

eBF 2023 PROGRAMME

TUESDAY 23. 5.

19:00



Opening of the exhibition TOGETHER / PROEBIZ HALL / MASARYK SQUARE 33

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.

Institutions

1

TOP PROCUREMENT LEADERS

CONGRESS HALL / IMPERIAL

1.1 THE WORLD IS CONSTANTLY CHANGING 9:00–9:10
Welcome and official opening
Miroslav Knob – OTIDEA

1.2 5* FASTER 9:10–9:50
How to speed up work processes using artificial intelligence
Petra Vrbová – GasNet, Rastó Koval – Cequence

1.3 5* MORE CONCISELY 9:50–10:30
SMART solutions for public procurement
Mojmír Florián – ÚOHS, Martin Hadaš – MUNI

1.4 5* MORE INSPIRINGLY 10:30–11:15
Trends in public procurement and mutual inspiration with the private sector
Leona Gergelová Šteigrová – MMR, Peter Kubovič – ÚVO

11:15–11:35 COFFEE BREAK

1.5 HAKUNA MATATA 11:35–12:15
Mental health, or how to keep employees healthy, resilient, and smiling
Lucia Kleštincová – Burnout & Leadership Coach, Marcela Turčanová – APuEn Akadémia

1.6 BEST VALUE APPROACH 12:15–12:55
Identification and evaluation of various factors that bring greater value to the contractor than just the price of the offer itself
Martin Vyklický – VUT Brno, Jakub Váňa – South-Moravian Region

1.7 UNSTOPPABLY SUSTAINABLE 12:55–13:35
Principles of sustainability in public administration
Petr Dovolil – CBCSD, Tomáš Sova – Prague Airport

13:35–14:35 LUNCH TIME

1.8 INFLATION BLOW 14:35–15:15
How inflation affects procurement planning and strategy
Daša Obuch Paláková – Min. of Culture SR, Kateřina Koláčková – OTIDEA, Jaroslav Lexa – ÚVO

1.9 PROCUREMENT IN TIMES OF CRISIS 15:15–15:55
Risk management and other ways to combat the challenges of today's public administration
Peter Majtán – MOL Group, Miroslav Knob – OTIDEA

Companies

2

ASAHI STAGE

PRAGUE HALL / IMPERIAL

Asahi

PEOPLE
Curator: Tomáš Veit

9:10–9:45 **2.1 DREAM TEAM** 9:10–9:45
How to structure and develop a procurement team these days
Tomáš Srb – Asahi, Peter Majtán – MOL Group, Lucia Kleštincová – Burnout & Leadership Coach

9:45–10:20 **2.2 CARROT AND STICK** 9:45–10:20
How to link performance measurement with a motivational component for team members
Martin Zelinka – Siemens Energy, Jacek Jarmuszcak – Okiem kupca, Martin Ragan – Cequence

10:20–10:50 **2.3 HOW NOT TO GO CRAZY** 10:20–10:50
Mental health or how to prevent your people from burning out
Marcela Turčanová – APuEn Akadémia, Lucia Kleštincová – Burnout & Leadership Coach

10:50–11:10 COFFEE BREAK

SUSTAINABILITY
Curator: Tomáš Veit

11:10–11:50 **2.4 SWITCHING TO GREEN** 11:10–11:50
How to implement sustainability into the procurement process
Tomáš Sova – Prague Airport, Pavel Odstrčil – Škoda Auto (Skoda Car)

11:50–12:30 **2.5 MISSION IMPOSSIBLE** 11:50–12:30
What is scope 3 and how to measure it?
Leoš Vrzalík – Asahi, Vladimír Kočí – VŠCHT

12:30–13:30 LUNCH TIME

PROCUREMENT IN TIMES OF CRISIS
Curator: Tomáš Veit

13:30–14:10 **2.6 ORACLE** 13:30–14:10
How to fight volatility in the commodity market
Michal Kolesár – Asahi, Jan Janek – Deloitte Austria

14:10–14:50 **2.7 THINK GLOBALLY, ACT LOCALLY** 14:10–14:50
When it pays to prioritize local suppliers and when, on the contrary, to use the global market
Jan Hirsch – Blanco, Marek Dubnický – 2N Telekomunikace, Martin Pokorný – Siemens Energy

