

# eBF 2017 PROGRAMME

TUESDAY 7.11

EXHIBITION

DLOUHÁ 6 / CZ, SK, PL, EN

PUBLIC SECTOR


PRIVATE SECTOR

ENGLISH HALL

19:00 **1** 18:00 - 21:00

## TOGETHER 3 (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 **2** 7:00 - 8:00

## WEDNESDAY 8.11

The Queen of Buns 7:00 - 18:00  
Get your hair pampered by our very own Queen of Buns

<p><b>1 eFORUM</b> CZ, SK, PL, EN</p> <p>9:00 Opening Address Milan Kaplan 8:00 - 9:30</p> <p>9:30 <b>5 PUBLIC SECTOR</b> 8:30 - 14:00 ePROCUREMENT MEETING Moderator: Tomáš Trenkler</p> <p>JAN VAŠEK LIFE CYCLE COSTS</p> <p>JAROSLAV KRAČŮN TIMO RANTANEN STEVE ROBINSON EXPERIENCE WITH eCATALOGUES</p> <p>MICHAL KRISTIŇÁK THE ART OF PRECISELY SPECIFYING COMMODITIES</p> <p>DAŠA PALÁKOVÁ JAROSLAV LEXA FRAMEWORK AGREEMENTS VERSUS DPS</p> <p>IVO LOCATELLI JAN ZAHÁLKA DIGITAL INSPIRATION FROM OTHER EU COUNTRIES</p> <p>14:00 LUNCH TIME</p>	<p><b>2 EUROPE</b> CZ, SK, PL, EN</p> <p><b>6 PRIVATE SECTOR</b> 8:30 - 11:30 RELATIONSHIPS IN PROCUREMENT Moderator: Petra Vrbsová</p> <ol style="list-style-type: none"> <li>1. Omens of Supplier Problems</li> <li>2. How to Make a Global Supplier into a Great Local One</li> <li>3. Solving a Supplier Crisis</li> <li>4. Dancing with Internal Clients</li> </ol> <p>COFFEE BREAK</p> <p><b>7 PRIVATE SECTOR</b> 11:20 - 13:00 SUCCESS OF THE KRALJIC MATRIX Moderator: Jan Vašek</p> <ol style="list-style-type: none"> <li>1. Utilizing the Potential of the Kraljic Matrix</li> <li>2. When to Make a Critical Commodity a Strategic One</li> <li>3. Approaches to Four Strategic Categories</li> <li>4. How to Use eCatalogues Most Effectively</li> </ol> <p>LUNCH TIME</p> <p><b>8 PRIVATE SECTOR</b> 14:00 - 15:20 MARTIN ZELINKA CRITICAL PROCUREMENT ERRORS</p> <ul style="list-style-type: none"> <li>• What are critical procurement errors? How to deal with them and how to avoid them. How to learn from them and not get scalped.</li> <li>• ANGLUS MCINTOSH</li> <li>• CTIRAD FISCHER</li> <li>• PETER MAJTÁŇ</li> <li>• WILL BEATTIE</li> </ul>	<p><b>3 HYDE PARK</b> CZ, SK, PL, EN</p> <p><b>9 PRIVATE SECTOR</b> 8:30 - 11:30 PROCUREMENT 4.0 Moderator: Zdeněk Pytlíček</p> <ol style="list-style-type: none"> <li>1. Automation of Transactional Procurement</li> <li>2. Development of the Buyer's Role in the "SILICON AGE"</li> <li>3. Sharing Suppliers' Ratings</li> <li>4. How to Enjoy the Age of Robots</li> </ol> <p>COFFEE BREAK</p> <p><b>10 PRIVATE SECTOR</b> 11:20 - 13:00 BUYERS, PROCUREMENT TEAMS Moderator: Karel Otýs</p> <ol style="list-style-type: none"> <li>1. Profile of the Modern Buyer</li> <li>2. The Procurement Team Under Siege</li> <li>3. How to Strengthen the Role of the Buyer</li> </ol> <p>LUNCH TIME</p> <p><b>11 PRIVATE SECTOR</b> 14:00 - 15:20 JAN VAŠEK FIVE ETERNAL PROCUREMENT PROBLEMS: A USER'S GUIDE</p> <ul style="list-style-type: