## eBF 2024 PROGRAMME

FSA & GRAND PRIX

CONGRESS HALL / IMPERIA

TUESDAY 19:00 Opening of the exhibition TOGETHER / ATRIUM OSTRAVICA



	IMPERIAL			C	DS <sup>-</sup>
EUROPEAN INSPIRATIONS marketplanet	6 CASE STUDIES	GROUND FLOOR/ ATRIUM	CHALLENGES AND INNOVATIONS IN PP GROUND FLOOR/ CLUB	AI CHANGES CONTRACTICE	1 4th FL SKYB
ika Jacek Jarmuszczak Grzegorz Filipowski	Sven Schirmer     Jan Hirsch     Ondrej Kuruc	Tomáš Veit	Leona Gergelová Šteigrová Adéla Havlová	Jaromír Šponar Jaromír Šponar	Ondr
-11:30	9:00-11:30	9:00-11:30	9:00-11:30	9:00-11:10	9:00
EAGUE OF MASTERS rge & moderator: Grzegorz Filipowski	CONSTRUCTION: SUCCESSFUL PRACTICES Dramaturge & moderator: Jan Hirsch	<b>TEAM</b> Dramaturge: <b>Tomáš Veit</b> Moderator: <b>Zdeněk Mikeš</b>	CONSTRUCTION 4.0 Dramaturge: Leona Gergelová Šteigrová, Adéla Havlová Moderator: Ondřej Ječný, Adam Gromnica	HOW NOT TO WORK THANKS TO MICROSOFT 365 Dramaturge: Petra Vrbová, Zdeněk Pytlíček Moderator: Petra Vrbová	
<b>MAGIC OF SUCCESSFUL BANKING REMENT</b> wiadomska – EBRD v Dubeň – Tatra Banka, a.s.	<b>6.1 THE CIRCULAR ECONOMY</b> Ondrej Kuruc – Ministerstvo dopravy SR	7.1 ORGANISATIONAL DESIGN AND CORE COMPETENCIES Tomáš Veit – Asahi Leona Gergelová Šteigrová – MMR ČR	<b>8.1 THE CHALLENGES OF SUSTAINABILITY</b> Petr Dovolil – Czech BCSD Michaela Hnátová – MMR ČR	9.1 MICROSOFT 365 – INDIVIDUAL TOOLS, APPLICATIONS AND THEIR USAGE Petra Vrbová, Zdeněk Pytlíček – GasNet Michal Barč – Konica Minolta	<b>10.1 SI</b> <b>&amp; SMA</b> Pavel V Jan Pos Matúš
<b>TAL TRANSFORMATION</b> lazevic – Orange Aorski – Orange Istrowski – Allegro	<b>6.2</b> A SUCCESSFUL EXAMPLE OF PROGRESSIVE TENDERING IN CONSTRUCTION INDUSTRY	7.2 KEY PERFORMANCE INDICATORS Martin Zelinka – Siemens Energy Barbora Pohanková – Asahi8.2 NEW CHALLENGES & INSPIRATIONS FROM PRACTICE Zbyněk Miklík – Liberecký kraj Benjamin Hague – INCIEN		9.2 AUTOMATION & DIGITALIZATION OF CREATING PROCUREMENT STRATEGIES AND RISK MANAGEMENT Petra Vrbová, Zdeněk Pytlíček – GasNet Lukáš Crha – Konica Minolta	
<b>ERGIES WITH SUPPLIERS</b> Izdebski – OSEUC .ekić – Adriatic Metals BH d.o.o.	Significant savings, minimal extra works, application of sustainability Marcel Bogda – ESET Martin Lazový – ESET	7.3 TEAM & CRITICAL SITUATIONS       8.3 DIGITALIZATION AND TECHNOLOGY         Tomáš Šebek – Lékaři bez hranic       IN THE CONSTRUCTION         Leona Gergelová Šteigrová – MMR ČR       Martina Šelejová – AVZ		9.3 AUTOMATION & DIGITALIZATION OF PRO- CUREMENT PLANNING AND DATA MANAGEMENT Petra Vrbová, Zdeněk Pytlíček – GasNet Roman Berger – Konica Minolta	
COFFEE BREAK 11:30-12:00	COFFEE BREAK	COFFEE BREAK 11:30-12:00	COFFEE BREAK 11:30-12:00	COFFEE BREAK 11:10-11:40	(
-14:00	12:00-14:00	12:00-14:00	12:00-14:00	11:40-13:20	11:4
rge & moderator: Grzegorz Filipowski Dramaturge & moderator: Jan Hirsch		PROCUREMENT IN SKIRTS Dramatureg: Zdeněk Mikeš, Tomáš Veit Moderator: Tomáš Veit	NEW APPROACHES IN PUBLIC PROCUREMENT Dramaturge: Leona Gergelová Šteigrová, Adéla Havlová Moderator: Ondřej Ječný, Adam Gromnica	LET'S TAKE THE NEXT PROCUREMENT STEPS Dramaturge: Petra Vrbová, Zdeněk Pytlíček	
Iazurowski – PROFITIA       Fragmentation and cost management strategies,         Istrowski – Allegro       sustainability and innovation in cost management		<b>7.4 THE THREE PILLARS OF MODERN PROCUREMENT</b> Martina Kaprálová – U. S. Steel Marcela Turčanová – APUeN SK	<b>8.4 AGILE PROCUREMENT IN IT</b> Diana Rádl Rogerová – Behind Inventions Fridrich Matějík – IBM	9.4 AUTOMATION & DIGITALIZATION OF MARKET RESEARCH AND PROCUREMENT IMPLEMENTATION ACTIVITIES Petra Vrbová, Zdeněk Pytlíček – GasNet Aleš Fukal – Konica Minolta	