14:50–15:30 **2.8 HAPPY END** 14:50–15:30
How to mitigate the effects of inflation through risk management
Tomáš Veit – Asahi, Ladislav Božik

Companies

3

AMAZON STAGE

SWIMMING POOL HALL / IMP.

amazon

AUTOMATION AND ROBOTIZATION 1
Curator: Michal Kristiňák

9:10–9:45 **3.1 THE DAWN OF ROBOTS** 9:10–9:45
Automation of repetitive activities simply and quickly
Zdeněk Pytlíček – GasNet, Michal Hradecký – Automation Dock

9:45–10:20 **3.2 BACK TO THE FUTURE** 9:45–10:20
Practical user robotization in everyday procurement activities
Zdeněk Pytlíček – GasNet, Annie Nguyenová – Microsoft

10:20–10:50 **3.3 THE NEVER-ENDING STORY OF CATEGORY MANAGEMENT** 10:20–10:50
Category management – PowerPoint vs. automation of strategies of individual categories (Kraljič, ABC, SWOT aj.)
Miloš Olejník – ESET, Matěj Holub – SAP Ariba

COFFEE BREAK

AUTOMATION AND ROBOTIZATION 2
Dramaturg: Michal Kristiňák

11:10–11:50 **3.4 FATAL ATTRACTION WITH CHAT GPT** 11:10–11:50
How to speed up the functioning of the team many times over using commonly available chatbots
Petra Vrbová – GasNet, Barbora Konšalová – Mondi Štětí a.s., Jan Beránek – IKEA

11:50–12:30 **3.5 HOW NOT TO SELL YOUR SOUL TO THE DEVIL** 11:50–12:30
Contract management with the help of advanced artificial intelligence
Kristína Zárubová – Amazon, Ondrej Jombík – ZSE, Rastó Koval – Cequence

LUNCH TIME

COMMUNICATION
Curator: Michal Kristiňák

13:30–14:10 **3.6 MIRROR, MIRROR ON THE WALL** 13:30–14:10
Supplier feedback of cooperation with the procurement partner
Ivana Zajacová – Veolia, Jan Hirsch – Blanco

14:10–14:50 **3.7 I CAME, I SAW AND COULD NOT BELIEVE MY EYES** 14:10–14:50
Survey of internal client satisfaction with the functioning of procurement and how to strengthen the position of the procurement team in relation to their own company, Agata Szymczak – Amazon, Bernadett Majdanics – IKEA

14:50–15:30 **3.8 THE CLOTHES MAKE THE MAN** 14:50–15:30
Internal and external communication of procurement
Michal Kristiňák – Amazon, Jiří Růžanský – Penta Hospitals

Companies

4

SIEMENS ENERGY STAGE

CASINO HALL

SIEMENS energy

CHAMPIONS LEAGUE OF NEGOTIATIONS
Curator: Martin Pokorný

9:10–9:45 **4.1 VIDEO ANALYSIS OF THE OPPONENT** 9:10–9:45
Negotiations and their complexities. Why, what, how, when, and where?
Jan Hirsch – Blanco, Martin Repko – Svet zdravia (The World of Health), Jan Břuska – Penta Hospitals

9:45–10:20 **4.2 TRAIN HARD, FIGHT EASY** 9:45–10:20
Preparation is a necessity for success. How I work with goals, strategies, and teams. Limits in negotiations
Karel Otýs – Otys Consulting, Marek Dubnický – 2N Telekomunikace

10:20–10:50 **4.3 YOU CAN'T WIN IF YOU DON'T PLAY** 10:20–10:50
Tactics and techniques in negotiations. Sharing experiences and best practices
Jiří Růžanský – Penta Hospitals, Pavel Hrnčíř

COFFEE BREAK

CLOSE TO THE TROPHY
Curator: Martin Pokorný

11:10–11:50 **4.4 VICTORY IS WITHIN REACH** 11:10–11:50
How to avoid ruining everything with bad tactics and techniques
Martin Zelinka – Siemens Energy, Barbora Konšalová – Mondi Štětí a.s., Jan Beránek – IKEA

11:50–12:30 **4.5 ON THE EDGE OF TOMORROW** 11:50–12:30
The digital form of negotiations? Why not!
Andrzej Kulbiński – PROEBIZ, Hana Sušková – Al Invest Břidličná