none"> <li>• Determination of procurement priorities</li> <li>• What to buy from whom</li> <li>• Types of cooperation with a supplier</li> <li>• Alignment of interests with a supplier</li> <li>• How to win internal support</li> </ul>	<p><b>4 PRACTICAL ARENA</b> CZ, SK, PL, EN</p> <p><b>12 PRIVATE SECTOR</b> 8:30 - 11:30 CASE STUDIES Moderator: Mário Biňas</p> <ol style="list-style-type: none"> <li>1. The advantages of eAuctions when Buying Metallurgical Materials</li> <li>2. Choosing a Gastronomy Services Supplier</li> </ol> <p>COFFEE BREAK</p> <p><b>13 PRIVATE SECTOR</b> 11:20 - 13:00 CASE STUDIES Moderator: Ondřej Jombík</p> <ol style="list-style-type: none"> <li>1. Tender for Cutting and Felling under Power Lines</li> <li>2. TCO for the Procurement of UPC</li> <li>3. Procurement of Pallets for Four Manufacturing Plants</li> <li>4. EXTREME NEGOTIATIONS</li> </ol> <ul style="list-style-type: none"> <li>• Look at ways of using extreme bargaining when dealing with fatal procurement situations. What comes with the territory and the consequences of extreme bargaining.</li> <li>• MICHAL KRISTIŇÁK</li> <li>• KAREL OTÝS</li> <li>• RÓBERT OBMAŠČÍK</li> <li>• ONDŘEJ JOMBÍK</li> </ul> <p>LUNCH TIME</p> <p><b>14 PRIVATE SECTOR</b> 14:00 - 15:30 MILOŠ OLEJNÍK</p>	<p><b>5 TRAINING POINT</b> CZ</p> <p><b>15 PRIVATE SECTOR / TRAINING</b> 8:30 - 18:15 WORKFLOW PROCUREMENT PROCESS SOLUTION</p> <ul style="list-style-type: none"> <li>• How to manage the creation, approval, review and closure of a procurement requirement.</li> </ul> <p>WORKFLOW 18:15 - 11:00</p> <p>AND CONNECTING WITH eAUCTIONS</p> <ul style="list-style-type: none"> <li>• How to improve the efficiency of the procurement process with eAuction negotiations.</li> </ul> <p>COFFEE BREAK</p> <p><b>17 PRIVATE SECTOR / TRAINING</b> 11:20 - 12:17 ERMMA THE MOST SUCCESSFUL TYPE OF eAUCTION</p> <ul style="list-style-type: none"> <li>• How to best use this most flexible and widespread type of eAuction.</li> </ul> <p>OTHER eAUCTIONS 12:18 - 13:08</p> <ul style="list-style-type: none"> <li>• How to work with less used types of eAuction: Holland, Nippon, Brazil, RfX Enquiry.</li> </ul> <p>LUNCH TIME</p> <p><b>19 PRIVATE SECTOR / TRAINING</b> 14:00 - 15:40 eBANKS AND eINSURANCE COMPANIES Moderator: Dominik Hiesboer</p> <ul style="list-style-type: none"> <li>• MARKETING AND CREATIVITY • BUYING MEDIA SPACE • SELLING RECEIVABLES • PROCUREMENT IN IT SYSTEM DEVELOPMENT • SUPPLIER LOCK-IN FOR IT</li> <li>• Equa bank</li> <li>• Kooperativa</li> <li>• Raiffeisenbank</li> <li>• Sberbank</li> <li>• VÚB banka</li> </ul>
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17:00 **20** 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 Procurement solutions, and for supporting and dissemination of the digitisation of the procurement process and public procurement.



