

TUESDAY 5.11



19:00–21:00 TOGETHER Exhibition

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.

WEDNESDAY 6.11



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| 1 eFORUM HOTEL IMPERIAL CZ SK PL EN MORAVIAN-SILESIA REGION STAGE | 2 ASAHI STAGE HOTEL IMPERIAL CZ SK PL EN NEW ROLE OF PROCUREMENT Curator: TOMÁŠ VEIT | 3 HYDE PARK HOTEL IMPERIAL CZ SK PL EN DIGITALISATION Curator: ZDENĚK PYTLÍČEK | 4 PRACTICAL ARENA I PUPPET THEATRE CZ SK PL EN CASE STUDIES Curators: JACEK JARMUSZCZAK / KAREL OTÝS | 5 PRACTICAL ARENA II NAR MARKETING CZ SK CASE STUDIES Curator: JAN VAŠEK | 6 TRAINING POINT NAR MARKETING CZ SK eSOLUTIONS Curator: MARIAN GAŁUSZKA | 7 KRALJIC STAGE PUPPET THEATRE EN CZ COMPETITIVENESS Curators: PETER KRALJIC / MARTIN ZELINKA |
| 1.1 9:00–14:00 Prologue: VÁCLAV PELOUCH ePROCUREMENT MEETING 1. THE NEW AGES OF ePROCUREMENT Trends, Sharing, BOARD28 MILAN KAPLAN 2. INSPIRATION FROM THE EU ISABEL ROSA 3. ROLES AND REMITS IN CONTRACTING AUTHORITIES JOZEF BÁLINT / ZUZANA BUČEKOVÁ 4. NOT TO BE OVERLOOKED! Important decisions for supervisory bodies about digitalisation JAROSLAV LEXA / JAN ZAHÁLKA 5. AUTOMATION AND ROBOTISATION PETRA VRBOVÁ 6. HOW TO GUARD AGAINST CARTELS / PETER KUBOVIČ 7. RESPONSIBLE BIDDING LEONA GERGELOVÁ ŠTEIGROVÁ / MARTIN HADAŠ 8. BIG DATA RADOSLAV DELINA / OTA NOVOTNÝ | 2.1 9:00–11:00 NEW PROCUREMENT 1. New roles in procurement TOMÁŠ VEIT 2. Proactive risk management PETRA VRBOVÁ 3. Sustainable Procurement LEOŠ VRZALÍK | 3.1 9:00–11:00 AUTOMATION AND ROBOTS IN PROCUREMENT 1. Creation of requisitions IVAN SAFARNEĚHA 2. Creation of orders • own procurement system • eCatalogues ALICE VAVRINOVÁ 3. Processing invoices (OCR, structured invoices – HTML, EDI) PETER GOMES | 4.1 9:00–11:00 SUPPLIERS 1. The pitch in 3 acts (How to reflect creativity in your selection) MARTA MACKE / RAFAL KARSKI 2. What to do if there are not enough suppliers / MARCIN ZBOROWSKI 3. How to defend yourself against cartels JACEK JARMUSZCZAK | 5.1 9:00–11:00 "C" CATEGORY ISSUES Procurement category "Filters" are seemingly trouble-free... but what if you happen to find that your supplier is cheating on you? JAN VAŠEK / PETER ČAMBÁL | 6.1 9:00–11:00 PROEBIZ TENDERBOX An easy introduction to setting up this most widespread tendering solution, with an opportunity to test how all ten types of tenders that have been amassed in PROEBIZ TENDERBOX over 18 years of hard service work in reality. ANDRZEJ KULBIŃSKI | 7.1 9:00–11:00 OPPORTUNITIES ANGUS MCINTOSH / SZYMON TOCHOWICZ / ZUZANA MILADINOVIČ 1. The Kraljic matrix 2. Supply chain competitive opportunities |
| 2.2 11:20–13:00 INNOVATION 1. Category and Commodity Knowledge / MIKOLAJ KUC 2. Robotisation brings efficiency to your operational/transactional procurement needs MIRKO EINERT / PETER GOMES 3. Innovation in procurement MARCIN ZBOROWSKI | 3.2 11:20–13:00 THE BUREAUCRATIC BURDEN COMPUTERISED 1. Collation of requirements – procurement plan / ZDENĚK PYTLÍČEK 2. eAuctions, eContracts, eSignatures, digital tendering / PATRIK MAURIC 3. Procurement reporting: • what to watch and why • information, education, planning • dashboards, special applications RASTISLAV JANÍK | 4.2 11:20–13:00 EVALUATING AND REMUNERATING BUYERS 1. Counterproductive KPIs – Reasons and Solutions / ONDREJ JOMBÍK 2. Evaluation and Motivation of Buyers – Best of Procurement Round Tables JÍŘÍ ROŽAŇSKI / KAREL OTÝS | 5.2 11:20–13:00 VIRTUAL NEGOTIATIONS Do you buy products whose prices change suddenly and unexpectedly from time to time, and neither you nor the supplier can easily switch elsewhere? Let's exchange experiences and what tricks and strategies have worked for us. JAN VAŠEK / HANA SUŠKOVÁ | 6.2 11:20–12:10 1) WORKFLOW Demonstration and training in working with this solution for evaluating, approving and managing procurement processes. FRANTIŠEK SEIFRIED 12:10–13:00 2) NEXTBUY The first presentation in the Czech Republic of this successful Polish solution for the comprehensive digitalisation of corporate procurement. MATEUSZ BOROWIECKI | 7.2 11:20–13:00 WHAT TO EXPECT IN THE FUTURE BERNARD ADAMCZAK / MARTA MACKE / JACEK JARMUSZCZAK 1. Partner relationships 2. Innovation and development projects | 7.3 14:00–15:00 BEST OF KRALJIC STAGE PETER KRALJIC / MARTIN ZELINKA |
| 2.3 15:30–17:00 TOMÁŠ VEIT / MICHAL KRISTIŇÁK NEW AGES OF PROCUREMENT An interactive workshop on how the combination of millennium and digital technologies will move procurement from "must do" to "can do". | 3.3 15:30–17:00 ZDENĚK PYTLÍČEK / ONDREJ JOMBÍK JOURNEY TO AI 1. How to digitalise 2. How to automate 3. How to robotise | 4.3 15:30–17:00 ROSTISLAV OČADLÍK / MARTIN OLEJNÍK DIGITALISATION OF CORPORATE PROCESSES How digitalisation of production and other processes has changed procurement. Linking ERP with iPad applications = simplicity and clarity. | 5.3 15:30–17:00 JAN VAŠEK / PETER MAJTÁN SOLVING UNSOLVABLE CONFLICTS Nothing destroys a career as reliably as an unresolved conflict with a supplier. | 6.3 15:30–17:00 MARQUET Demonstration of how to set the standard for company employees in the internal procurement market using the MARQUET procurement catalogue, which automates and streamlines the procurement process for category "C" requirements. JÍŘÍ CUDLÍN | | |



