

PROGRAMME eBF 2024

COMPANIES + INSTITUTIONS INSTITUTIONS

celebrating 20



TUESDAY 11.6.



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 12.6.



Run with Hatwan 7:00 – meeting in front of Hotel Imperial



Queen of Buns – Put yourself in the hands of our professional movie make-up artist.

| 1 TOP PROCUREMENT LEADERS  | 2 PEOPLE  | 3 STRATEGY & RISK MANAGEMENT   | 4 AI CHANGES PROCUREMENT PRACTICE   | 5 START-UP STAGE  | 6 CASE STUDIES  | 7 ESG   | 8 MMR STAGE  | 9 HAVEL & PARTNERS STAGE  | 10 POLISH SCENE   |
|--|---|--|---|---|---|---|--|---|---|
|  |   |  |   |   |   |   |  |   |   |
| Hosted by Ivana Ondruchová   | TEAM<br>Dramaturgy by Tomáš Veit  | CATEGORY MANAGEMENT<br>Dramaturgy by Peter Majtán  | THE PURCHASING PROCESS IN THE TOOLS WE HAVE<br>Dramaturgy by Petra Vrbová, Zdeněk Pytlíček  | TRENDS IN PROCUREMENT<br>Dramaturgy by Ondrej Jombík Matěj Látal                                  | CONSTRUCTION: SUCCESSFUL PRACTICES<br>Dramaturgy by Jan Hirsch  | THREE LETTERS THAT MEAN THE FUTURE: ESG   | CONSTRUCTION 4.0<br>Dramaturgy by Leona Gergelová Šteigrová, Adéla Havlová   | ALWAYS ONE STEP AHEAD<br>Dramaturgy by Ondrej Čurilla   | LEAGUE OF MASTERS<br>Dramaturgy by Piotr Kaliński   |
| 1.1 ECONOMICS IN PROCUREMENT<br><i>Miroslav Singer – Generali CEE<br/>Radek Špicar – Svaz průmyslu a dopravy</i>   | 9:10–9:50 2.1 ORGANIZATIONAL DESIGN AND KEY COMPETENCIES<br><i>Tomáš Veit – Asahi,<br/>Leona Gergelová Šteigrová – MMR</i>  | 3.1 PRACTICAL AND ATTRACTIVE CATEGORY MANAGEMENT<br><i>Peter Majtán – MOL Group<br/>Luboš Libiak – Cirtuo</i>  | 4.1 MS OFFICE 365 – INDIVIDUAL TOOLS, APPLICATIONS AND THEIR USAGE  | 5.1 PER ANGUSTA – SAAS PROCUREMENT PERFORMANCE MANAGEMENT   | 6.1 A SUCCESSFUL EXAMPLE OF PROGRESSIVE TENDERING IN THE CONSTRUCTION INDUSTRY<br><i>Significant savings, minimal extra work, sustainability palliation.<br/>Marcel Bogda – ESET<br/>Martin Lazový – ESET</i> | 7.1 A COMPREHENSIVE INTRODUCTION TO ESG ISSUES<br><i>specialist – Deloitte</i>  | 8.1 IMPACT ON SUSTAINABILITY<br><i>Petr Dvořák – Czech Business Council for sustainable development</i>                                  | 9.1 VERTICAL LIMITS –IN-HOUSE PROCURE-MENT OR VERTICAL COLLABORATION<br><i>Jan Doubal – NAKIT<br/>Matuš Holubkovič – Havel &amp; Partners</i>           | 10.1 IMPACT ON SUSTAINABILITY<br><i>specialist – mBank</i>  |