Run with Malcolm 7:00 - In front of Hotel Imperial **21** 7:00 - 8:00

## THURSDAY 9.11

The Queen of Buns 7:00 - 18:00  
Get your hair pampered by our very own Queen of Buns

<p><b>1 eFORUM</b> CZ, SK, PL, EN</p> <p>9:00 <b>23 PRIVATE SECTOR</b> 8:00 - 13:30 eSOURCING MEETING Moderator: Tomáš Trenkler</p> <p>MARTIN ZELINKA CTIRAD FISCHER CRITICAL PROCUREMENT ERRORS</p> <p>TOMÁŠ VEIT ZDENĚK PYTLÍČEK (MILAN KAPLAN) PROCUREMENT 4.0</p> <p>JAN VAŠEK MICHAL KRISTIŇÁK DEFINING PROCUREMENT PRIORITIES</p> <p>PETER KRALJIČ THIRTY YEARS OF THE KRALJIC MATRIX</p> <p>MILOŠ OLEJNÍK ANGUS MCINTOSH NEGOTIATIONS IN THE DIGITAL AGE</p> <p>14:00 LUNCH TIME</p>	<p><b>2 EUROPE</b> CZ, SK, PL, EN</p> <p><b>24 PUBLIC SECTOR</b> 8:00 - 10:20 EU CASES Moderator: Anja Eyo</p> <ol style="list-style-type: none"> <li>1. Pitfalls of eCatalogues</li> <li>2. Experience with Using DPS</li> <li>3. Effective eAuctions at Lodž Airport</li> <li>4. Example from Czechia/Slovakia</li> </ol> <p>COFFEE BREAK</p> <p><b>25 PUBLIC SECTOR</b> 10:50 - 12:30 ePROCUREMENT Moderator: Jaroslav Kračún</p> <p>Panel:</p> <ul style="list-style-type: none"> <li>• IVO LOCATELLI IT</li> <li>• STANISLAV BOGDANOV CZ</li> <li>• ÚVO SK</li> <li>• ZVONIMIR JUKIĆ HR</li> <li>• UZP PL</li> </ul> <p>• Procurement in the EU today, challenges, visions</p> <p>LUNCH TIME</p> <p><b>26 PUBLIC SECTOR</b> 13:30 - 15:00 STEVE ROBINSON DIGITALISATION OF TENDERS IN MUNICIPALITIES</p> <ul style="list-style-type: none"> <li>• CARDIFF</li> <li>• WARSAW</li> <li>• BRATISLAVA</li> <li>• EINDHOVEN</li> </ul>	<p><b>3 HYDE PARK</b> CZ, SK, PL, EN</p> <p><b>27 PUBLIC SECTOR</b> 8:00 - 10:30 QUALITY Moderator: Marcela Turčanová</p> <ol style="list-style-type: none"> <li>1. Quality Considerations when Selecting a Public Transport Operator</li> <li>2. Quality Requirements and eAuctions</li> <li>3. Subjective Evaluation</li> <li>4. Life Cycle Costs when Buying IT</li> </ol> <p>COFFEE BREAK</p> <p><b>28 PUBLIC SECTOR</b> 10:50 - 12:30 MIXED BAG Moderator: Daša Paláková</p> <ol style="list-style-type: none"> <li>1. Experience with Suppliers Reflected in Criteria</li> <li>2. Road Maintenance</li> <li>3. Telecommunications</li> <li>4. GDPR and Digitisation (Personal Data Protection)</li> </ol> <p>LUNCH TIME</p> <p><b>29 PUBLIC SECTOR</b> 13:30 - 15:00 JAROSLAV LEXA &amp; MÁRIO BIŇAS 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.</p>	<p><b>4 PRACTICAL ARENA</b> CZ, SK, PL, EN</p> <p><b>30 PUBLIC SECTOR</b> 8:00 - 10:30 HEALTHCARE Moderator: Alena Ševčíková</p> <ol style="list-style-type: none"> <li>1. Quality Assessment for Medical Supplies</li> <li>2. Pitfalls of Contractual Relationships</li> <li>3. Using eAuctions for Upgrading Laboratory Equipment</li> <li>4. Making Investments Digitally</li> </ol> <p>COFFEE BREAK</p> <p><b>31 PUBLIC SECTOR</b> 10:50 - 12:30 BUYING BIG Moderator: Kateřina Kolářková</p> <ol style="list-style-type: none"> <li>1. Resources and Quality Solutions in Public Procurement</li> <li>2. Purchase That Didn't Derail Us: 40 trams</li> <li>3. Renovation of the State Opera House</li> </ol> <p>LUNCH TIME</p> <p><b>32 PUBLIC SECTOR</b> 13:30 - 15:00 JAN ZAHÁLKA &amp; CTIRAD FISCHER 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.</p>	<p><b>5 TRAINING POINT</b> CZ, SK</p> <p><b>33 PUBLIC SECTOR / TRAINING</b> 8:00 - 09:45 JOSEPHINE PROCUREMENT PROCESS SOLUTION</p> <ul style="list-style-type: none"> <li>• Easy digitisation of public procurement and familiarisation with a tool that makes it possible.</li> </ul> <p>JOSEPHINE 09:45 - 13:30</p> <p>CONNECTING WITH DPS AND eAUCTIONS</p> <ul style="list-style-type: none"> <li>• How to integrate digital negotiations into a digital procurement process.</li> </ul> <p>COFFEE BREAK</p> <p><b>35 PUBLIC SECTOR / TRAINING</b> 11:20 - 12:18 ERMMA THE MOST SUCCESSFUL TYPE OF eAUCTION</p> <ul style="list-style-type: none"> <li>• How to best use this most flexible and widespread type of eAuction.</li> </ul> <p>OTHER eAUCTIONS 12:19 - 13:06</p> <ul style="list-style-type: none"> <li>• How to work with less used types of eAuction: Holland, Nippon, Brazil, RfX Enquiry.</li> </ul> <p>LUNCH TIME</p> <p><b>37 PUBLIC SECTOR / TRAINING</b> 13:30 - 14:15 ECONOMIC ADVANTAGE</p> <ul style="list-style-type: none"> <li>• How to best set up variable multicriteria in digital negotiations.</li> </ul>
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16:00 **38** 16:00 - 18:00

## GUIDED TOUR OF OSTRAVA II

**1 ROUND TABLES**  
CZ

## FRIDAY 10.11

9:00 **39** 8:00 - 11:00

## CAFFÈ LUNGO (NETWORKING MEETING)

There will be fourteen round tables, each with ten places. 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. Those on the list will start off the discussion. You can, but you don't have to, change tables depending on your interests, and you can choose a time to sit at a free chair at any table. After twelve we'll hear the final whistle, listen to the jingle one last time, and say our goodbyes. That'll be the end of eBF 2017. See you in a year!