LUNCH TIME

SUPPLIERS = WE ARE PARTNERS
Curator: Martin Zelinka

13:30–14:10 **4.6 SUPPLIER BALLET** 13:30–14:10
What am I risking if I don't manage the relationship with the supplier?
Michal Lehar – Orkla, Ondrej Jombík – ZSE

14:10–14:50 **4.7 FOREVER AND EVER** 14:10–14:50
Supplier risks and sustainability of the supply chain
Pavel Odstrčil – Škoda Auto (Skoda Car), Petr Musil – Dun & Bradstreet

14:50–15:30 **4.8 HOW TO BE SEXY** 14:50–15:30
How to become a preferred customer? Only joint work will bring the necessary results
Martin Zelinka – Siemens Energy, Miloš Olejník – ESET

Companies

5

SAP STAGE

BUDAPEST HALL / IMP.

SAP

DIGITAL EVOLUTION
Curator: Zdeněk Mikeš

9:10–9:45 **5.1 TURBULENT TIMES** 9:10–9:45
Impact of the geopolitical and geo-economic situation on procurement and monetary policy
Jan Janek – Deloitte Austria, Matěj Látal – Notino

9:45–10:20 **5.2 TRANSFORMATION OF PROCUREMENT TEAM** 9:45–10:20
A new form of procurement team in the era of digitization and market transformation
Pawel Mamcarz – apsolut Group, Vladislav Silvestru – apsolut Group

10:20–10:50 **5.3 ON THE PATH OF DIGITAL REVOLUTION** 10:20–10:50
Panel discussion – How to approach the digital revolution?
Marcin Zawadzki – Pfeiderer Poland Group, Pawel Mamcarz – apsolut Group, Przemysław Wątroba – LOT Polish Airlines

COFFEE BREAK

PERFECT RELATIONSHIP
Curator: Zdeněk Mikeš

11:10–11:50 **5.4 CYCLE IS NOT A CIRCUS** 11:10–11:50
SLM – Suppliers lifecycle management
Jakub Přichystal – Deloitte, Martina Hevrová – Novartis

11:50–12:30 **5.5 MORE RESILIENT THAN A WATER STONE** 11:50–12:30
How to build a resilient supply chain
Jonathan Fernandez – BearingPoint, Mariann Kurucz – MOL Group

LUNCH TIME

FUTURE
Curator: Zdeněk Mikeš

13:30–14:10 **5.6 EKO-BIO PUNK** 13:30–14:10
Responsible procurement and ESG
Dora Coccan – BearingPoint, Alexandra Major – MOL Group

14:10–14:50 **5.7 CONNECTION WITHOUT BORDERS** 14:10–14:50
Supplier portal for electronic communication as the first step towards automation and real-time availability overview
Quynh Anh Nguyen – con4PAS, Pavel Pernikář – Česká pošta

14:50–15:30 **5.8 GO PROCUREMENT** 14:50–15:30
Generation change of procurement software in the ČEZ group. Utilization of new technologies for the digital transformation of central procurement
Petra Terbrová – con4PAS, Andrea Hesová Dubská / Viktoria Drahošová – ČEZ

Companies

6

PROCUREMENT CAMPUS

WARSAW HALL / IMPERIAL

Deloitte.

INTERACTIVE WORKSHOPS
Curator: Jan Janek

9:10–10:50 **6.1 RESILIENT SUPPLY CHAIN** 9:10–10:50
How to create a resilient supply chain that is not threatened by the current crisis
• risk analysis and management, supply chain security, supply continuity and crisis scenario planning
Interactive workshop for a limited number, maximum 16 participants.
Zuzana Doležalová – Deloitte

COFFEE BREAK

INTERACTIVE WORKSHOPS
Curator: Jan Janek

11:10–12:30 **6.2 DIVERSITY IN BUYING** 11:10–12:30
Why diversity in purchasing is important and how to achieve it
• diversity in approaching human potential and minorities in procurement
Interactive workshop for a limited number, maximum 16 participants.
Jan Janek – Deloitte Austria

LUNCH TIME

INTERACTIVE WORKSHOPS
Curator: Jan Janek

13:30–14:50 **6.3 SUSTAINABILITY IN BUYING** 13:30–14:50
How to secure important sustainability mechanisms in the purchasing process
• purchase of goods and services with regard to their environmental friendliness, ethical supply practices, transparency of the supply chain and support of the circular economy
Interactive workshop for a limited number, maximum 16 participants.
Mária Veit – Deloitte