| 1.2 USE OF GPT CHAT & COPILOT IN PROCUREMENT<br><i>Rasto Koval – Cequence<br/>Peter Banda – Cequence</i>   | 9:50–10:30 2.2 KEY PERFORMANCE INDICATORS<br><i>Martin Zelinka – Siemens Energy<br/>Barbora Pohanková – Plzeňský Prazdroj</i>   | 3.2 BUILDING CATEGORY STRATEGY<br><i>Martin Zelinka – Siemens Energy<br/>MOL Group – category manager</i>  | 4.2 CREATING PURCHASING STRATEGIES & RISK MANAGEMENT  | 5.2 SCOUTBEE – AI SUPPLIER RELATIONSHIP MANAGEMENT  |   | 7.2 SUCCESSFUL INTEGRATION OF ESG INTO THE PURCHASING STRATEGY<br><i>Leoš Vrzalík – Asahi</i>   | 8.2 DIGITALIZATION AND TECHNOLOGY IN THE CONSTRUCTION INDUSTRY<br><i>Leona Gergelová Šteigrová – MMR<br/>Martina Šteigerová – AVZ</i>    | 9.2 SIMPLY CLEVER – SMART APPROACH AND SMART SHOPPING TOOLS<br><i>Pavel Válek – Pražská vodohospodářská<br/>Matuš Holubkovič – Havel &amp; Partners</i> | 10.2 DIGITAL TRANSFORMATION<br><i>specialist – Orange</i>   |
| 1.3 MISTAKES IN PROCUREMENT<br><i>Jiří Růžanští – Penta Hospital<br/>Kateřina Koláčková – OTIDEA</i>   | 10:30–11:10 2.3 MENTAL HEALTH & WORK-LIFE BALANCE<br><i>Zora Vypuštěková &amp; Lubomír Vypuštěk – Priestor pre zmenu</i>  | 3.3 CASE STUDY: STRATEGY CHANGE<br><i>Mikolaj Kuc – ASAHI<br/>MOL Group – category manager</i>   | 4.3 PURCHASING PLANNING & DATA MANAGEMENT   | 5.3 SCALUE GMBH – AUTOMATED USE CASE ANALYTICS  |   | 7.3 ESG FROM A BUSINESS PERSPECTIVE AND THE STATE<br><i>Petr Dvořák – Czech Business Council for sustainable development</i>                  | 8.3 PLANNING AGREEMENTS<br><i>David Dvořák – MMR<br/>Zbyněk Miklík – Liberecký kraj</i>  | 9.3 BEST VALUE APPROACH WITHOUT COMPROMISES<br><i>specialista – Správa železnic<br/>Josef Hlavíčka – Havel &amp; Partners</i>                           | 10.3 SYNERGIES WITH SUPPLIERS<br><i>specialist – Tauron<br/>Mikolaj Kuc – Asahi</i>   |
|  | 11:10–11:30 ☕ COFFEE BREAK  | ☕ COFFEE BREAK   | ☕ COFFEE BREAK  | ☕ COFFEE BREAK  | ☕ COFFEE BREAK  | ☕ COFFEE BREAK  | ☕ COFFEE BREAK   | ☕ COFFEE BREAK  | ☕ COFFEE BREAK  |
| 1.4 (DE)CENTRALISE? – NEW TRENDS<br><i>Michal Kristiňák – Amazon<br/>Jaroslav Lexa – ÚVO<br/>Martin Kapler – Kofola</i>  | 11:30–12:10 2.4 THREE PILLARS OF MODERN PROCUREMENT<br><i>Martina Kaprálová – U. S. Steel<br/>Marcela Turčanová – APUeN</i>   | 3.4 CASE STUDY: VENDOR LOCK-IN<br><i>Miloš Olejník – ESET<br/>Jiří Hradský – Sedláková Legal</i>   | 4.4 MARKET RESEARCH & PURCHASING IMPLEMENTATION ACTIVITIES  | 5.4 SPISUM – FILE SERVICE NEW GENERATION  | COST DRIVERS<br>Dramaturgy by Jan Hirsch  | ESG DATA & REPORTING<br>  | NEW APPROACHES IN PUBLIC PROCUREMENT<br>Dramaturgy by Leona Gergelová Šteigrová, Adéla Havlová   | INNOVATIVE PROCUREMENT SERVICES<br>Dramaturgy by Ondrej Čurilla   | ON THE COURSE OF THE TIME<br>Dramaturgy by Piotr Kaliński   |
