





1 CONGRESS HALL TOP PROCUREMENT LEADERS PROEBIZ				2 ECONOMICS & PROCUREMENT PRAGUE HALL amazon				3 DIGITAL REVOLUTION IN THE PROCUREMENT PRACTICE BUDAPEST HALL Deloitte				4 START-UP STAGE SWIMMING POOL				5 TRENDS IN PUBLIC PROCUREMENT CASINO HALL				6 CHAT GPT & OTHER AI IN PROCUREMENT WARSAW HALL Cequence			
   				  				  				  				  				  			
9:50-10:20 <b>1.9 OKIEM KUPCA: SCHOOL BY PLAY</b> Jacek Jarmuszczak – OperaPro Procurement Consultancy Łukasz Jędraszewicz – Okiem kupca				9:50-11:10 <b>CENTRALIZATION &amp; DECENTRALIZATION</b> Dramaturge & moderator: Michal Kristiňák				9:50-11:10 <b>TECHNOLOGICAL PITFALLS &amp; THEIR SOLUTIONS</b> Dramaturge & moderator: Filip Šaska				9:50-11:10 <b>AVAILABLE INNOVATIONS</b> Dramaturge & moderator: Michaela Garajová Moderator: Radka Špačková				9:50-11:10 <b>E-CATALOGUES &amp; DPS</b> Dramaturge & moderator: Alena Ševčíková				9:50-11:20 <b>KEY RULES FOR USING AI</b> Dramaturge & moderator: Rasfo Kovač, Petr Kohout, Martin Ragan			
10:20-11:00 <b>1.10 CURRENT ECONOMIC TRENDS IN CEE</b> Miroslav Singer – Generali CEE Tomáš Veit – Asahi				2.8 ADVANTAGES AND DISADVANTAGES OF CENTRALISATION AND DECENTRALISATION OF PROCUREMENT Jana Dubcová – CNPK Uwe Flach – Bundesbeschaffung Austria				3.9 CURRENT TRENDS IN CYBER SECURITY Proven practices to protect tenders in the digital age Karel Galuščík – T-Mobile Karel Medek – T-Mobile				4.9 THE IMPORTANCE OF INVESTMENT IN TECHNOLOGY & PROGRESS Michaela Garajová – SEDLAKOVA LEGAL				5.9 SOPHISTICATED ESHOP FOR FOOD PROCUREMENT Zdeněk Čvejn – Univerzita Karlova Daniela Slovákova – Koleje a Menzy UK				6.7 AI AS A TOY OR A TOOL? Making corporate procurement more efficient using AI – Introduction to AI: Definition and basic principles in the context of corporate procurement – Case studies: Examples of successful integration of AI in procurement processes – AI tools for procurement managers: Overview of available tools and their use – Integrating AI into an existing system: Step by Step – Measuring success: How to evaluate the benefits of AI for corporate procurement			
11:00-11:40 <b>1.11 PROCUREMENT IN AN INNOVATION CULTURE</b> Luboš Malý – Red Button				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 overdrifts Jiří Škuhravec – 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 Nada Voráčková – MUNI Brno				7.10 THE EGO IS A GOOD SERVANT BUT A BAD MASTER 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			
11:40-12:10 COFFEE BREAK				COFFEE BREAK 11:10-11:35				COFFEE BREAK 11:10-11:35				COFFEE BREAK 11:10-11:35				COFFEE BREAK 11:10-11:35				COFFEE BREAK 11:10-11:35			
12:10-12:20 <b>1.12 ESPRESSO FPOHYBU: DON'T SIT ON YOUR HEALTH</b> Nela Ďopanová – Fpohybu				IMPACTS OF CENTRALIZATION & DECENTRALIZATION Dramaturge & moderator: Michal Kristiňák				INFORMATION REVOLUTION Dramaturge & moderator: Filip Šaska				AI-BASED START-UPS Dramaturge & moderator: Michaela Garajová Moderator: Radka Špačková				DECISIONS Dramaturge & moderator: Alena Ševčíková Moderator: Jan Zahálka				COMMUNICATION WITH AI Dramaturge & moderator: Rasfo Kovač, Petr Kohout, Martin Ragan			
12:20-13:00 <b>1.13 THE FUTURE OF AI IN PROCUREMENT</b> Jaromír Šponar – Konica Minolta Petra Vrbová – GasNet				2.10 DIFFERENTIATION OF REQUIREMENTS Impact on Organizational Structure Ondřej Jambík – ZSE Kristina Zarubová – Amazon				3.11 ROBOTICS ACCESSIBLE TO ALL Or how to save money on some tasks up to 100% of the time with Automation Dock Zdeněk Kábtek – Automation Dock Daniela Slovákova – Koleje a Menzy UK				4.11 ROGER – TAKES THE WORRY OUT OF YOUR CASHFLOW Ivana Saxunová – ROGER Vojtěch Vrabec – ROGER				5.11 REVIEW & REVISION An effective step into the future Adéla Havlová – MMR ČR Miroslav Šlašťan – UNIBA				6.8 HOW TO „TALK“ TO AI FOR BETTER PROCUREMENT DECISIONS – The language of AI: How to formulate prompts for effective interaction – Learning with AI: Adapting AI to the enterprise processes and specifics – Challenges in communicating with AI: How to overcome barriers and achieve fluency – Interactive demonstration: Examples, Use Case from practice			