FUTURE OF PROCUREMENT rnacki – algorytmia Sprzedaży borowski – Thule Group 6.4 GROUP-WIDE ENERGY		7.5 HIDDEN HEROES Martina Balounová – Novartis Bibiána Perátová – U. S. Steel	8.5 INOVATIVE USE OF THE OPEN HOUSE METHOD IN PUBLIC PROCUREMENT Filip Hájek – TSK Praha Natálie Polášková – FN Ostrava	9.5 AUTOMATION & DIGITALIZATION OF TRANSACTION PROCESS AND CONTRACT CONCLUSION Petra Vrbová, Zdeněk Pytlíček – GasNet	
<b>CUREMENT AVENGERS</b> njtkowska-Sapryk – ProcureMe letović – Procurement expert from Croatia	<b>PROCUREMENT TRENDS</b> Patrik Neuwirt – Group4Energy Luděk Ondráček – Group4Energy	<b>7.6 WOMEN IN PROCUREMENT</b> Leona Gergelová Šteigrová – MMR ČR Petra Flagner – Lidl DE Diana Rádl Rogerová – Behind Inventions Daša Obuch-Paláková – Ministerstvo obrany SR	<mark>8.6 DPS AND QUALITY ASSESSMENT – BODY SHOPPING</mark> Branislav Hudec – ÚVO Jiří Šimon – Krajská zdravotní	Aleš Fukal – Konica Minolta 9.6 AUTOMATION & DIGITALIZATION OF REPORTING AND PROCESS OPTIMIZATION Václav Šlapka – Škoda Auto Aleš Fukal – Konica Minolta	
LUNCH TIME         LUNCH TIME           14:00-15:00         14:00-15:00		LUNCH TIME 14:00-15:00	LUNCH TIME 14:00-15:00	LUNCH TIME 13:20-14:20	
-16:20	15:00–16:00	15:00-16:20	15:00–16:00	14:20–15:20	14:2
CTIVE PROCUREMENT rge & moderator: Grzegorz Filipowski	LIFE CYCLE COST AND SHARING Dramaturge & moderator: Jan Hirsch	STORIES OF SUCCESSFUL WOMEN Dramaturge: Zdeněk Mikeš, Tomáš Veit Moderator: Tomáš Veit	<b>ENERGY MIRACLES</b> Dramaturge: <b>Leona Gergelová Šteigrová,</b> Adéla Havlová Moderator: <b>Ondřej Ječný, Adam Gromnica</b>	TRENDS & THE FUTURE OF AI Dramaturge: Jaromír Šponar Moderator: Petra Vrbová	
<b>NGE AS PARADIGM</b> a Żwirbla-Kalman – PORR S.A. na Mroczkowska – PORR S.A.	6.5 TCO & LCC FOR ALL TENDERS WHERE IT MAKES SENSE 🗮 Sven Schirmer – ÖBB – ÖSTERREICHISCHE BUNDESBAHNEN	7.7 WILL WITHOUT BORDERS When limiting circumstances become a driving force Nela Ďopanová – Fpohybu	8.7 ENERGY TRENDS AND ELECTROMOBILITY Models of cooperation, how to assess the level of economic, environmental, technological progress Zbyněk Miklík – Liberecký kraj Ivan Macho – PKV Build	9.7 THE GRAND FINALE THROUGH THE EYES OF AI STARS The use of AI in procurement is revolutionizing ways of identifying suppliers, automating procurement	
E <b>M KUPCA</b> muszczak – OperaPro Procurement Consultancy ędraszkiewicz – Okiem kupca	6.6 INSIDE BOARD – SHARING AS A BASE OF SUCCESS Ivana Zajacová – Veolia	7.8 THE GODDESS OF EMPATHY         How humanity's oldest leadership trait         is changing our world         Mimi Nicklin - FREEDM & Empathy Everywhere	Ivan Macho – PKV Build <b>processes and optimizing trar</b> Patrik Neuwirt – Group4Energy Jaromír Šponar – Konica Minola Zdeněk Pytlíček – GasNet		<b>10.8 C</b> Helena Ondrej
		<b>MIMI NICKLIN</b> <b>AUTOGRAPH SESSION</b> GROUND FLOOR / ATRIUM	B AI BAND CONCERT GROUND FLOOR / CLUB		

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#### 9:00-11:10

WAYS ONE STEP AHEAD maturge & moderator: Ondrej Čurilla

SIMPLY CLEVER - SMART APPROACH SMART PROCUREMENT TOOLS vel Válek – Pražská vodohosnodářská n Pospíchal – Správa železnic túš Holubkovič – Havel & Partners