| 1.5 START-UP – SELECTION OF GRAPES<br><i>experti – Sedlakova Legal</i>   | 12:10–12:50 2.5 HIDDEN HEROES<br><i>Martina Balounová – Novartis<br/>Bibiána Perátová – U. S. Steel</i>   | 3.5 ESG RISKS<br><i>Alexandra Major – MOL Group<br/>Dominika Žwirbla-Kalman – PORR Poland<br/>Leoš Vrzalík – Asahi</i>   | 4.5 TRANSACTION PROCESS & CONTRACT CONCLUSION   | 5.5 GREENOMETER – CARBON TRACKER  | 6.3 A SUCCESSFUL EXAMPLE OF PROGRESSIVE TENDERING<br><i>Fragmentation and cost management strategies, sustainability and innovation in cost management.<br/>Peter Čambál – Slovenské elektrárne</i>           | 7.4 RELEVANCE OF INFORMATION AND CREDIBILITY OF DATA<br><i>representative – Veolia</i>  | 8.4 DNS AND QUALITY ASSESSMENT – BODY SHOPPING<br><i>Branislav Hudec – ÚVO<br/>Jiří Šimon – MMR</i>                                      | 9.4 FVE SUSTAINABLE ENERGY<br><i>specialist – Jablonecká energetická<br/>Petr Opluštil – Havel &amp; Partners</i>                                       | 10.4 MODERN PROCUREMENT<br><i>Lukasz Mazurowski – PROFITIA<br/>Lukasz Ostrowski – Allegro</i>   |
| 1.6 QUALITY IN PURCHASING<br><i>Tomáš Sova – Prague Airport<br/>Martin Vyklický – Technical University of Brno</i>   | 12:50–13:30 2.6 WOMEN IN PROCUREMENT<br><i>Diana Rádl Rogerová – Behind Inventions<br/>Daša Obuch Palaková – Ministry of Defence SK<br/>Karolína Chudá – ExxonMobil</i> | 3.6 QUALITY DATA FOR RISK MANAGEMENT<br><i>Petr Musil – Dun &amp; Bradstreet<br/>Pavel Odstrčil – Škoda Auto</i>   | 4.6 REPORTING & PROCESS OPTIMIZATION  | 5.6 MAMA AI – CLEAN AGENT AT YOUR SERVICE   |   | 7.5 WHAT BANKS ARE LOOKING AT IN SCORING / IT CONCERNS US ALL<br><i>banking sector expert</i>   | 8.5 INOVATIVE USE OF THE OPEN HOUSE METHOD IN PUBLIC PROCUREMENT<br><i>Improving transparency and efficiency.<br/>Filip Hájek – TSK</i>  | 9.5 DNS AND HUMAN PURCHASING LABOUR FROM DISADVANTAGED EDUCATED GROUPS<br><i>Simona Galousková – ŘSD<br/>Libor Novák – Havel &amp; Partners</i>         | 10.5 THE FUTURE OF PROCUREMENT<br><i>Adam Bernacki – algorytmia Sprzedaży<br/>Marcin Zborowski – Thule Group</i>  |
|  | 13:30–14:30 🍴 LUNCH TIME  | 🍴 LUNCH TIME   | 🍴 LUNCH TIME  | 🍴 LUNCH TIME  | 🍴 LUNCH TIME  | 🍴 LUNCH TIME  | 🍴 LUNCH TIME   | 🍴 LUNCH TIME  | 🍴 LUNCH TIME  |