17:30–19:00 FSA – FAIR SOURCING AWARDS

Gala evening culminating in the announcement and presentation of the Fair Sourcing Awards. These are awarded for inspirational, innovative or long-term use of eProcurement solutions, and for supporting the digitalisation of procurement.

THURSDAY 7.11

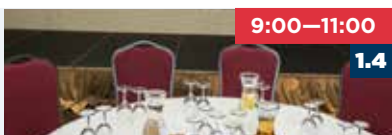


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| 1 eFORUM HOTEL IMPERIAL CZ SK PL EN | 2 EUROPE HOTEL IMPERIAL CZ SK PL EN NEW ePROCUREMENT Curator: BRANISLAV ŠARMÍR | 3 HYDE PARK HOTEL IMPERIAL CZ SK PL EN NEW KNOW-HOW Curator: MARCELA TURČANOVÁ | 4 PRACTICAL ARENA I PUPPET THEATRE CZ SK PL EN TRENDS Curator: MICHAELA POREMSKÁ | 5 PRACTICAL ARENA II NAR MARKETING CZ SK CASE STUDIES | 6 TRAINING POINT NAR MARKETING CZ SK eSOLUTIONS Curator: MARIAN GAŁUSZKA | CAFFÈ LUNGO FRIDAY TOPICS |
| 1.3 9:00–13:30 Prologue: MATEUSZ BOROWIECKI eSOURCING MEETING 1. DIGITALISATION Trends, Sharing, BOARD28 MILAN KAPLAN About the vocabulary / MARTIN WIEDERMAN 2. BIG DATA RADOSLAV DELINA / OTA NOVOTNÝ 3. COMPETITIVENESS MARTIN ZELINKA / PETER MAJTÁN 4. DIGITALISATION OF CORPORATE PROCESSES MARTIN OLEJNÍK / ROSTISLAV OČADLÍK 5. BENEFITS OF AUTOMATION AND ROBOTISATION ZDENĚK PYTLÍČEK / MIRKO EINERT / PETER GOMES 6. HOW TO NEGOTIATE WHEN THERE ARE NO SUPPLIERS JACEK JARMUSZCZAK / MARCIN ZBOROWSKI 7. MANAGING CONFLICT IN ORGANISATIONS / JAN VAŠEK 8. NEW AGES OF PROCUREMENT TOMÁŠ VEIT | 2.4 9:00–10:30 DIGITALISATION 1. Situation in different countries/Trends ISABEL ROSA / TÜNDE TÁTRAJ / STANISLAV BOGDANOV / ZVONIMIR JUKIČ 2. The new ages of eProcurement JÍŘÍ ŠIMON | 3.4 9:00–10:30 ROLES AND REMITS IN CONTRACTING AUTHORITIES 1. Remit model – who is responsible for what / ZUZANA BUČEKOVÁ 2. Key skills of contracting authorities / JOZEF BÁLINT 3. Inspiration from the EU JOZEF KUBINEC / ALEXANDRA LEON | 4.4 9:00–10:30 THE INTERNAL MARKET 1. Reference purchases IVANA DURCZOKOVÁ / GABRIELA VYSOČKÁ / JANA HOVJACKÁ 2. Tour de Catalogues NAĎA VORÁČOVÁ 3. Everything can now be ordered by tendering / ONDREJ KURUC | 5.4 9:00–10:30 PUBLIC PROCUREMENT LAW 1. How to guard against cartels PETER KUBOVIČ 2. Quality in public procurement ROMAN NOVOTNÝ / PETR JELÍNEK | 6.4 9:00–10:30 PROEBIZ TENDERBOX An easy introduction to setting up this most widespread tendering solution, with an opportunity to test how all ten types of tender that have been amassed in PROEBIZ TENDERBOX over 18 years of hard service work in reality. ANDRZEJ KULBIŃSKI | FRIDAY TOPICS THE TEAM IS ALL ABOUT CHEMISTRY VLADIMÍR VŮJTEK LAĎÍK KNOWS IT ALL LAĎA VĚTVIČKA HOW TO SAVE LIVES VILIAM DOBIÁŠ THE LOWER VÍTKOVICE PHENOMENON PETR KOUDELA HOW TO RUN A FAMILY FIRM FULL OF ARTISTS INGRID KITZBERGEROVÁ DRAWING IS ESPERANTO (COME AND TRY IT) VAŠEK ŠÍPOŠ HOW SOCIAL NETWORKS ARE CHANGING EUROPE AND CLIMATE PŘEMEK HOUDA ON THE CZECH-POLISH BORDER BEATA A MARIAN GAŁUSZKOVI NEW METHODS FOR TESTING TEAMS JÍŘÍ ŠIMONEK |