2 VERTICAL LIMITS - IN-HOUSE PP INTRACTING OR VERTICAL COOPERATION n Ďoubal – NAKIT túš Holubkovič – Havel & Partners

**.3 BEST VALUE APPROACH WITHOUT** MPROMISE rub Bazaier – Správa železnic sef Hlavička – Havel & Partners



#### 1:40–13:20

NOVATIVE PROCUREMENT SERVICES maturge & moderator: Ondrej Čurilla

4 FVE SUSTAINABLE ENERGY oslav Šída – Jablonecká energetická r Onluštil – Havel & Partners

**5 DPS AND PROCLIREMENT OF HUMAN** BOUR FROM DISADVANTAGED GROUPS iona Galousková – ŘSD or Novák – Havel & Partners Pospíchal – Správa železnic

.6 DESIGN COMPETITION vel Paidar – Správa železnic sef Hlavička – Havel & Partners



A DIFFERENT AND BETTER WA amaturge & moderator: Ondrej Čurilla

7 DESIGN TO BUILD – THE LIBEN BRIDGE sef Richtr – TSK Praha Opluštil – Havel & Partners

8 COURAGE TO PROGRESS lena Ulrychová – Digitální a informační agentura drej Čurilla – Havel & Partners

#### 🚓 🎓 Víteite! Nejlepší 🌝 2024 procurement festival 🖗

Win two air tickets to Hawaii! HONOLULU IS CALLING!!!

We have expanded the best procurement festival eBF with a third space and named it Hawaii, "the city within the city", the bridging area under the trees between the Hotel Imperial and Boutique Business Ostravica scenes. Colours, smiles, ideas, relaxation, small lectures and tiny workshops, stalls with goodies, but most of all meeting. Here you will find those who helped us invent the third world. There will be eBF partners' points of view everywhere, full of technological inspiration, ideas and contact with creatives and their ideas on what can be shifted and changed in procurement. We care about making Hawaii a success, so we've devised a simple contest. Those who visit all partners according to the "playing card" will be entered into a drawing for two air tickets to Hawaii on Thursday after the Procurement Regatta finale! HONOLULU IS CALLING!!!!

In Hawaii, you will find **AUTOMATION DOCK**. which can advise and resolve automation of tasks and interfacing with other tools. Specialists from **BIQ GROUP**, which develops applications and software solutions. including e-shops and FRP systems. BUBNOVI provides hosting and promotion services for professional brand presentation CEQUENCE is an intuitive, automated and cost-effective contract management solution. <u> GRAND OAK</u> is a law firm offering consulting services to businesses and public for digitalization of corporate purchasing institutions. 🌸 KONICA MINOLTA provides expert services, development and support in the areas of Microsoft Dynamics 365. 🌴 **LOGOS AGENCY** is a content and creative agency specializing in copywriting and strategy development for digital media. The incredible **NELA ĎOPANOVÁ** is the founder of Epohybu, offering programs to improve the physical health and well-being of working people. 米 Fragrance means NOTINO, a leading on-line retailer of perfumes and cosmetic products in several European countries. O One Point will belong 4 All those screens in the halls are branded to **OSTRAVA**. a beautiful city that you must experience. 🧡 PKV BUILD/G4E specialise in energy consulting and solutions projectors. 🧡 HONOLULU IS CALLING!!! 🐴 for more efficient energy use. 🙆 One Point



is about **PROFBIZ** a provider of SW solutions and procurement, which focuses on education in these fields. – SEDLAKOVÁ **LEGAL** is a software. technology and intellectual property focused legal onsultancy whose attorneys help small start-ups to get a foothold in the marketplace. 💠 TD SYNNEX provides IT services ranging from systems integration to supply chain management. 🔆 Empathetic VYPUŠŤÁKOVI provide mentoring and coaching with one-on-one 30-minute sessions under the **Priestor pre zmenu** brand **VIEWSONIC**, this company develops visual technologies such as interactive panels and

Cequence GRANDOOAK

C TD SYNNEX ViewSonic 5

logos

NOTINO

dock

group4 energy

Bubnovi

C KONICA MINOLT

PROCENT

OSTRAVA!!!



RUNNING WITH HATWAN 7:00 - meeting in front of Hotel Imperial

QUEEN OF THE BUNS Ladies and gentlemen, put yourself in the hands of our professional movie make-up artist.