| 1.7 MASTERS OF NEGOTIATION<br><i>Martin Zelinka – Siemens Energy<br/>Martin Pokorný– Siemens Energy<br/>Jan Mexa Řehák – NegotiCON<br/>Tomáš Burda – NegotiCON</i> | 14:30–15:10 2.7 WILL WITHOUT BORDERS<br><i>When limiting circumstances become a driving force.<br/>Nela Ďápanová – Fpolybu</i>  | 3.7 THREATS OF GEOPOLITICAL FRICTION FOR ECONOMY AND BUSINESS<br><i>China, Russia, Ukraine, Taiwan, Red Sea through the lens of Vladimir Baar.<br/>One of the greatest figures in geopolitics, VLADIMIR BAAR on critical markets and their impact on business.<br/>Vladimir Baar – University of Ostrava</i> | 4.7 THE GRAND FINALE THROUGH THE EYES OF AI STARS<br><i>The use of AI in procurement is revolutionizing ways of identifying suppliers, automating purchasing processes and optimizing transaction costs.<br/>Jaromír Šponar – Konica Minolta<br/>Zdeněk Pytlíček – GasNet</i> | 5.7 FLOWBOX – ADVANCED SYSTEM FOR MANAGING AND OPTIMIZING ENERGY CONSUMPTION                      | COST OF LIVING CYCLE<br>Dramaturgy by Jan Hirsch  | ESG LIFE CYCLE ASSESMENT GUIDE  | ENERGY MIRACLES<br>Dramaturgy by Leona Gergelová Šteigrová, Adéla Havlová  | DIFFERENT AND BETTER<br>Dramaturgy by Ondrej Čurilla  | ATTRACTIVE PROCUREMENT<br>Dramaturgy by Piotr Kaliński  |
|  | 15:10–15:50 2.8 THE GODDESS OF EMPATHY<br><i>How Humanity's Oldest Leadership Trait is Changing Our World.<br/>Mimi Nicklin – FREEDM &amp; Empathy Everywhere</i>       |  |   | 5.8 SEMANTIC VISION – MODERN NATURAL LANGUAGE PROCESSING TECHNIQUES FOR AUTOMATED DATA EVALUATION | 6.5 TCO & LCC FOR ALL TENDERS WHERE IT GIVES MEANING<br><i>Sven Schirmer – ÖBB</i>  | 7.7 ENVIRONMENTAL IMPACT OF TRANSPORT OF MEANS OF TRANSPORT AND PACKAGING MATERIALS<br><i>Leoš Vrzalík – Asahi<br/>specialista – Deloitte</i> | 8.7 CLEAR GOAL: COOPERATION<br><i>Models of collaboration, how to assess the degree economic, environmental, technological progress.</i> | 9.7 DESIGN TO BUILD - THE LIBEN BRIDGE<br><i>Josef Richter – TSK</i>  | 10.7 CHANGE AS PARADIGMA<br><i>Dominika Žwirbla-Kalman - PORR S.A.</i>  |
|  |   |  |   |   | 6.6 TRENDS IN ENERGY PURCHASING FOR THE WHOLE GROUP<br><i>Lenka Vinklerová – CITIC Europe Holdings</i>  | 7.8 GRAND FINAL: ESG TRENDS<br><i>Krzysztof Izdebski – World bank</i>   | 8.8 CASE STUDY – BEST PRACTICE   | 9.8 WITH THE COURAGE TO PROGRESS<br><i>Ondrej Čurilla – Havel &amp; Partners</i>  | 10.8 OKIEM KUPCA<br><i>Jacek Jarmuszczak – OperaPro Procurement Consultancy<br/>Adam Bernacki – Sales Algorithms<br/>Łukasz Jedraszkiewicz – TAURON Ciepło<br/>Marcin Zborowski – Thule</i> |



