

TUESDAY 23.5.



Opening of the exhibition TOGETHER

An exhibition of artwork created by buyers, commissioning agents, the PROEBIZ team and a wide range of their colleagues and family members. Canvases, sculptures, paintings, ceramic sculptures, photographs, and other artworks. The exhibition runs for the entire duration of the festival.

WEDNESDAY 24.5.



Run with Hatwan
7:00 – meet in front of Imperial



Queen of Buns
Ladies, put yourself in the hands of our professional movie make-up artist

1 eFORUM
institutions

The world is always changing
Welcome and official opening.

2 ASAHI STAGE
Companies

3 AMAZON STAGE
Companies

4 PROEBIZ STAGE
Companies

5 SKODA AUTO STAGE
Companies

6 Polish scene
Companies

7 Procurement campus
Companies

8 HR saloon
Companies

TOP PROCUREMENT LEADERS

WORKSHOP

Views and experiences of the biggest TOP procurement leaders.

PEOPLE

- Development and education.
- KPIs
- Mental Health
- Motivation

DIGITALIZATION AND AUTOMATION

- Spend analysis
- excel vs automated tools
- Category management - PowerPoint vs. automation of strategies of individual categories (Kralič, ABC, SWOT, etc.)
- eSourcing and eAuction - opportunities in tenders

BEST PRATICES IN NEGOTIATION

- The role of digitalization in the negotiation process
- Diversity of negotiation strategies
- Lessons learned from negotiation mistakes
- Limits in negotiation

PURCHASING IN TIMES OF CRISIS

- Energy
- Other commodities
- Currency - monetary stability
- OTIF - complete deliveries on time

MIX

- Current topics, trends and inspiration from advanced companies in Poland

CASE STUDIES

- Three case studies for a limited number of up to 20 participants

1. Purchasing volatile commodities
2. Setting the strategy of the selected category
3. Determination of key performance indicators

HR BRAINSTORMING

- A discussion room on How procurement teams' needs and requirements for knowledge and skills have changed in the digital age

LUNCH TIME

LUNCH TIME

LUNCH TIME

LUNCH TIME

SUSTAINABILITY

- General introduction to sustainability
- Measurement - how to measure carbon footprint
- Scope 3 (TCO of sustainability - company, energy, suppliers)
- Decision-making process (supplier selection criteria)

DIGITALIZATION AND AUTOMATION

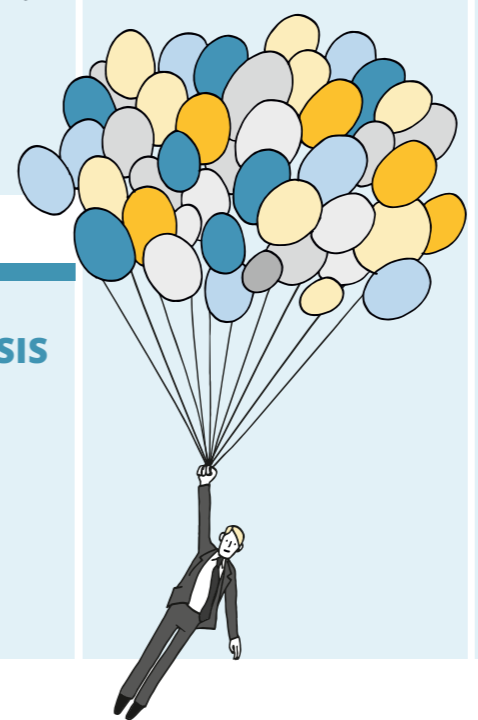
- Contracting - eSignature, Archives. P2P and eCatalogues
- Learning from mistakes and other challenges
- Data mining
- Case studies on implementing digitization and automation

SUPPLIERS

- Preferred buyer
- Long-term relationships with suppliers
- Partnering with suppliers in times of crisis
- The importance of SRM

PURCHASING IN TIMES OF CRISIS

- Quality
- Social impacts
- Environmental and political aspects
- Inflation



Change of programme reserved.



FSA & GRAND PRIX

A gala evening associated with the awards ceremony for personalities in corporate purchasing and public procurement and the awarding of innovative, inspirational or trendy ideas for procurement practice.

THURSDAY 25.5.



Run with Hatwan
7:00 – meet in front of Imperial



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1 eFORUM Companies The world is always changing Welcome and official opening	2 ePROCUREMENT meeting institutions	3 HYDE PARK institutions	4 PROEBIZ inspiromat institutions PROEBIZ	5 GRAND OAK institutions GRAND OAK	6 Training point institutions	7 Procurement campus institutions Deloitte.	8 HR saloon institutions SKODA
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TOP PROCUREMENT LEADERS

WORKSHOP

Opinions and experiences of the biggest TOP procurement leaders



PEOPLE <ul style="list-style-type: none"> Development and education KPIs in public administration Mental health Motivation 	DIGITALIZATION AND AUTOMATION <ul style="list-style-type: none"> Opportunities for digitalization Contract management and eSignatures Procurement requirements eCatalogues Lessons learned from mistakes and challenges Case studies on implementing digitalization and automation. 	INSPIRATION FROM THE PRIVATE SECTOR <ul style="list-style-type: none"> Purchasing as an accelerator of innovation Possibilities of changing the approach to suppliers MEAT criteria 	LEGISLATION <ul style="list-style-type: none"> A recovery plan and European funds Competition for proposals - preparation + implementation + negotiation DNS and framework agreements Central purchasing 	TRAINING POINT <ul style="list-style-type: none"> Training point. Practical training on how to work with tools for the digitalization of the procurement process 	CASE STUDIES <ul style="list-style-type: none"> Three case studies designed for a limited number of maximum 20 participants 1. Mental health - management psychotherapy 2. A case study on construction work 3. Setting key performance indicators 	HR BRAINSTORMING <ul style="list-style-type: none"> A discussion room on How procurement teams' needs and requirements for knowledge and skills have changed in the digital age
🕒 LUNCH TIME	🕒 LUNCH TIME	🕒 LUNCH TIME	🕒 LUNCH TIME			
SUSTAINABILITY <ul style="list-style-type: none"> Support for sustainable development Social and environmental aspects in public procurement Measurement and issues of scopes 3 	COMMODITIES <ul style="list-style-type: none"> Energy Construction work Services Hospitals 	RISK MANAGEMENT <ul style="list-style-type: none"> Procurement planning and strategy Quality Social, environmental and political influences Inflation - clauses etc. 	DECISIONS <ul style="list-style-type: none"> Analysis of the most recent legislative decisions National plans for digitalization of public procurement in CZ, SK and PL European inspiration 			

PROCUREMENT REGATTA Thursday's professional program will be followed for the first time by a team boating competition in the wild Ostravice PROCUREMENT REGATTA. Pack a swimsuit, water shoes and energy bars. We are already accepting applications.



FRIDAY 25.5.

ebizforum.com



Long Coffee NETWORKING MEETING

Roundtable meetings with selected guests from among personalities from the world beyond procurement and public procurement.

Change of programme reserved.