5th CEE Procurement & Supply Forum

SEIZING NEW OPPORTUNITIES IN CENTRAL & EASTERN EUROPE

16th October 2018

Sourcing in Central and Eastern Europe – best practices
Successful supplier selection and development

GRANDIOR HOTEL PRAGUE, CZECH REPUBLIC

SPECIAL: B2B-Matchmaking

In cooperation with:
MEET POTENTIAL BUSINESS PARTNERS

In a globalized world, international companies need to build global supply chains in order to stay competitive and to succeed in different local markets. German and European corporations are therefore constantly searching for new potential suppliers who are reliable and who can deliver the quality needed.

BUYER INFORMATION:
After having registered for the conference you will automatically and without any obligation receive a list of potential suppliers and can then decide for one of the options.

Pre-scheduled B2B-Matchmaking
At the B2B-Matchmaking you will have the possibility to meet suppliers from the automotive, machinery and plant engineering sector as well as the electronics and further supply sectors in pre-scheduled meetings. You select from the list of suppliers those business partners that could potentially fit your individual needs. We will schedule meetings with all your selected suppliers that registered for the conference in 20 minute slots. You will only meet suppliers you selected.

Meet & Greet Table
If you don’t want to miss the chance to talk to a potentially interesting supplier, let them approach you at your Meet & Greet Table. All suppliers will be informed about your individual needs and can then directly present their offer to you without any time limitation or schedule.

SUPPLIER INFORMATION:
Please contact the organisers to receive a template to hand in your company profile. You will also receive a list of all the buyers that are interested in participating in the forum. After being selected by the buyers for an individual meeting in the B2B-Matchmaking you can then register for the 5th CEE Procurement & Supply Forum and will receive a meeting plan in advance.

Benefits for:

<table>
<thead>
<tr>
<th>Buyers</th>
<th>Buyers &amp; Suppliers</th>
<th>Suppliers</th>
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<tbody>
<tr>
<td>• Create and enlarge your business network in the CEE region (with colleagues and B2B-partners)</td>
<td>• Presentations and panel discussion about the current market</td>
<td>• Meet procurement professionals at the highest level</td>
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<td>• Meet efficient suppliers in one-to-one Meetings (B2B-Matchmaking and Meet &amp; Greet Table)</td>
<td>• Sharing of best practices in CEE</td>
<td>• Find new business partners and potential customers (B2B-Meetings)</td>
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<td>• Workshops and networking</td>
<td>• Benefit from a know-how exchange</td>
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For more buyer information please contact:
Anke Imelmann | Junior Project Manager:
anke.imelmann@bme.de | +49 6196 5828-161

For more supplier information please contact:
Diane Djongoue | International Operations Manager:
diane.djongoue@bme.de | +49 6196 5828-186

WITH SUPPORT FROM
PRE-EVENING EVENT, MONDAY, 15TH OCTOBER 2018 | 19.00 – 22.00

Our evening reception takes you to the centre of Prague. Meet speakers and network with participants in an informal setting with food and drinks.

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

CONFERENCE AGENDA, TUESDAY, 16TH OCTOBER 2018 | GRANDIOR HOTEL PRAGUE

08.30 Check-in and reception with coffee and tea
09.00 Opening address CEE Procurement & Supply Forum 2018
09.30 Panel discussion 1: Economic region CEE – get a clear vision of the market potential
Strengths and weaknesses of the CEE market in general | Advantages and challenges in different countries
Alma Draganovic, Head of Procurement, Boyd Corporation GmbH, Germany
Mark Borgwardt, Head of Purchasing, Bühler Technologies GmbH, Germany
Katharina Ramos Lopes, International Purchasing Office Central and Eastern Europe, Miele Technika s.r.o., Czech Republic
10.30 Sourcing in CEE – best practice
Purchasing and sourcing strategy in CEE | How to manage the challenges
David Schovanek, Purchasing Manager, Mubea CarboTech Czech, Czech Republic, (t.b.c.)
11.00 Networking break with coffee and tea
11.45 Panel discussion 2: Supplier qualification and development
Identifying key suppliers | Strategic risk management
Heiko Kothe, Group Strategic Purchasing, SMS group, Germany
Olaf Rüter, Global Director of Material Sourcing and Strategic Purchase EMEA & North America, Osborn International GmbH, Germany (others t.b.c.)
Moderator: Andreas Schwarze, Executive Vice President, SynerTrade SES AG
12.45 Lunch break

B2B-Matchmaking
13.45 – 18.00
Discuss with potential business partners that fit your individual needs. For the B2B-Matchmakings you will receive a meeting plan in advance and know exactly which company you are going to talk to.