# **EXHIBITION TOGETHER**

The Together exhibition is different this year, this time it is not of an eye Then we tried out the work of illustrator exhibited by artists from the participants and organisers, but Růžena Kalinová, which meant embracing childlike illustration we have put together an exhibition of paintings and prints from the artists who have designed the last four editions of the eBF. It was their ideas that entertained us and helped make eBF different. Václav Šípoš, a graphic designer, illustrator and photographer, was the first to be seduced, and he also showed us that we don't have to be afraid of festival world, and whose boss Milan Kaplan admires him for the merch. The t-shirts with his eBF motif disappeared in the blink design of the Folk Holidays festival.

and full colour. We never met the Brit Teddy Darrell, who we only knew from Facebook under the name Teddy Salad ART. was all due to internet, he was a virtual part of the team, but it was great. And finally, for this twentieth edition, we got the artist Rosťa Pospíšil, whose work has been seen by half the



### **MIMI NICKLIN AUTOGRAPH SESSION**

Incredible charm, a surge of energy and inspiration will be brought to Ostrava by Mimi Nicklin, the world-renowned author of the bestseller Softening the Edge and a personal coach with extensive experience in a number of countries and industries. The final part of the program on the "PEOPLE" Stage will feature an autograph session by Mimi Nicklin, whose dedication to her field and sheer authenticity will instantly win over every reader and listener.



## **AI BAND CONCERT**

Fellow members of the eBF procurement community have banded together in a casual band called AI BAND and promised to make the festival dance. The rhythmic engine of the all-star band will be Zdeněk Mikeš on drums, with former metal band frontman Ian Hirsch or bass guitar. The guitars will be played by Honza Zahálka and with him liří Šimon, the successful creator and chief of the Šimon Family Band (wife and seven children). Martina Balounová plavs the violin and Mikaele (Míša Slívová) is on vocals with vocal support from Lili Kučerová.



# **FSA & GRAND PRIX**

The FSA and GRAND PRIX awards are the annual culmination of the Wednesday evening of the festival Its festive atmosphere is enchanting. It starts with the presentation of graduation diplomas to the participants of the semester courses DIGITAL PROCUREMENT TEAM and DIGITAL CONTRACTING TEAM. This is then followed by FSA's first TREND category, which highlights innovative

procurement projects, events, trends or procurement and procurement ideas. The MASTER category recognizes the most outstanding corporate procurement and public procurement personality of the past year. While these two awards are decided by the Procurement Board, the final award, the GRAND PRIX, is given by the organisers of the eBF for outstanding contribution to the profession.







