

# 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.

1  
19:00 - 21:00



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

- 1 **eFORUM / CONGRESS HALL,**  
HOTEL IMPERIAL / CZ, SK, PL, EN
- 2 **ASAHI STAGE / PRAGUE LOUNGE,**  
IMPERIAL / CZ, SK, PL, EN
- 3 **HYDE PARK / BUDAPEST LOUNGE,**  
HOTEL IMPERIAL / CZ, SK, PL, EN
- 4 **PRACTICAL ARENA**  
PUPPET THEATRE / CZ, SK, PL, EN
- 5 **TRAINING POINT**  
NAR MARKETING, CZ
- 6 **SIXTH STAGE**  
PUPPET THEATRE

9:00  
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14:30  
15:00  
15:30

<p>9:00 <b>Opening Ceremony</b> Milan Kaplan</p> <p>9:30 <b>Mandatory digitalisation of PP</b> Prologue: XXX</p> <p><b>eCatalogues</b></p> <p><b>DPS</b></p> <p style="text-align: right;">PUBLIC</p>	<p>9:30 <b>eSolutions</b> Preparing block: XXX</p> <p>11:20-13:00 <b>New Procurement</b> Preparing block: XXX • Trends • 4.0? • Ideas - inspiration • Partnerships</p> <p>14:00-15:30 <b>Tomáš Veit, Miloš Olejník</b> SKILLS VERSUS KNOWLEDGE</p>	<p>9:30-11:00 <b>Category management</b> Preparing block: Martin Zelinka</p> <p>11:20-13:00 <b>eCatalogues</b> Preparing block: Zdeněk Pytlíček</p> <p>14:00-15:30 <b>Martin Zelinka, Jan Vašek</b> WHEN TECHNOLOGY OVERTAKES PEOPLE</p>	<p>9:30-11:00 <b>When prices rise</b> Preparing block: Jan Vašek <b>CASE STUDIES</b> 1. How to negotiate energy and steel JAN VAŠEK 2. When prices rise in transport 3. When a strategic partner raises prices MILOŠ OLEJNÍK</p> <p>11:20-13:00 <b>Evaluation of bids</b> Preparing block: XXX <b>CASE STUDIES</b> 1. TCO for the advanced 2. ... 3. ...</p> <p>14:00-15:30 <b>Zdeněk Pytlíček, Ondřej Jombík</b> HOW TO PUT IDEAS INTO ACTION • Where to look for inspiration • How to evaluate and choose • Implementation</p>	<p>9:30-10:15 <b>WORKFLOW</b></p> <p>10:15-11:00 <b>Complexity</b></p> <p>11:20-12:10 <b>eTenders</b></p> <p>12:10-13:00 <b>PROEBIZ</b></p> <p>14:00-15:40 <b>Forum</b> CZ, EN</p>	<p>9:30-10:15 <b>Organisation of buying teams</b></p> <p>10:15-11:00 <b>Internal clients</b></p> <p>11:20-12:10 <b>Negotiating tactics</b></p> <p>12:10-13:00 <b>Savings</b></p> <p>14:00-15:40 <b>Karel Otýs, Jiří Róžaňski</b> STRATEGIC PROCUREMENT</p>
<p>COFFEE BREAK</p>					
<p>LUNCH TIME (IMPERIAL)</p>					

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

## 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.

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



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

THURSDAY 8. 11

Queen of Buns  
Ladies, put yourself in the hands of our professional movie 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,**  
HOTEL IMPERIAL / CZ, SK, PL, EN
- 4 **PRACTICAL ARENA**  
PUPPET THEATRE / CZ, SK, PL, EN
- 5 **TRAINING POINT**  
NAR MARKETING, CZ
- 6 **OSTRAVA!!!**  
PUPPET THEATRE

9:00  
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17:00

<p>9:00 <b>Talent Management</b> Preparing block: XXX</p> <p><b>New Procurement</b></p> <p><b>360° Partnerships</b></p> <p><b>Innovation</b></p> <p><b>eSolutions</b></p> <p style="text-align: right;">PRIVATE</p>	<p>9:30-10:30 <b>EU Funds</b> <b>PANEL:</b> • Zuzana Bučeková, Svet Zdravia</p> <p>10:50-12:30 <b>Mandatory Digitalisation</b> Preparing block: Jaroslav Kračún <b>PANEL:</b> • Nikita Stampa, EC • Stanislav Bogdanov, CZ • Zvonimir Jukić, HR • Alina Niewiadomska, PL • Miroslav Hlivák, SK</p> <p>13:30-15:00 <b>Jaroslav Lexa, Jan Zahálka</b> THE LAW VERSUS COMMON SENSE</p>	<p>9:30-10:30 <b>eCatalogues</b> Preparing block: Michaela Poremská <b>PANEL:</b> • Michaela Poremská • Zdeněk Pytlíček, innogy • Valentína Vaňková, Ostrava • Naďa Voráčová, MU Brno • Promoters from the EU</p> <p>10:50-12:30 <b>Preliminary market consultations</b> Preparing block: Jiří Šimon, MZ ČR <b>PANEL:</b> • Jiří Šimon • Kateřina Kolářková • Juraj Barbarič</p> <p>13:30-15:00 <b>Václava Kotrbová, Miloslav Matonog</b> DPS Preparing block: Václava Kotrbová</p>	<p>9:30-10:30 <b>Mistakes in the digitalisation of PP</b> Preparing block: Alena Ševčíková <b>PANEL:</b> • Alena Ševčíková, NNMnM • Martin Daniš, Banskobystrický kraj • Jana Hybšová, VFN Praha</p> <p>10:50-12:30 <b>Trends in the digitalisation of PP</b> Preparing block: Marcela Turčanová <b>CASE STUDIES:</b> 1. DPS for construction tenders MARTINA KLACEK 2. eCatalogues - how to proceed step by step NADA VORÁČOVÁ 3. eAuctions and multiple criteria</p> <p>13:30-15:00 <b>Daša Paláková, Václav Pelouch</b> QUALITY</p>	<p>9:30-9:45 <b>JOSEPHINE PL / WORKFLOW</b></p> <p>9:45-10:30 <b>JOSEPHINE SK</b></p> <p>10:50-11:35 <b>JOSEPHINE CZ</b></p> <p>11:45-12:30 <b>eTenders</b></p> <p>13:30-14:15 <b>DPS</b></p>	<p>9:30-9:45 <b>Digitalisation</b></p> <p>9:45-10:30 <b>PP step by step</b> • process and rules for participating in PP</p> <p>10:50-11:35 <b>eSolutions</b></p> <p>11:45-12:30 <b>Digital evaluation of bids</b> Preparing block: Jana Opavská</p> <p>13:30-14:15 <b>Support programme for the digitalisation of PP for regional institutions</b></p>
<p>COFFEE BREAK</p>					
<p>LUNCH TIME (IMPERIAL)</p>					

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

FRIDAY 9. 11

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

## 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. If you can find a free chair, feel free to change tables according to your interests. There's also a special table for anyone who just wants peace and quiet. After eleven we'll wrap it up, listen to the jingle one last time and say our goodbyes. That'll be the end of eBF 2018. See you next year!

49  
9:00 - 11:00