

Programme eBF 2014

	Wednesday - 5. 11.				Thursday - 6. 11.				Friday - 7. 11.
	Congress Hall Hotel Imperial	Prague Hall Hotel Imperial (English Hall)	Budapest Hall Hotel Imperial	NAR training centre Masarykovo náměstí 33	Congress Hall Hotel Imperial	Prague Hall Hotel Imperial (English Hall)	Budapest Hall Hotel Imperial	NAR training centre Masarykovo náměstí 33	Congress Hall Hotel Imperial
9:00	public	business	business	business	business	public	public	public	
9:30	Opening Ceremony 1				WORKSHOP 28	Public-Private partnerships 30 Anna Görczyńska	Tender documentation - appropriate content and procedure 38	Hospitals & eAuctions 46	PROebiz open
10:00	WORKSHOP 2 Prologue - Jaroslav Lexa	How can purchasing teams be motivated? 4 Rastislav Janik	Points of interest from last 14 year in the world of eAuctions 14 Jiří Špalek	The heavyweights 24 • Procurement workshop for large contracting authorities, mainly from the transport sector	Prologue - Miloš Olejník	Europe and eProcurement 31	Construction tenders and eAuctions 39 Jan Havlik	• Public tenders in healthcare institutions	• Launch of the ebook publication Supplier Marketing 49
10:30	• What is the most economically advantageous bid?	TCO & eAuction 5 Grzegorz Nowak	Investments and eAuctions 15		• The loyal supplier or how to be the preferred customer	How to work with references in public tenders 32 Jozef Kubinec	Extra work in construction tenders 40 Alena Vačkářová	• Public tenders from preparation of tender documents to signing the contract with the winner	• Results of research Companies and eAuctions 50
11:00	• What should you do if you come across an unusually low bid in public procurement?	Spot purchasing and eSourcing tools 6 Tomáš Veit	Organising and managing a purchasing team 16 Karel Otýs		• How can purchasing teams be motivated, evaluated and rewarded?	coffee	coffee	• Discussion	• Five basic eAuction types - differences, mechanisms, usability in practice for corporate procurement and public tenders (ERMMA, Nippon (Japanese ticker), Brazil, RFx tendering, Holland (Dutch ticker auction))
11:30		coffee	coffee		• Pros and cons of particular types of eAuction	Possible benefits for public procurement of multiple eProcurement tools 33 Martin Trybus	Reopened tenders 41		• The programme for regional eAuction training centres (eProcurement & eAuctions)
12:00	• Are eAuctions an innovation in public procurement and eProcurement?	The loyal supplier or how to be the preferred customer 7 Martin Zelinka	How can a purchasing strategy be created and evaluated? 17 Jan Vašek			Current situation and development of eProcurement in Croatia 34 Maja Kušt	Public procurement and offsets 42	lunch	• HOUSTON and its know-how
12:30		How to teach a large firm to use eAuctions 8	Multicriteria and eAuctions 19 Petra Vrbová			Total life-cycle costs in public tenders 35 Artur Fraj	Slovak electronic contracting system 43 Daša Paláková		
13:00	• How and where is eProcurement changing the public procurement process?	Design to Cost 9 Giorgio Tatta		eAuction training 25 Marian Galuszka		lunch	lunch	eAuction training 47 Jiří Špalek	
13:30		lunch	lunch	eAuction training 26 Andrzej Kulbiński		lunch		eAuction training 48 Marian Galuszka	
14:00		Credibility of savings 10 Miloš Olejník	Evaluation of suppliers 20 Peter Biely			Innovations in public tenders 36 Jan Zahálka	Sensory evaluation as a criterion in public procurement 44 Jiří Novotný, Alena Ševčíková		
14:30	lunch	What inspiration can we get from the Americans? 11 Ingrid Tocháčková	Education of purchasing teams 21	eAuction training 27 Jiří Špalek		Dynamic purchasing systems 37	The most economically advantageous bid 45 Jaroslav Lexa		
15:00		The benefits of centralized purchasing 12	Evaluation and assessment of purchasing teams 22		FSA 29				
15:30	European eProcurement Meeting 3	Game theory 13 Sebastian Redenbacher	The supplier as a source of innovation 23 Martin Wiederman		Fair Sourcing Awards presentation ceremony				
16:00									
16:30	• What upcoming scenarios can be expected in public procurement? To what extent is it necessary to change current practices?								
17:00									
17:30									
18:00									
19:00									
20:00									

Items 2,3,24,29 - 46 are organized in cooperation with APUeN CZ and APUeN SK (The Czech and Slovak Associations of Providers and Users of Electronic Tools for Tenders and eAuctions).



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