

PROGRAMME OUTLINE eBF 2018

EXHIBITION
DLOUHÁ 6 / CZ, EN

TUESDAY 6.11

PUBLIC SECTOR

PRIVATE SECTOR

19:00
20:00
21:00

TOGETHER EXHIBITION (VERNISSAGE)

Exhibition of art made by buyers, procurers and PROEBIZers, along with our friends and family. Paintings, sculptures, drawings, ceramics, photography and more. The exhibition is open for the whole duration of the festival.



Run with Malcolm
7:00 - meet in front of Imperial

WEDNESDAY 7.11

Queen of Buns
Ladies, put yourself in the hands of our professional movie make-up artist

	I eFORUM HOTEL IMPERIAL / CZ, SK, PL, EN	II ASAHI STAGE IMPERIAL / CZ, SK, PL, EN	III HYDE PARK HOTEL IMPERIAL / CZ, SK, PL, EN	IV PRACTICAL ARENA PUPPET THEATRE / CZ, SK, PL, EN	V TRAINING POINT NAR MARKETING / CZ, SK	VI SIXTH STAGE PUPPET THEATRE / CZ, SK
9:00	Opening Ceremony Milan Kaplan	Asahi CURATOR: Tomáš Veit	Hyde Park CURATOR: Mário Biñas	Practical Arena CURATOR: Jan Vašek	Training Point CURATOR: Karel Otýs	Sixth Stage
9:30	Prologue: Alena Ševčíková ePROCUREMENT MEETING Mandatory digitalisation of PP Trends in Using eSolutions	eSolutions 1. Procurement digitalization 2. e-Sourcing and e-Auctioning 3. e-Contracting including e-Signature 4. Why to use e-Catalogues 5. Internal e-Catalogues	Category Management 1. Category Management is the peak managerial discipline in procurement	When Prices Rise CASE STUDIES 1. How to negotiate energy and steel 2. When prices rise in transport 3. When a strategic partner raises prices 4. Procurement in times of increasing prices from the supplier's perspective	WORKFLOW 1. Rapid digital management and approval of requirements	Negotiations with a Monopoly Supplier 1. From begging to real negotiations 2. When we don't have anything to offer the supplier
10:00	11:00	11:30	12:00	12:30	12:30	12:30
11:00	11:30	12:00	12:30	13:00	13:30	13:30
13:00	13:30	14:00	14:30	15:00	15:30	15:30
14:00	14:30	15:00	15:30	16:00	16:30	16:30
16:00	16:30	17:00	17:30	18:00	18:30	18:30
18:00	18:30	19:00	19:30	20:00	20:30	20:30
20:00	20:30	21:00	21:30	22:00	22:30	22:30
21:00	21:30	22:00	22:30	23:00	23:30	23:30

FSA FAIR SOURCING AWARDS
This is a gala evening with the announcement of the results and the presentation of these awards for inspirational, innovative or long-term use of eProcurement solutions, and for supporting and dissemination of the digitalisation of the procurement process and public procurement.



Run with Malcolm
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THURSDAY 8.11

Queen of Buns
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	I eFORUM HOTEL IMPERIAL / CZ, SK, PL, EN	II EUROPE HOTEL IMPERIAL / CZ, SK, PL, EN	III HYDE PARK HOTEL IMPERIAL / CZ, SK, PL, EN	IV PRACTICAL ARENA PUPPET THEATRE / CZ, SK, PL, EN	V TRAINING POINT NAR MARKETING / CZ, SK	VI SIXTH STAGE PUPPET THEATRE / CZ
9:00	Prologue: Tomáš Veit eSOURCING MEETING Talent Management Procurement strategy New Procurement Procurement Champion in Turbulent Times Innovation, Ideas, Start-ups eSolutions and eSignature Contracts Procurement when Prices are Going Up	EU Funds 1. Key prerequisites for success with EU funding - experience from practice 2. Procurement of landscaping projects using European funds 3. How to avoid financial corrections in funding	eCatalogues and Public Tenders 1. eCatalogues in the private and public sectors (under the Public Procurement Act) 2. Advantages and disadvantages of eCatalogues 3. eCatalogues in eSolutions	Mistakes in the Digitalisation of PP 1. How to digitalise PP (PL legislation) 2. Rapid digital management and approval of requirements	JOSEPHINE PL / WORKFLOW 1. How to digitalise PP (PL legislation) 2. Rapid digital management and approval of requirements	Digitalisation 1. Processes and rules for entering PP in the age of digitalisation
9:30	10:00	10:30	11:00	11:30	12:00	12:30
11:00	11:30	12:00	12:30	13:00	13:30	13:30
13:00	13:30	14:00	14:30	15:00	15:30	15:30
15:00	15:30	16:00	16:30	17:00	17:30	17:30
17:00	17:30	18:00	18:30	19:00	19:30	19:30
19:00	19:30	20:00	20:30	21:00	21:30	21:30
21:00	21:30	22:00	22:30	23:00	23:30	23:30

ACCOMPANYING PROGRAMME

FRIDAY 9.11

CAFFÈ LUNGO (NETWORKING MEETING)
For this final friendly discussion session there will be fifteen round tables with ten chairs. Each table will be allocated an eBF organizer and a speaker with a prepared topic for discussion and a taste to answer any questions about this and anything else.