# eBF 2024 PROGRAMME

Image: Second	PRAGUE AMAZON	<b>BUDAPEST</b> HALL	A START-UP STAGE SWIMMING POOL	5 TRENDS IN PUBLIC PROCUREMENT	6 CHAT GPT & OTHER AI IN PROCUREMENT WARSZAW HALL C Cequence	<b>TNEGOTIATIONS</b>	<b>B</b> <b>B</b> <b>C</b> <b>C</b> <b>C</b> <b>C</b> <b>C</b> <b>C</b> <b>C</b> <b>C</b>	9       FUCKUP         4th FLOOR/       ChentaHospitals	TO QUALITY AND PUBLIC PROCUREMENT
Image: Singer         Nela Ďopanová         Luboš Malý         Daša Obuch-Paláková	Michal Kristiňák Uwe Flach Miloš Oleiník	Filip Saska Jana Dubcová Jiří Skuhrovec	Michaela Garajová Radka Špačková Jiří Špalek	Alena Ševčíková Jaroslav Lexa Moimír Florian	Rasťo Kovať Petr Kohout Martin Ragan	Martin Zelinka Martin Pokorný Mexo Řehák	Marek Šmid Kateřina Koláčková Fridrich Matějík	Václav Šlapka Barbora Pohanková liří Róžański	Michal Garaj Martin Vyklický Martin Rajman
	9:50-11:10	9:50-11:10	9:50-11:10	9:50-11:10	9:50-11:10	9:50–11:20	9:50-11:20		9:50-11:00
urgy by: <b>PROEBIZ</b> Itor: <b>Ivana Ondruchová, Jan Hirsch</b>	<b>CENTRALIZATION &amp; DECENTRALIZATION</b> Dramaturge & moderator: <b>Michal Kristiňák</b>	TECHNOLOGICAL PITFALLS & THEIR SOLUTIONS Dramaturge & moderator: Filip Saska	AVAILABLE INNOVATIONS Dramaturge & moderator: Michaela Garajová Moderator: Radka Špačková	E-CATALOGUES & DPS Dramaturge & moderator: Alena Ševčíková	KEY RULES FOR USING AI Dramaturge & moderator: Rasťo Kovaľ, Petr Kohout, Martin Ragan	THE MAGIC OF COMMUNICATION Dramaturge & moderator: Martin Zelinka, Martin Pokorný	<b>CONTRACTS</b> Dramaturge & moderator: <b>Marek Šmid</b>	THE DYSFUNCTIONAL MARRIAGES Dramaturge & moderator: Jiří Róžański Moderator: Martin Repko	WORKING WITH SUPPLIERS Dramaturge & moderator: Martin Vyklický
: <b>20 EM KUPCA: SCHOOL BY PLAY</b> armuszczak – OperaPro Procurement cancy Jędraszkiewicz – Okiem kupca	2.8 ADVANTAGES AND DISADVANTAGES OF CENTRALISATION AND DECENTRALISATION OF PROCUREMENT Jana Dubcová – CNPK Uwe Flach – Bundesbeschaffung Austria	<b>3.9 CURRENT TRENDS IN CYBER SECURITY</b> <b>Proven practices to protect tenders in the digital age</b> Karel Galuška – T-Mobile Karel Medek – T-Mobile	4.9 THE IMPORTANCE OF INVESTMENT IN TECHNOLOGY & PROGRESS Michaela Garajová – SEDLAKOVA LEGAL	<b>5.9 SOPHISTICATED ESHOP FOR FOOD</b> <b>PROCUREMENT</b> Zdeněk Cvejn – Univerzita Karlova Daniela Slováková – Koleje a Menzy UK	<ul> <li>6.7 AI AS A TOY OR A TOOL?</li> <li>Making corporate procurement more efficient using AI <ul> <li>Introduction to AI: Definition and basic principles in the context of corporate procurement</li> <li>Case studies: Examples of successful integration of AI in procurement processes</li> </ul> </li> </ul>	7.10 THE EGO IS A GOOD SERVANT BUT A BAD MASTER Map of effective communication; EGO as a tool for success and failure Jan Mexo Řehák – NEGOTICO Marián Kováč – expert	8.8 FIDIC – OPPORTUNITIES & RISKS When to use FIDIC and when not to; Processing of FIDIC Special Conditions; Risks under FIDIC Václav Holický – Contract Management David Klíma – Contract Management Miroslav Knob – OTIDEA LEGAL	<b>9.8 UNDERESTIMATION OF PARAMETERS I.</b> Václav Šlapka – Škoda Auto Kateřina Koláčková – OTIDEA LEGAL Bronislav Neubauer – Principal Engineering Barbora Pohanková – Asahi	<b>10.9 THREE BROTHERS OR JOIN FORCES WHEN</b> <b>PRESENTING INVESTMENT PLANS</b> Martin Vyklický – VUT Brno Lenka Ingrová – JMK Martin Hadaš – MUNI Brno