Institutions + Companies

7

TRAINING POINT

OUTDOOR STAGE / IMPERIAL

PROEBIZ

PRACTICAL ARENA
Curator: Jiří Špalek

09:20–09:50 **7.1 Efficient automation of invoicing processes with Marketplanet** 09:20–09:50
Magdalena Szmalec – Marketplanet

10:00–10:30 **7.2 Automation possibilities and practical use of rpa from Automation Dock** 10:00–10:30
Michal Hradecký – Automation Dock

10:40–11:10 **7.3 High-quality supplier qualification documents using D&B data** 10:40–11:10
Petr Musil, Jaroslav Hradil – Dun & Bradstreet

11:20–11:50 **7.4 Advanced ecatalogues options through the Mercateo prism** 11:20–11:50
Blazej Kováč – Mercateo

12:00–12:30 **7.5 Preliminary market consultation on PV plants on a mock basis** 12:00–12:30
Patrik Neuwirt – Group 4 Energy, Jana Dubcová – Central Purchasing of the Pilsen Region, Petra Mazáčová – South-Moravian Region

12:40–13:10 **7.6 Contract management through the eyes of SAP** 12:40–13:10
Matěj Holub – SAP

13:20–13:50 **7.7 Delicate settings for tender evaluation in the world of PROEBIZ** 13:20–13:50
Jiří Špalek – PROEBIZ

13:50–14:40 **7.8 Creation of applications without programming and automation of business processes** 13:50–14:40
Nikola Pleska, Pavel Večeř – Microsoft

14:40–15:10 **7.9 Focused on artificial intelligence and its use in everyday practice** 14:40–15:10
Cequence

15:20–15:50 **7.9 Focused on artificial intelligence and its use in everyday practice** 15:20–15:50
Cequence

ANNUAL PURCHASING AWARDS

18:00



1.10 FSA & GRAND PRIX

A gala evening Fair Sourcing Awards 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.



eBF 2023 PROGRAMME

THURSDAY 25. 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.