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.



# PROGRAMME eBF 2024

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20



THURSDAY 13.6.



Run with Hatwan  
7:00 – meeting in front of Hotel Imperial



Queen of Buns  
Put yourself in the hands of our professional movie make-up artist.

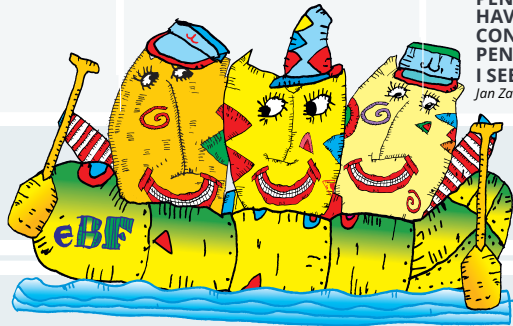
| 1 TOP PROCUREMENT LEADERS   | 2 DISCUSSION | 3 ECONOMICS AND PROCUREMENT  | 4 MISTAKES IN PROCUREMENT   | 5 START-UP STAGE  | 6 CHAT GPT AND OTHER AI IN PROCUREMENT | 7 THE DIGITAL REVOLUTION IN PROCUREMENT PRACTICE  | 8 GRAND OAK STAGE  | 9 QUALITY IN PUBLIC PROCUREMENT  | 10 TRENDS IN PUBLIC PROCUREMENT  |  |
|---|--------------|--|---|---|--|---|--|--|--|--|
|   |              |  |   |   |  |   |  |  |  |  |
| Hosted by <b>Jan Hirsch</b><br><b>Ivana Ondruchová</b>  |              | <b>DIVERSITY OF PERSONALITIES</b><br>Dramaturgy by <b>Martin Zelinka</b> ,<br><b>Martin Pokorný</b>  | <b>CENTRALIZATION AND DECENTRALIZATION</b><br>Dramaturgy by <b>Michal Kristiňák</b>   | <b>DYSFUNCTIONAL MARRIAGES</b><br>Dramaturgy by <b>Jiří Rožaňski</b>  | <b>AVAILABLE INNOVATIONS</b>           | <b>KEY RULES FOR USING AI</b>   | <b>TECHNOLOGY PITFALLS AND THEIR SOLUTIONS</b>   | <b>CONTRACTS</b><br>Dramaturgy by <b>Marek Šmid</b>  | <b>MTB DOESN'T JUST MEAN MOUNTAIN BIKING</b><br>Dramaturgy by <b>Martin Vyklický</b>   | <b>ECATALOGS AND DNS</b><br>Dramaturgy by <b>Alena Ševčíková</b>   |
| <b>1.8 IN THE EYE OF THE MERCHANT: SCHOOL OF GAME</b><br><i>Jacek Jarmuszczak – OperaPro Procurement Consultancy<br/>Łukasz Jędraszewicz – TAURON Ciepło</i>                                    | 9:50–10:30   | <b>2.9 INTERNAL FEELINGS, EMOTIONS, REACTIONS, PERCEPTIONS, INTERPRETATIONS, BODY LANGUAGE, LOGIC VS. SPEED OF THINKING</b><br><i>psychologist</i>                   | <b>3.8 ADVANTAGES AND DISADVANTAGES OF CENTRALIZATION AND DECENTRALIZATION OF PROCUREMENT</b><br><i>Jana Dubcová – CNPK specialist – Amazon</i>   | <b>4.8 DEPENDENCY ON SUPPLIERS</b><br><i>Michal Garaj – Mesto Bratislava<br/>Jarek Jarmuszczak – OperaPro Procurement Consultancy<br/>Łukasz Jędraszewicz – TAURON Ciepło</i> | <b>5.9 PROJECT 1</b>                   | <b>6.4 AI AS A TOY OR A TOOL?</b><br>Making corporate procurement more efficient using artificial intelligence.<br>– Introduction to AI: Definition and basic principles in the context of corporate purchasing<br>– Case studies: Examples of successful integration of AI in purchasing processes AI tools for purchasing managers.<br>– Integrating AI into an existing system: Step by Step<br>– Measuring success: How to evaluate the benefits of AI for corporate purchasing | <b>7.9 KEY CHALLENGES AND PRINCIPLES OF CYBERSECURITY:</b><br>Proven practices to protect tenders in the digital age.