<b>11:00</b> J <b>RRENT ECONOMIC TRENDS IN CEE</b> av Singer – Generali CEE Veit – Asahi	2.9 PRACTICAL EXAMPLES: GLOBAL VS. LOCAL LEVEL Kamil Lipski – Amazon Agata Szymczak – Amazon	3.10 DATA ALCHEMY Automation of risk management – sanctions, conflicts of interest, contract overdrafts Jiří Skuhrovec – Datlab DATLAB	4.10 WENDY – THE QUEEN OF DIGITAL REQUIREMENTS AND APPROVALS Jiří Špalek – PROEBIZ	5.10 CASE STUDY ON THE USE OF DPS & CATALOGUE Martin Dufala – UNIBA Naďa Voráčová – MUNI Brno		7.11 LISTEN TO WHAT THE OTHER SIDE ISN'T TELLING YOU Empathy, respect and trust as a way to work together Pavel Šimerda – expert Jan Mexo Řehák – NEGOTICO Tomáš Burda – NEGOTICO	8.9 FIDIC – PRACTICAL USE Price increase during implementation; Reserved contract variations in the context of FIDIC; Extinction of contractor's right to claim Václav Holický – Contract Management David Klíma – Contract Management Miroslav Knob – OTIDEA LEGAL	<b>9.9 DEPENDENCE ON SUPPLIERS</b> Michal Garaj – Mesto Bratislava, Jacek Jarmuszczak – OperaPro Procurement Consultancy Łukasz Jędraszkiewicz – Okiem kupca	<b>10.10 PRELIMINARY MARKET CONSULTATIONS – BEST PRACTICE</b> Marcela Turčanová – APUEN SK Adam Kašák – Odvoz a likvidace odpadu Zdeněk Cvejn – Univerzita Karlova
11:40 ROCUREMENT IN AN INNOVATION CULTURE	COFFEE BREAK	COFFEE BREAK	COFFEE BREAK	COFFEE BREAK	COFFEE BREAK	COFFEE BREAK	COFFEE BREAK 11:20-11:50	COFFEE BREAK 11:00-11:30	COFFEE BREAK 11:00-11:30
Malý – Red Button	11:35–13:35	11:35-13:35	11:35-13:35	11:35-13:35	11:35-13:35	11:50–14:05	11:50-14:05		11:30-13:15
2:10 COFFEE BREAK	IMPACTS OF CENTRALIZATION & DECENTRALIZATION Dramaturge & moderator: Michal Kristiňák	INFORMATION REVOLUTION Dramaturge & moderator: Filip Saska	AI-BASED START-UPS Dramaturge & moderator: Michaela Garajová Moderator: Radka Špačková	<b>DECISIONS</b> Dramaturge & moderator: <b>Alena Ševčíková</b> Moderator: <b>Jan Zahálka</b>	COMMUNICATION WITH AI Dramaturge & moderator: Rasťo Kovaľ, Petr Kohout, Martin Ragan	LIFE OF A NEGOTIATOR Dramaturge & moderator: Martin Zelinka, Martin Pokorný	<b>SUBSIDIES</b> Dramaturge & moderator: <b>Marek Šmid</b>	MISTAKES THAT AREN'T TALKED ABOUT Dramaturge & moderator: Jiří Róžański Moderator: Martin Repko	<b>CRITERIA AND QUALITY</b> Dramaturge & moderator: <b>Martin Vyklický</b>
<mark>2:20</mark> PRESSO FPOHYBU: DON'T SIT ON YOUR HEALTH opanová – Fpohybu	<b>2.10 DIFFERENIATION OF REQUIREMENTS</b> Impact on Organizational Structure Ondrej Jombík – ZSE Kristina Zarubová – Amazon	3.11 ROBOTICS ACCESIBLE TO ALL Or how to save money on some tasks up to 100% of the time with Automation Dock Zdeněk Kabátek – Automation Dock Daniela Slováková – Koleje a Menzy UK	4.11 ROGER – TAKES THE WORRY OUT OF YOUR CASHFLOW Ivana Saxunová – ROGER Vojtěch Vrablc – ROGER	<b>5.11 REVIEW &amp; REVISION An effective step into the future</b> Adéla Havlová – MMR ČR Miroslav Slašťan – UNIBA	<ul> <li>6.8 HOW TO "TALK" TO AI FOR BETTER PROCUREMENT DECISIONS</li> <li>The language of AI: How to formulate prompts for effective interaction</li> <li>Learning with AI: Adapting AI to the enterprise</li> </ul>	7.12 IF YOU WANT TO BE WITH WOLVES, YOU HAVE TO HOWL WITH THEM Map of effective communication Tomáš Burda – NEGOTICO Martin Zelinka, Martin Pokorný – Siemens Energy	8.10 PRACTICAL INTERPRETATION OF THE RULES FOR PUBLIC PROCUREMENT OF SUBSIDISED PROJECTS Kateřina Koláčková – OTIDEA LEGAL	<b>9.10 UNDERESTIMATION OF PARAMETERS II.</b> Martin Repko – Svet zdravia Jan Pospichal – Správa železnic Adam Bernacki – Algorytmia Sprzedaży	<b>10.11 TWO APROACHES, ONE GOAL – QUALITY</b> Michal Garaj – Mesto Bratislava Martin Vyklický – VUT
- <b>13:00 HE FUTURE OF AI IN PROCUREMENT</b> nír Šponar – Konica Minolta Vrbová – GasNet	2.11 CENTRALISATION OF PROCUREMENT FROM AN IT TECHNOLOGY PERSPECTIVE Miloš Olejník – ESET Tibor Kolejak – Amazon	3.12 SIMBA: THE LION KING OF DIGITAL PROCUREMENT P2P for SMEs and AI for IT operations Filip Saska – Deloitte Deloitte.	4.12 BINARBASE – AUTOMATION OF PROCUREMENT REPORTING Peter Augustin – BINARBASE	5.12 ANALYSIS OF THE MOST RECENT LEGISLATIVE DECISIONS Jaroslav Lexa – ÚVO Lubomír Kubička – ÚVO Mojmír Florian – ÚOHS	processes and specifics – Challenges in communicating with AI: How to overcome barriers and achieve fluency – Interactive demonstration: Examples, Use Case from practice	7.13 YES CAN BE A PROBLEM The way to an effective agreement; Principles of functional agreements Marián Kováč – expert Peter Gabalec – MAN Truck & Bus Slovakia	<b>8.11 FINANCIAL CORRECTIONS IN SUBSIDIZED CONTRACTS</b> Marek Šmid – Grand Oak Pavel Zuska – OTIDEA LEGAL	9.11 INSUFFICIENT ESTIMATION OF OWN TEAM'S LIMITS Marcin Zborowski – Thule Group Jens Hornstein – Kerkhoff Consulting Piotr Zalewski	<b>10.12 BIM – FOCUSED ON FINAL BENEFITS</b> Zdeněk Rudovský – ČVUT