| 2.5 10:50–12:30 CENTRALISATION FOR BOTH BIG AND SMALL 1. Universities and Centralisation MARTIN HADAŠ 2. What does preparation entail? DAŠA PALÁKOVÁ 3. Handy legal clauses for subsidiary bodies JÍŘÍ ŠIMON | 3.5 10:50–12:30 CASE STUDIES 1. Design competitions LUBOMÍR KUBIČKA 2. Preliminary market consultations KATEŘINA KOLÁČKOVÁ 3. Evaluating the quality of bids MICHAL GARAJ | 4.5 10:50–12:30 DPS 1. Using DPS when procuring services JITKA HEJLOVÁ 2. DPS for construction work MARTIN DANIŠ 3. What you still don't know about DPS TÜNDE TÁTRAJ | 5.5 10:50–12:30 HEALTHCARE 1. How to buy pharmaceuticals in accordance with the EU directives ONDREJ KURUC 2. Procurement of consumables tied to the leasing of complex technology ALENA ŠEVČIKOVÁ | 6.5 10:50–11:40 1. MARQUET Demonstration of working with internal procurement market (eShop), including setting buyers' rights for employees of an organisation. JÍŘÍ CUDLÍN 11:40–12:30 2. WORKFLOW Demonstration and training in working with this solution for the appraisal, approval and management of procurement requirements. FRANTIŠEK SEIFRIED | | |
| 2.6 13:30–15:00 BIG DATA 1. The data revolution OTA NOVOTNÝ 2. Corruption indicators ÁGNES CZIBIK 3. Predictions from historical data RADOSLAV DELINA | 3.6 13:30–15:00 OBSTRUCTIVE BIDDERS 1. How to protect yourself from untrustworthy suppliers 2. Evaluation of unfounded objections 3. Experience from other countries JAROSLAV LEXA / MAJA KUCHAR / MIROSLAV KNOB | 4.6 13:30–15:00 RESPONSIBLE PUBLIC PROCUREMENT Step-by-step guide to responsible public procurement with examples from good practice and concrete guidance. LEONA GERGELOVÁ ŠTEIGROVÁ / MARTIN HADAŠ / LENKA HOLLEROVÁ | 5.6 13:30–15:00 HOW TO USE CATALOGUES How to quickly and without stress implement an internal procurement market catalogue into an organization. ZDENĚK PYTLÍČEK / NAĎA VORÁČOVÁ / PETER MIKULÁŠ | 6.6 13:30–14:15 JOSEPHINE, DPS, SPEED CATALOGUE - CZ Use of DPS in the public procurement process and quick bidding through the SPEED catalogue. PETR DONATH 14:15–15:00 JOSEPHINE, DPS, SPEED CATALOGUE - SK Use of DPS in the public procurement process and quick bidding through the SPEED catalogue. PETR DONATH | | |

16:00–17:30 ACCOMPANYING PROGRAMME

A guided walking tour through the historical corners of the centre of Ostrava, ending with a guided tour of the oldest church in Ostrava. On the way back through the centre to the hotel, anybody interested is invited to crack the code in our encryption game.

FRIDAY 8.11



9:00–11:00 CAFFÈ LUNGO – NETWORKING MEETING

Otherwise known as a final friendly discussion seated at round tables. Each table will feature selected eBF organizers and presenters with a prepared topic for discussion and a willingness to talk about this and much more.