Companies	Institutions	Institutions	Institutions	Institutions	Institutions	Institutions + Companies	Institutions
1 TOP PROCUREMENT LEADERS CONGRESS HALL / IMPERIAL	2 VISEGRAD STAGE PRAGUE HALL / IMP.	3 INSPIROMAT SWIMMING POOL HALL / IMPERIAL	4 HYDE PARK CASINO HALL / IMPERIAL	5 GRAND OAK STAGE BUDAPEST HALL / IMP.	6 PROCUREMENT CAMPUS WARSAW HALL / IMP.	7 TRAINING POINT OUTDOOR STAGE / IMPERIAL	8 HEALTHCARE PROEBIZ HALL / MONETA
		In collaboration with:	In collaboration with:			In collaboration with:	MASARYK SQUARE 33
1.11 THE WORLD IS CONSTANTLY CHANGING 9:00–9:10 Welcome and official opening Ondrej Jombík – ZSE		PUBLIC PROCUREMENT STRATEGY Curator: Leona Gergelová Šteigrová	SUPPLIERS Curator: Miroslav Knob	DIGITALIZATION AND AUTOMATION Curator: Branislav Šarmír	STRATEGIC APPROACH Curator: Marek Šmid	INTERACTIVE WORKSHOPS Curator: Jan Janek	STRATEGIC APPROACH Curator: Alena Ševčíková
1.12 WE ARE THE CHAMPIONS 9:10–9:50 How to make the procurement team the most attractive team in the company Martin Zelinka – Siemens Energy, Martin Pokorný – Siemens Energy	9:10–9:45 2.9 WHAT TO EXPECT IN PUBLIC PROCUREMENT 9:10–9:45 Public procurement strategy – where are we heading Leona Gergelová Šteigrová – MMR, Peter Kubovič – ÚVO	3.9 FUN WITH SUPPLIERS 9:10–9:45 How to use communication to develop a relationship with suppliers Jana Dubcová – Central Purchasing of the Pilsen Region, Tomáš Sova – Prague Airport	9:10–9:45 4.9 EVEN WITHOUT WORK THERE CAN BE CAKES 9:10–9:45 When your robot friend does everything that's holding you back Petra Vrbová – GasNet, Barbora Brabcová – Bebecon	9:10–9:45 5.9 MASTER PLAN 9:10–9:45 Procurement planning and strategy Martin Daniš – Banská Bystrica Region, Jiří Šimon – Technical Administration of Communications Prague	9:10–9:45 6.4 NEGOTIATION 9:10–10:50 The art of negotiating with suppliers • preparation for negotiations, communication, strategies and various techniques in negotiations	7.10 Innovative digitalization of invoicing processes with Marketplanet 09:20–09:50 Magdalena Szmalec – Marketplanet	8.1 MORAVIAN-SILESIA MASSACRE BY DYNAMIC PURCHASING SYSTEM 9:10–9:45 DNS with e-catalogue – the best solution for healthcare procurement Gabriela Vysocká – Moravian-Silesian Region
1.13 THE BEST BUDDIES 9:50–10:30 Partnership with suppliers in times of crisis Jan Hirsch – Blanco, Jacek Jarmuszcak – Okiem kupca	9:45–10:20 2.10 PROFESSIONALIZATION – THE FOUNDATION OF LIFE 9:45–10:20 Education, development, and qualification enhancement in public procurement Jozef Daňko – ÚVO, Adam Gromnica – MMR, Jozef Kubinec – Min. of the Interior SR	3.10 UNTRODDEN PATH 9:45–10:20 What are the possibilities and where are the limits of partnership with suppliers Mojmír Florián – ÚOHS, Martin Hadaš – MUNI	9:45–10:20 4.10 GOOD IDEA THAT ATTACKED YOU 9:45–10:20 Involvement of internal departments in entering VZ Zdeněk Cvejn – Charles University	9:45–10:20 5.10 FINANCIAL CORRECTIONS ARE NOT THE END OF THE WORLD 9:45–10:20 Financial correction for subsidized orders Marek Šmid – Grand Oak, Pavel Zúška – OTIDEA	Interactive workshop for a limited number, maximum 16 participants. Jan Janek – Deloitte Austria	SAP Ariba 10:00–10:30 7.11 Category management options from a SAP perspective Zdeněk Mikeš – SAP	8.2 PHARMACY IS NOT A BAKERY 9:45–10:20 How to purchase medicines in accordance with EU directives, quality of medicines Ondrej Kuruc – Min. of Health SR