<b>–13:40</b> <b>VOMEN IN PROCUREMENT</b> Obuch-Paláková – Ministerstvo obrany SR	<b>2.12 THERE A COMPROMISE?</b> Tomáš Veit – Asahi Michal Kristiňák – Amazon	3.13 MANAGE INNOVATION AND ADVOCATE CHANGE Luboš Malý – Red Button	4.13 SCAUT – RISK MANAGEMENT OF EXTERNAL SERVICES Petr Moroz – SCAUT Jan Klouda – Vodafone	5.13 THE BIGGEST ENEMY OF THE CONTRACTING AUTHORITY? Is the contracting authority itself Mojmír Florian – ÚOHS Markéta Dlouhá – ÚOHS		7.14 HOW TO BREAK THE DEADLOCK When negotiation "goes wrong" Tomáš Burda – NEGOTICO Jan Mexo Řehák – NEGOTICO	<b>8.12 MOST COMMON MISTAKES</b> <b>Typical controversial findings of contracting authorities</b> Marek Zelenka – Oživení Jiří Skuhrovec – Datlab	9.12 MISTAKES IN THE NEGOTIATION & TECHNOLOGY USE APROACH Marcin Zborowski – Thule Group Piotr Zalewski Andrzej Kulbiński – PROEBIZ	10.13 QUALITY IN THE PROCUREMENT OF LEGAL SERVICES FOLLOWING THE NORWEGIAN TEMPLATE Marek Zelenka – Oživení Jan Slezák – KGS Legal
na Kaprálová – U. S. Steel ína Chudá – ExxonMobile	LUNCH TIME 13:35-14:20	LUNCH TIME 13:35-14:20	LUNCH TIME 13:35-14:20	LUNCH TIME 13:35-14:20	LUNCH TIME 13:35-14:20	LUNCH TIME 14:05-15:00	LUNCH TIME 14:05-15:00	LUNCH TIME 13:15-14:00	LUNCH TIME 13:15-14:00
	14:20-15:20	14:20–15:20		14:20-15:20	14:20–15:20	15:00–15:50	15:00-15:50		14:00 - 14:50
14:20 APATHY & MULTI-GENERATIONAL TEAMS Jicklin – FREEDM & Empathy Everywhere	ECONOMY IN PROCUREMENT Dramaturge & moderator: Michal Kristiňák	INNOVATIONS AND ASSISTANTS IN PROCUREMENT Dramaturge & moderator: Filip Saska		<b>REFINED PROCEDURES</b> Dramaturge & moderator: <b>Alena Ševčíková</b>	INVISIBLE RISKS Dramaturge & moderator: Rasťo Kovaľ, Petr Kohout, Martin Ragan	WHO'S TO WIN Dramaturge: Martin Zelinka, Martin Pokorný Moderator: Hana Šnáblová	IT PROCUREMENT ISSUES Dramaturge & moderator: Marek Šmid	LOSS OF POINTS Dramaturge & moderator: Jiří Róžański	LIFE CYCLE COSTS Dramaturge & moderator: Martin Vyklický
)–15:05 LUNCH TIME	2.13 NEW MARKETS OUTLOOK, REPLACING CHINA, EURO 7, ECONOMIC FORECAST FROM THE PERSPECTIVE OF FINANCIAL INSTITUTIONS AND PREDICTIONS FOR THE PROCUREMENT WORLD	<b>3.14 TRAVEL &amp; EXPENSE</b> <b>Reporting of travel costs using modern tools</b> <i>Martin Jenčík – Deloitte</i>		<b>5.14</b> 5V CONTRACTUAL PENALTIES: DO YOU HAVE CONTRACTUAL PENALTIES? AND COULD I SEE THEM?	6.9 WHAT AI DOESN'T SAY / HOW IT AFFECTS CORPORATE PROCUREMENT / AI ERRORS AND BIASES: RECOGNISING AND MINIMISING RISKS – Transparency AI: How to understand and interpret	7.15 NEGOTIATION MASTERS: SUCCESS IS NOT FREE What makes us successful negotiators Tomáš Burda – NEGOTICO	8.13 VENDOR LOCK-IN / FLAWLESS SLA / HOW TO PROPERLY READ OFFERS Pavel Čech – Sedlakova Legal Marek Griga – Jump Soft	9.13 MISTAKES THAT CAN COST REPUTATIONS Marcela Turčanová – APUeN SK Martin Kapler – Kofola Jan Janek – Kerkhoff Consulting	10.14 TCO FOR THE ACQUISITION OF VEHICLES AND EQUIPMENT Martin Rajman – Česká televize
15:45 RAND FINALE: THE IMPACT OF GEOPOLITICS COCUREMENT nír Baar – Ostravská univerzita Majtán – MOL Group	Miroslav Singer – Generali CEE	Deloitte.		Jan Zahálka – Zahálka Consulting.	AI decision-making processes – Legal and ethical aspects of using AI in procurement	Jan Mexo Řehák – NEGOTICO Peter Gabalec – MAN Truck & Bus Slovakia	Fridrich Matějík – IBM		
	<b>FTA</b> / Shipyard ČERNÁ LOUKA / O				Hall / Hotel Imperial Ostrava	: •	ebizforur	n.com	