Meet & Greet Tables
13.45 – 18.00
The Meet & Greet Tables will give you the opportunity to select the most interesting business partners at the event. You will receive a list of companies that participate in Meet & Greet Tables in advance.

Workshops
13.45 – 15.15
Workshop 1: Sourcing in Central-Eastern Europe – best practices
- Sourcing potential in CEE region, country focus
- Handling sourcing process effectively: best practices, opportunities and threats
Bartłomiej Bącik, Partner, OptiBuy Sp. z o.o., Poland

Included for buyers:
- Pre-selected suppliers from overall supplier list
- Individual meeting timetable
- Individual table labeled with company name

Excluded:
- Individual meeting timetable

Included for buyers:
- Individual table labeled with company name
- Access to all suppliers at event
- Supplier list

Excluded:
- Individual meeting timetable

15.15 – 16.00
Networking break with coffee and tea

Workshop 2: 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
Martin Neupert, Senior Partner, bnt attorneys-at-law, Poland/Germany, (t.b.c.)
16.00 – 17.45

CONTACTS

BUYER CONTACT
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SUPPLIER CONTACT
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REGISTRATION
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SPONSORING
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Email: roland.knoor@bme.de

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+49 6196 5828-299
Conference Day, Tuesday, 16th October 2018

Yes, I would like to register:

- Buyer (fee per person; includes supplier list) 545,- € plus VAT
- Additional services for buyers:* (fee per company, not per person)
  - B2B Table (scheduled meetings) 495,- € plus VAT
  - Meet & Greet Table (no meeting schedule) 295,- € plus VAT
  - Suppliers (fee per person, includes B2B-Matchmaking) 295,- € plus VAT
  - Service providers & consultants 995,- € plus VAT

* Please note that the participation in B2B-matchmaking and Meet & Greet tables is reserved for buyers.

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

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<tr>
<th>Time</th>
<th>Workshops</th>
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<tbody>
<tr>
<td>13.45</td>
<td>WS 1</td>
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<tr>
<td>16.00</td>
<td>WS 2</td>
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Pre-Evening Event, Monday 15th October 2018

Yes, I would like to participate.

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Delegate 1:

- Last name
- First name
- Position
- Division
- Phone
- Fax
- Email

Delegate 2:

- Last name
- First name
- Position
- Division
- Phone
- Fax
- Email

Company

Street/P.O. Box

ZIP Code/City

Date/Signature

Billing address:

- Division
- Company
- Street/P.O. Box
- ZIP Code/City
- Country

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701006

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**Facts**

**Venue**
Pre-Evening-Event: 15th October 2018
German-Czech Chamber of Industry and Commerce
Václavské náměstí 40 (Wenceslas Square)
110 00 Prague 1, Czech Republic

Conference: 16th October 2018
Grandior Hotel Prague
Na Poříčí 42
110 00 Prague 1, Czech Republic
Phone: +420 226 295 111
Email: reservation@hotel-grandior.cz
135,- € per night for a single room with breakfast
Reservation code: AHK 290383
We have organised a number of rooms at a special rate until the 25th September 2018. Please take care of the reservation yourself and inform the hotel in good time in the event of a cancellation or any changes to your reservation.

**The registration fee includes:**
- Conference documents (download)
- High-level networking
- Lunch and refreshments
- Pre-event reception

**Programme**
BME reserves the right to make changes to the programme

**Cancellations**
Please note that a processing fee of € 50 will be charged for cancellations before 2nd October 2018. 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 e.V.
The Association for Supply Chain Management, Procurement and Logistics
Frankfurter Strasse 27
65760 Eschborn, Germany
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**Registration Form**

Fax: +49 6196 5828-299 | Phone: +49 6196 5828-200 | www.bme.de/cee