1.14 NIGHT OF THE LIVING ROBOTS 10:30–11:15 New possibilities of using artificial intelligence in everyday work processes Petra Vrbová – GasNet, Rastó Koval – Cequence	10:20–10:50 2.11 THE PROTOTYPE OF A CONTRACTOR 10:20–10:50 How the needs for skills and abilities of public procurers have changed, or the ideal contractor Martin Hadaš – Masaryk University Brno, Jakub Vaňha – South-Moravian Region	3.11 FAMFRPÁL – PTK ON IT SERVICES 10:20–10:50 Client vs. supplier in a moderated argumentation duel on the topic of IT contracts Jozef Kubinec – Min. of the Interior SR, Tibor Szabo – inQool	10:20–10:50 4.11 DANCE WITH WORKFLOW 10:20–10:50 Digitalization of requirements collection Martin Daniš – Banská Bystrica Region, Kristína Kaplanová – PROEBIZ	10:20–10:50 5.11 QUALITY IS NOT DEAD 10:20–10:50 Case study on MEAT criteria and quality Ondrej Čurilla – Havel & Partners		dun&bradstreet 10:40–11:10 7.12 Effective risk management and data to draw from in D&B practice Petr Musil, Jaroslav Hradil – Dun & Bradstreet	8.3 UNCONTROLLED BULLET 10:20–10:50 Qualification verification of suppliers and online databases Jan Zahálka – Consulting
11:15–11:35 COFFEE BREAK	10:50–11:10 COFFEE BREAK	COFFEE BREAK	COFFEE BREAK	COFFEE BREAK	COFFEE BREAK	COFFEE BREAK	COFFEE BREAK
1.15 A GOOD SERVANT 11:35–12:15 Transactions belong to robots Michal Kristiňák – Amazon, Zdeněk Pytlíček – GasNet		FUTURE Curator: Leona Gergelová Šteigrová	CONSTRUCTION CONTRACTS Dramaturg: Miroslav Knob	CENTRALIZATION Curator: Branislav Šarmír	DECISION Curator: Marek Šmid	INTERACTIVE WORKSHOPS Curator: Jan Janek	QUALITY Curator: Alena Ševčíková
1.16 ABOVE ALL, THERE MUST NOT BE SADNESS... 12:15–12:55 Mental health, how to keep the team in good spirits, how to detect signs of emerging problems Lucia Kleštinová – Burnout & Leadership Coach, Marcela Turčanová – APUeN Akadémia	11:10–11:50 2.12 LEADERSHIP AND MOTIVATION 11:10–11:50 How to effectively motivate for change Adéla Havlová – MMR, Jiří Skuhrovec – Datlab	3.12 CONSTRUCTION MIRACLES 11:10–11:50 Trends in construction contracts – case studies on design to build the best value Jakub Vaňha – South-Moravian Region, Martin Vykličký – VUT Brno	11:10–11:50 4.12 FROM PRAGUE TO TOKYO 11:10–11:50 Centralization of public procurement Jana Dubcová – Central Purchasing of the Pilsen Region, Lubomír Kubička – Min. of the Interior SR	11:10–11:50 5.12 SOME LIKE IT HOT 11:10–11:50 Analysis of the most recent legislative decisions Jaroslav Lexa – ÚVO, Jan Zahálka – Consulting	11:10–11:50 6.5 CONTRACT MANAGEMENT 11:10–12:30 Possibilities of contract management in public administration • rights and monitoring of contractual agreements with suppliers, ensuring compliance with the terms of contracts, monitoring performance and delivery of services, resolving changes and disputes and optimizing the value of contractual relationships for public organizations	7.13 Automation of catalogue purchases by Mercateo 11:20–11:50 Blázej Kováč – Mercateo	8.4 PTK PRELIMINARY, MARKET AND CONSULTATION RESEARCH 11:10–11:50 The panel discussion topic is "Why conduct PTK? How to effectively conduct PTK?" Matěj Novák – University Hospital in Pilsen, Juraj Barbaříč – VÚSCH, Petra Ulrichová – IKNZ
1.17 I THINK, THEREFORE I AM... 12:55–13:35 RESPONSIBLE ESG and new mechanisms of social responsibility Tomáš Veit – Asahi, Vladimír Kočí – VŠCHT	11:50–12:30 2.13 INNOVATION 11:50–12:30 Innovation as a way to raise the standard in public procurement Rastó Koval – Cequence, Adéla Havlová – MMR	3.13 BUILDING ARENA 11:50–12:30 Building without drawings or BIM without legislation and concept, but practical – Discussion Alena Havličková – South-Moravian Region, Tomáš Čermák – Ruby PM, Jan Ištváněk – INVIN	11:50–12:30 4.13 CITIES AND REGIONS 11:50–12:30 Issues of public procurement in cities and regions Petra Mazáčová – South-Moravian Region, Eva Sabová – City of Bratislava	11:50–12:30 5.13 UNTOUCHABLE 11:50–12:30 European inspiration and vision in public procurement Martin Vykličký – VUT Brno, Branislav Hudec – ÚVO	Interactive workshop for a limited number of a maximum of 16 participants. Jan Janek – Deloitte Austria	7.14 G4E advises on what to remember when specifying a PV tender 12:00–12:30 Patrik Neuwirt – Group 4 Energy, Thomas Katakalis – Prague Airport	8.5 ALICE IN WONDERLAND 11:50–12:30 Quality in healthcare – subjective evaluation, optimal weight ratio settings, life cycle costs, and inspirational cards (practical examples) Alena Ševčíková – Hospital Nové Město na Moravě, Matěj Novák – University Hospital in Pilsen