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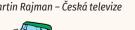




#### ORKING WITH SUPPLIERS amaturge & moderator: Martin Vyklický











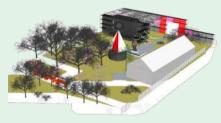
We have expanded the best procurement festival eBF with a third space and named it Hawaii, "the city within the city", the bridging area under the trees between the Hotel Imperial and Boutique Business Ostravica scenes. Colours, smiles, ideas, relaxation, small lectures and tiny workshops. stalls with goodies. but most of all meeting. Here you will find those who helped us invent the third world. There will be eBF partners' points of view everywhere, full of technological inspiration, ideas and contact with creatives and their ideas on what can be shifted and changed in procurement. We care about making Hawaii a success, so we've devised a simple contest. Those who visit all partners according to the "playing card" will be entered into a drawing for two air tickets to Hawaii on Thursday after the Procurement Regatta finale! HONOLULU IS CALLING!!!!

<sup>®</sup> HAWAII

Neilepší 🌝

In Hawaii, you will find AUTOMATION DOCK. which can advise and resolve automation of tasks and interfacing with other tools. 🔆 Specialists from **BIQ GROUP**, which develops applications and software solutions. including e-shops and ERP systems. 🤎 BUBNOVI provides hosting and promotion services for professional brand presentation **CEQUENCE** is an intuitive, automated and cost-effective contract management solution. **& GRAND OAK** is a law firm offering 🛛 is about **PROEBIZ**, a provider of SW solutions consulting services to businesses and public for digitalization of corporate purchasing institutions. 🌸 KONICA MINOLTA provides expert services, development and support in the areas of Microsoft Dynamics 365 🌋 **LOGOS AGENCY** is a content and creative agency specializing in copywriting and strategy development for digital media. The incredible **NELA ĎOPANOVÁ** is the founder of Fpohybu, offering programs to improve the physical health and well-being of working people. 米 Fragrance means NOTINO, a leading on-line retailer of perfumes and cosmetic products in several sessions under the **Priestor pre zmenu** brand European countries. 😳 One Point will belong 🛛 🛧 All those screens in the halls are branded to **OSTRAVA**, a beautiful city that you must experience. 🧡 PKV BUILD/G4E specialise in energy consulting and solutions projectors. 🤎 HONOLULU IS CALLING!!! 🙈 for more efficient energy use. 🔔 One Point

B!Q



and procurement, which focuses on education in these fields. SEDLAKOVÁ **LEGAL** is a software, technology and intellectual property focused legal consultancy whose attorneys help small start-ups to get a foothold in the marketplace. 💠 TD SYNNEX provides IT services ranging from systems integration to supply chain management. 🌟 Empathetic VYPUŠŤÁKOVI provide mentoring and coaching with one-on-one 30-minute **VIEWSONIC**, this company develops visual technologies such as interactive panels and

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	automation dock	OSTRAVA!!!

Priestor pre zmenu marketplanet

#### CELEBRATING eBF 2024 · OSTRAVA · 11.-14.6. 20 YEARS



## **PROCUREMENT REGATTA**

This festival event gradually became a real teambuilding culmination of the program. Laughter and competition. Some race teams arrive already trained and others are put together during the lectures and workshops. Bring your water clothes and shoes, pack a towel, maybe you'll be the next to be swept away by the atmosphere. One hundred metres downstream to the buoy, turn around it and then again one hundred me tres upstream to the finish. Every year some crew acts like they're not going to make the turn, and we're scared to get them back from Poland. For those unfamiliar with the wild water, the event has a creative moderator, Lukáš Vyskočil, who comments on the action on the water and, because he knows everyone, highlights the watery finesse of each competitor. We wish you to stand on the podium.

# RIDAV 14

### **JAN RAK WE CREATE OUR OWN** REALITY

The last festival meeting. It's about thinking, perception, relativity, energies, and all of it together. Ian Rak will talk to us about the reality of the world in ninety minutes at Friday's Long Coffee He is a nuclear and quantum physicist who has worked for many years as a researcher at the largest particle accelerator at CERN in Geneva and has also managed to work on other accelerators at IINR in Dubna, Russia, at the Max Plank Institute in Heidelberg, Germany, and at Brookhaven National Laboratory in the USA. He taught his knowledge as a professo in Finland at the University of Jyväskylä. Don't miss the quantum scientist's provocative ideas that have earned him both great respect and the weeping and shaking of skeptics' heads.

16:00 REGISTRATION, 16:30 START

## **INSPIRING STARS**

At the 20th edition of the eBF, we have expanded the number of guests whose attitudes and solutions to situations are inspiring for all of us.



**MIROSLAV SINGER** 

Former successful governor of the Czech National Bank, who brings a realistic view of "the economy in insecure times in an insecure global economy".

**MIMI NICKLIN** 

Manager, author of the

worldwide bestseller

Softening the Edge, her

need to help in a more em-

is incredibly contagious.

pathetic and valuable way



Surgeon at the František Hospital. He has completed six missions with Doctors Without Borders to Haiti, Kanduz, Afghanistan. Agok. Somalia and Yemen. On making decisions in critical conditions.

NELA ĎOPANOVÁ

Founder of Fpohybu, nomina-

ted for the Amsterdam Crea-

voung innovative leaders in

the USA, a powerful story!!!

**QUEEN OF** 

**THE BUNS** 

Financováno Evropskou unii V Nerodní COV PRO MISTI Evropskou unii V Nerodní Statice Vederativo zanádad

A working idea about playfulness, looseness, smiles and make-up by an artis-

ic make-up artist. She's already doing

also men's makeup. The theme is Exotic

awaii, and colorful variety is expected.

tive Heroes Award. nominated by the state of Chicago

for the YTILI program for



Nuclear and quantum physicist, long-time researcher at particle accelerators around the world. His provocative ideas open minds and trouble skeptics.

RADEK ŠPICAR

responsibility



Economist, Vice President of the Confederation of Industry of the Czech Republic. economic diplomacy. on the economic outlook for Europe, on corporate social

## RUNNING WITH HATWAN 🎘

Jogging with Dalibor Krejčí – WEDNESDAY, THURSDAY Hatwan in two eBF programme days in the awakening Ostrava is a proper and definitely healthy experience





Geopolitical contexts of our "tomorrow", on respecting geopolitics in the Central Europeans' ideas about the future, prosperity and stability of society.

From the Austrian national procurement agency – Bun desbeschaffung GmbH, eProcurement expert, on the centralisation and decentralisation of procurement on a global and local level.