13:00-13:40 <b>1.14 WOMEN IN PROCUREMENT</b> Daša Obuch-Paláková – Ministerstvo obrany SR Martina Kaprálová – U. S. Steel Karolína Chudá – ExxonMobile				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 Šaska – Deloitte				4.12 BINARBASE – AUTOMATION OF PROCUREMENT REPORTING Jaroslav Lexa – ÚVO Lubomír Kubička – ÚVO Mojmír Florian – ÚOHS				5.12 ANALYSIS OF THE MOST RECENT LEGISLATIVE DECISIONS Jaroslav Lexa – ÚVO Lubomír Kubička – ÚVO Mojmír Florian – ÚOHS				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			
13:40-14:20 <b>1.15 EMPATHY &amp; MULTI-GENERATIONAL TEAMS</b> Mimi Nicklin – FREEDM & Empathy Everywhere				2.12 THERE A COMPROMISE? 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 Moráz – SCAUT Jan Klouda – Vodafone				5.13 THE BIGGEST ENEMY OF THE CONTRACTING AUTHORITY? Is the contracting authority itself Mojmír Florian – ÚOHS Markéta Dlouhá – ÚOHS				7.13 YES CAN BE A PROBLEM The way to an effective agreement; Principles of functional agreements Marian Kováč – expert Peter Gabalec – MAN Truck & Bus Slovakia			
14:20-15:05 LUNCH TIME				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			
15:05-15:45 <b>1.16 GRAND FINALE: THE IMPACT OF GEOPOLITICS ON PROCUREMENT</b> Vladimír Baar – Ostravská univerzita Peter Majtán – MOL Group				ECONOMY IN PROCUREMENT Dramaturge & moderator: Michal Kristiňák				INNOVATIONS AND ASSISTANTS IN PROCUREMENT Dramaturge & moderator: Filip Šaska				REFINED PROCEDURES Dramaturge & moderator: Alena Ševčíková				INVISIBLE RISKS Dramaturge & moderator: Rasfo Kovač, Petr Kohout, Martin Ragan				WHO'S TO WIN Dramaturge: Martin Zelinka, Martin Pokorný Moderator: Hana Šnáblková			
2.13 NEW MARKETS OUTLOOK, REPLACING CHINA, EURO 7, ECONOMIC FORECAST FROM THE PERSPECTIVE OF FINANCIAL INSTITUTIONS AND PREDICTIONS FOR THE PROCUREMENT WORLD Miroslav Singer – Generali CEE				3.14 TRAVEL & EXPENSE Reporting of travel costs using modern tools Martin Jenčík – Deloitte				3.15 ECHOES OF FUTURE OF PROCUREMENT AI made simple and clear in contract management and workflows with Cequence Martin Ragan – Cequence Jana Dubcová – CNPK				5.14 5V CONTRACTUAL PENALTIES: DO YOU HAVE CONTRACTUAL PENALTIES? AND COULD I SEE THEM? Jan Zahálka – Zahálka Consulting.				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 AI decision-making processes – Legal and ethical aspects of using AI in procurement – Risk Mitigation Strategies: A roadmap for managing potential problems – DeepFake attacks				7.15 NEGOTIATION MASTERS: SUCCESS IS NOT FREE What makes us successful negotiators Tomáš Burda – NEGOTICO Jan Mexo Reháč – NEGOTICO Peter Gabalec – MAN Truck & Bus Slovakia Pavel Šimerda – expert Marian Kováč – expert Martin Zelinka – Siemens Energy Martin Pokorný – Siemens Energy			
																							

7 NEGOTIATIONS				8 LEGAL LOOPHOLES IN PUBLIC PROCUREMENT				9 FUCKUP STAGE				10 QUALITY IN PUBLIC PROCUREMENT			
GROUND FLOOR/ ATRIUM				GROUND FLOOR/ CLUB				4th FLOOR/ ATRIUM				4th FLOOR/ SKYBOX			
  				  				  				  			
9:50-11:20				9:50-11:20				9:50-11:00				9:50-11:00			
THE MAGIC OF COMMUNICATION Dramaturge & moderator: Martin Zelinka, Martin Pokorný				CONTRACTS Dramaturge & moderator: Marek Šmíd				THE DYSFUNCTIONAL MARRIAGES Dramaturge & moderator: Jiří Růžáňski Moderator: Martin Repko				WORKING WITH SUPPLIERS Dramaturge & moderator: Martin Vyklický			