<br><i>Tomáš Verner – T-Mobile</i>  | <b>8.9 FIDIC – OPPORTUNITIES AND RISKS</b><br><i>Marcela Kaňová – Rowan Legal</i>  | <b>9.9 THREE BROTHERS OR JOIN FORCES WHEN PRESENTING INVESTMENT PLANS</b><br><i>Martin Vyklický – VUT Brno<br/>Martin Hadaš – MUNI Brno<br/>Jakub Váňa – JMK</i> | <b>10.9 SOPHISTICATED ESHOP FOR BUYING FOOD</b><br><i>Zdeněk Cvejn – Charles University<br/>Daniela Slovák – Charles University</i>                            |
| <b>1.9 TOP START-UPS – PICKING GRAPES</b><br><i>Ondrej Jombík – ZSE<br/>Matej Látal – Notino</i>  | 10:30–11:10  | <b>2.10 PERSONALITY TYPES VS. COMMUNICATION AND NEGOTIATION METHODS, BEHAVIOR PATTERNS, ILLUSTRATIVE EXAMPLES, UNDERSTANDING WHAT HAPPENS</b><br><i>psychologist</i> | <b>3.9 PRACTICAL EXAMPLES: GLOBAL VS. LOCAL LEVEL</b><br><i>Uwe Flach – Bundesbeschaffung Austria specialist – Amazon</i>   | <b>4.9 UNDERESTIMATING PARAMETERS</b><br><i>Václav Šlapka – Škoda Auto</i>  | <b>5.10 PROJECT 2</b>                  |   | <b>7.10 DATA OLYMPICS:</b><br>Risk detection and maximization championship exploiting shopping opportunities in public procurement with Datlab<br><i>Jiří Skuhrovec – Datlab</i>                               | <b>8.10 COMPLEXITY OF CONTRACTUAL CONDITIONS AND WHAT TO WATCH OUT FOR</b><br><i>Miroslav Knob – OTIDEA</i>  | <b>9.10 EXPERIENCES, IMPLEMENTATION, BENEFITS</b><br><i>Martin Vyklický – VUT Brno<br/>Martin Hadaš – MUNI Brno<br/>Jakub Váňa – JMK</i>                         | <b>10.10 CASE STUDY ON USE OF DNS AND CATALOGUE</b><br><i>Martin Dufala – UNIBA<br/>Nada Voráčová – MUNI Brno<br/>Ondrej Kuruc – Min. of Transport SR</i>      |
| <b>1.10 ENVIRONMENTAL IMPACT OF TRANSPORT OF MEANS OF TRANSPORT AND PACKAGING MATERIALS</b><br><i>Leoš Vrzalík – Asahi<br/>Petr Dvořák – Czech Business Council for Sustainable Development</i> | 11:10–11:30  | COFFEE BREAK   | COFFEE BREAK  | COFFEE BREAK  | COFFEE BREAK                           | COFFEE BREAK  | COFFEE BREAK   | COFFEE BREAK   | COFFEE BREAK   | COFFEE BREAK   |
|   |              | <b>LIFE OF A NEGOTIATOR</b><br>Dramaturgy by <b>Martin Zelinka</b> ,<br><b>Martin Pokorný</b>  | <b>IMPACTS OF CENTRALIZATION AND DECENTRALIZATION</b><br>Dramaturgy by <b>Michal Kristiňák</b>  | <b>MISTAKES NOT DISCUSSED</b><br>Dramaturgy by <b>Jiří Rožaňski</b>   | <b>AI BASED START-UPS</b>              | <b>HOW TO COMMUNICATE WITH AI</b>   | <b>INFORMATION REVOLUTION</b>  | <b>GRANTS</b><br>Dramaturgy by <b>Marek Šmid</b>   | <b>CRITERIA AND QUALITY</b><br>Dramaturgy by <b>Martin Vyklický</b>  | <b>DECISION</b><br>Dramaturgy by <b>Alena Ševčíková</b>  |