13:35–14:35 LUNCH TIME	12:30–13:30 LUNCH TIME	LUNCH TIME	LUNCH TIME	LUNCH TIME	LUNCH TIME	LUNCH TIME	LUNCH TIME
		SUSTAINABILITY Curator: Leona Gergelová Šteigrová	INSPIROMAT Curator: Miroslav Knob	COMMODITIES Curator: Branislav Šarmír	INFLATION Curator: Marek Šmid	INTERACTIVE WORKSHOPS Curator: Jan Janek	SIMULATION GAME Curator: Petra Ulrichová
1.18 KEEPING UP WITH THE TIMES – THE GRAND FINALE 14:35–15:25 Trends, changes in the political and economic situation, and tools to defend against them – risk management, professionalization of the industry, and more Miloš Olejník – ESET, Jan Janek – Deloitte Austria, Peter Majtán – MOL Group, Jiří Růžanští – Penta Hospitals	13:30–14:10 2.14 BEST PRACTICES OF SUSTAINABLE DEVELOPMENT 13:30–14:10 Case studies on environmental and social aspects of public procurement Zdeněk Cvejn – Charles University, Tomáš Slávik – ÚVO	3.14 THE PACKAGE SELLS – SERVICES 13:30–14:10 A case study on the procurement of an advertising campaign Katerina Koláčková – OTIDEA, Marcel Toman – Vinařský fond (Wine Fund)	13:30–14:10 4.14 DNS AND ECATALOGS 13:30–14:10 Optimization and automation of DNS and catalog procurement in public administration Kristína Kaplanová – PROEBIZ, Martin Dufala – UNIBA	13:30–14:10 5.14 THE PERFECT TRICK 13:30–14:10 Contractually treated inflation before the tender Pavel Zúška – OTIDEA, Daša Obuch Paláková – Ministry of Culture SR	13:30–14:25 6.6 FINANCIAL ANALYSIS OF SUPPLIERS AND RISK MANAGEMENT 13:30–14:25 Possibilities of working with financial indicators and risk assessment • assessment of financial stability and reliability of suppliers, identification and assessment of risks associated with their activities and decision-making based on these analyzes	7.15 Advanced automation of procurement activities using Microsoft tools 14:00–14:30 Nikola Pleska, Pavel Večeř – Microsoft	8.6 VBP IN EARNEST – SIMULATION GAME 13:30–14:50 You will try out PTK from the perspective of both the client and the supplier. You will identify key qualitative parameters of the tender and we will try to find a compromise across the departments of a fictional hospital.
	14:10–14:50 2.15 MOTIVATION FOR SUSTAINABILITY 14:10–14:50 How to motivate public contracting authorities and suppliers towards sustainability? Vladimír Kočí – VŠCHT, Leoš Vrzalík – Asahi	3.15 PLAY WITH THE NOVELA 14:10–14:50 Practical effects of the CZ amendment on VZ Katerina Koláčková – OTIDEA, Miroslav Knob – OTIDEA	14:10–14:50 4.15 ENERGY ON THE SWING 14:10–14:50 A case study on procurement energy in times of dynamic changes Branislav Šarmír – obstaráme.sk, Pavol Malinovsky – obstaráme.sk	14:10–14:50 5.15 INFLATION SYMPHONY 14:10–14:50 Inflation during the tender solved by means of additions Marek Griga – JUMP Soft, Tomáš Giba, Anton Prešo – Min. of Transportation SR	Interactive workshop for a limited number of a maximum of 16 participants. Zuzana Doležalová, Mária Veit – Deloitte	7.16 Particular eAuction types for specific tenders and eAuction psychology 13:20–13:50 Jiří Špalek – PROEBIZ	7.18 Practical communication with artificial intelligence will be demonstrated by Cequence 14:40–15:10 Martin Ragan, Peter Banda – Cequence

TEAMBUILDING

16:00



9 PROCUREMENT REGATTA / SHIPYARD ČERNÁ LOUKA / OSTRAVA

Thursday's professional program will be followed 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 26. 5.

NETWORKING MEETING

9:00–11:00



10 Long Coffee / CONGRESS HALL / HOTEL IMPERIAL

Roundtable meetings with selected guests from among personalities from the world beyond procurement and public procurement.
GENIUS LOCI OF OSTRAVA – ZBYNĚK MORAVEC / MORAVIAN RARITIES – PETR PAVLÍNAK / MIRACLE ON THE BORDER – ELA ŠTĚRBA MOLENDNA / IT'S NOT COMPLICATED! – DALIBOR KREJČÍ
BELIEVING AT THE END OF THE ROPE – PETR KLEGA / READING TO CHILDREN IS MAGIC – EVA KATRUŠÁKOVÁ / ABOUT MORAVIAN WINEMAKERS – MARTIN LIČKA

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Change of programme reserved.