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 Reháč – NEGOTICO Marian Kováč – expert				8.8 FIDIC – OPPORTUNITIES & RISKS When to use FIDIC and when not to; Processing of FIDIC Special Conditions; Risks under FIDIC Václav Holčíky – Contract Management David Klíma – Contract Management Miroslav Knob – OTIDEA LEGAL				9.8 UNDERESTIMATION OF PARAMETERS I. Václav Šlapka – Škoda Auto Kateřina Koláčková – OTIDEA LEGAL Bronislav Neubauer – Principal Engineering Barbora Pohanková – Asahi				10.9 THREE BROTHERS OR JOIN FORCES WHEN PRESENTING INVESTMENT PLANS Martin Vyklický – VUT Brno Lenka Ingrová – JMK Martin Hadaš – 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 Reháč – 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 Holčíky – Contract Management David Klíma – Contract Management Miroslav Knob – OTIDEA LEGAL				9.9 DEPENDENCE ON SUPPLIERS Michal Garaj – Mesto Bratislava, Jacek Jarmuszczak – OperaPro Procurement Consultancy Łukasz Jędraszewicz – Okiem kupca				10.10 PRELIMINARY MARKET CONSULTATIONS – BEST PRACTICE Marcela Turčanová – APUEH SK Adam Kašák – Odvoz a likvidace odpadu Zdeněk Čvejn – Univerzita Karlova			
COFFEE BREAK 11:20-11:50				COFFEE BREAK 11:20-11:50				COFFEE BREAK 11:00-11:30				COFFEE BREAK 11:00-11:30			
11:50-14:05				11:50-14:05				11:30-13:15				11:30-13:15			
LIFE OF A NEGOTIATOR Dramaturge & moderator: Martin Zelinka, Martin Pokorný				SUBSIDIES Dramaturge & moderator: Marek Šmíd				MISTAKES THAT AREN'T TALKED ABOUT Dramaturge & moderator: Jiří Růžáňski Moderator: Martin Repko				CRITERIA AND QUALITY Dramaturge & moderator: Martin Vyklický			
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				9.10 UNDERESTIMATION OF PARAMETERS II. Martin Repko – Svet zdravia Jan Pospíchal – Správa železnic Adam Bernacki – Algorytmia Sprzedaży				10.11 TWO APPROACHES, ONE GOAL – QUALITY Michal Garaj – Mesto Bratislava Martin Vyklický – VUT			
7.13 YES CAN BE A PROBLEM The way to an effective agreement; Principles of functional agreements Marian Kováč – expert Peter Gabalec – MAN Truck & Bus Slovakia				8.11 FINANCIAL CORRECTIONS IN SUBSIDIZED CONTRACTS Marek Šmíd – Grand Oak Pavel Zúška – OTIDEA LEGAL				9.11 INSUFFICIENT ESTIMATION OF OWN TEAM'S LIMITS Marcin Zborowski – Thule Group Jens Hornstein – Kerkhoff Consulting Piotr Zalewski				10.12 BIM – FOCUSED ON FINAL BENEFITS Zdeněk Rudavský – ČVUT			
7.14 HOW TO BREAK THE DEADLOCK When negotiation „goes wrong“ Tomáš Burda – NEGOTICO Jan Mexo Reháč – NEGOTICO				8.12 MOST COMMON MISTAKES Typical controversial findings of contracting authorities Marek Zelenka – Oživení Jiří Škuhravec – Datlab				9.12 MISTAKES IN THE NEGOTIATION & TECHNOLOGY USE APPROACH 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			
LUNCH TIME 14:05-15:00				LUNCH TIME 14:05-15:00				LUNCH TIME 13:15-14:00				LUNCH TIME 13:15-14:00			
15:00-15:50				15:00-15:50				14:00-14:50				14:00-14:50			
WHO'S TO WIN Dramaturge: Martin Zelinka, Martin Pokorný Moderator: Hana Šnáblková				IT PROCUREMENT ISSUES Dramaturge & moderator: Marek Šmíd				LOSS OF POINTS Dramaturge & moderator: Jiří Růžáňski				LIFE CYCLE COSTS Dramaturge & moderator: Martin Vyklický			
7.15 NEGOTIATION MASTERS: SUCCESS IS NOT FREE What makes us successful negotiators Tomáš Burda – NEGOTICO Jan Mexo Reháč – NEGOTICO Peter Gabalec – MAN Truck & Bus Slovakia Pavel Šimerda – expert Marian Kováč – expert Martin Zelinka – Siemens Energy Martin Pokorný – Siemens Energy				8.13 VENDOR LOCK-IN / FLAWLESS SLA / HOW TO PROPERLY READ OFFERS Pavel Čech – Sedlakova Legal Marek Griega – Jump Soft Fridrich Matějčík – IBM				9.13 MISTAKES THAT CAN COST REPUTATIONS Marcela Turčanová – APUEH SK Martin Kapler – Kofola Jan Janek – Kerkhoff Consulting				10.14 TCO FOR THE ACQUISITION OF VEHICLES AND EQUIPMENT Martin Rajman – Česká televize			
															