10:30

Moderator: Alena Ševčíková
1. Quality Assessment for Medical Supplies
ALENA ŠEVČÍKOVÁ
2. Pitfalls of Contractual Relationships
JANA HYŠBOVÁ
3. Using eAuctions for Upgrading
Laboratory Equipment
LUKÁŠ UŘEŠ

COFFEE BREAK

33 TRAINING 9:00 - 09:45

JOSEPHINE SK

PROCUREMENT SOLUTION IN THE SLOVAK MARKET

- How to easily digitalise public procurement in the Slovak context and familiarisation with the solution that makes it possible.

34 JOSEPHINE CZ 09:45 - 10:30

PROCUREMENT SOLUTION IN THE CZECH MARKET

- How to easily digitalise public procurement in the Czech context and familiarisation with the solution that makes it possible.

25 ePROCUREMENT 10:50 - 12:30

Moderator: Jaroslav Kračún
• eProcurement in the EU today, challenges, visions

Panel:
IVO LOCATELLI EC
STANISLAV BOGDANOV CZ
ZVONIMIR JUKIČ HR
MARTINA GROMOVÁ SK
ZUZANA KRAJČOVIČOVÁ SK

COFFEE BREAK

28 MIXED BAG 10:50 - 12:30

Moderator: Daša Paláková
1. Experience with Suppliers Reflected in Criteria
ALENA VAČKÁŘOVÁ
2. Buying Electric Buses and Using Multicriteria in
Practice
MARTIN GARAJ
3. Telecommunications
JAN NOVOTNÝ
4. Closing Contracts Digitally
VLASTIMIL FIDLER

COFFEE BREAK

31 BUYING BIG 10:50 - 12:30

Moderator: Kateřina Koláčková
1. Successful Energy Procurement
KATEŘINA KOLÁČKOVÁ
2. Quality Resources & Solutions in the
Procurement of Public Works
LUBOMÍR KUBIČKA
3. A Purchase That Didn't Derail Us: 40 Trams
DANIEL MORYS, PETR TOMALA
4. Renovation of the State Opera House
VÁCLAV PELOUCH

COFFEE BREAK

35 TRAINING 10:50 - 11:35

ERMMA SK GOV AND OTHER eAUCTIONS

- Training in working with ERMMA SK GOV eAuctions in the context of the Slovak market (under Act 343/2015) and other types of eAuction for low-value tenders.

36 ERMMA CZ GOV AND OTHER eAUCTIONS 11:45 - 12:30

- Training in working with ERMMA CZ GOV eAuctions in the context of the Czech market (under Act 134/2016 Sb) and other types of eAuction for small-scale tenders.

26 STEVE ROBINSON 13:30 - 15:00

DIGITALISATION OF PROCUREMENT
IN MUNICIPALITIES

- CARDIFF
STEVE ROBINSON
- EINDHOVEN
JAAP STRATING
- ŽIAR NAD HRONOM
PETER ANTAL
- ŽDÁR NAD SÁZAVOU
JAN HAVLÍK

29 JAROSLAV LEXA
& MÁRIO BIÑAS 13:30 - 15:00

WE'RE BUILDING!

An illustrative example of finding ways of adapting private sector methods which you envied but thought were unusable for the needs of public procurement.

32 JAN ZAHÁLKA
& CTIRAD FISCHER 13:30 - 15:00

WE'RE CLEANING UP!
WE'RE GETTING INSURED!

An illustrative example of finding ways of adapting private sector methods which you envied but thought were unusable for the needs of public procurement.

37 TRAINING 13:30 - 14:15

THE MOST ADVANTAGEOUS PRICE/QUALITY RATIO

- Training in how to best set up variable multicriteria in digital negotiations.

38 16:00 - 17:00 GUIDED TOUR OF OSTRAVA BY TRAM

1 ROUND TABLES / eFORUM
CONGRESS HALL, HOTEL IMPERIAL / CZ, SK, PL, EN

FRIDAY 10.11

9:00
9:30
10:00
10:30
11:00

CAFFÈ LUNGO (NETWORKING MEETING)

Or a final friendly seated chat. There will be fifteen round tables with ten chairs each. At each will be seated the eBF organisers and presenters with a prepared topic for discussion and a taste to answer questions on this and more. If you can find a free chair, you can change tables according to your interests. There's even a special table called SILENCE for those who are just looking for peace and quiet. After eleven we'll wrap it up, listen to the jingle one last time and say our goodbye. That'll be the end of eBF 2017. See you next year!

39
9:00 - 11:00