| <b>1.11 EMPATHY IN LEADERSHIP</b><br><i>Mimi Nicklin – FREEDM &amp; Empathy Everywhere</i>  | 11:30–12:10  | <b>2.11 NEGOTIATION TACTICS</b><br>Reasons for Their Use.<br><i>Martin Pokorný – Siemens Energy<br/>Tomáš Burda – NegotiCON</i>                                      | <b>3.10 DIVERSITY OF REQUIREMENTS</b><br>Impact on Organizational Structure.<br><i>Ondrej Jombík – ZSE<br/>Michal Kristiňák – Amazon</i>  | <b>4.10 BENEFITS THAT END UP BEING LOSSE</b><br><i>Pelmeľ of stories of several companies with lessons learned.</i>   | <b>5.11 PROJECT 1</b>                  | <b>6.5 HOW TO „TALK“ TO ARTIFICIAL INTELLIGENCE FOR BETTER PURCHASING DECISIONS</b><br>– The language of AI: How to formulate requirements for effective interaction<br>– Learning with AI: Adapting AI to the enterprise processes and specifics<br>– Challenges in communicating with AI: How to overcome barriers and achieve fluency<br>– Interactive demonstration: Examples, Use Case from practice   | <b>7.11 INFORMATION OVER GOLD</b><br>The best credit information on the market and Coface's agile global approach.<br><i>Marko Lozo – Coface</i>   | <b>8.11 PRACTICAL EXPLANATION OF RULES FOR PUBLIC PROCUREMENT IN SUBSIDIZED PROJECTS</b><br><i>Kateřina Koláčková – OTIDEA LEGAL</i>                         | <b>9.11 TWO APROACHES, ONE GOAL – QUALITY</b><br><i>Michal Garaj – Mesto Bratislava,<br/>Martin Vyklický – VUT Brno</i>  | <b>10.11 ANALYSIS OF THE MOST RECENT LATEST LEGISLATIVE DECISIONS</b><br><i>Jaroslav Lexa &amp; Lubomír Kubička – ÚVO<br/>Jan Zahálka – Zahálka Consulting</i> |
|   | 12:10–12:50  | <b>2.12 CONFLICT MANAGEMENT</b><br>How to Avoid Unwanted Agreement.<br><i>Martin Zelinka – Siemens Energy<br/>Jan Mexo Řehák – NegotiCON</i>                         | <b>3.11 CHANGING PROCESSES AND TOOLS</b><br><i>Miloš Olejník – ESET specialist – Amazon</i>   | <b>4.11 INADEQUATE ESTIMATION OF TEAM'S LIMITS</b><br><i>Pelmeľ of stories of several companies with lessons learned.</i>   | <b>5.12 PROJECT 2</b>                  |   | <b>7.12 ROBOTIZATION AVAILABLE TO ALL</b><br>Or how to save money on some tasks up to 100% of the time with Automation Dock.<br><i>Zdeněk Kabátek – Automation Dock<br/>Hana Sušková – AL INVEST Břidličná</i> | <b>8.12 MOST COMMON MISTAKES</b><br>Typical questionable findings of control authorities.<br><i>Marek Zelenka – Oživení<br/>Jiří Skuhrovec – Datlab</i>      | <b>9.12 BIM – FOCUSED ON FINAL BENEFIT</b>   | <b>10.12 REVIEW AND REVISION</b><br><i>Adéla Havlová – MMR<br/>Jaroslav Lexa – ÚVO</i>   |
| <b>1.12 WOMEN IN PROCUREMENT</b><br><i>Dáša Obuch-Paláková – Ministerstvo obrany SR<br/>Martina Kaprálová – U. S. Steel</i>   | 12:50–13:30  | <b>2.13 VIDEO DEMONSTRATIONS AND THEIR ANALYSIS</b><br>Tactics and Recognizing Strategy and Goals of the Other Party.<br><i>Team of Negotiators</i>                  | <b>3.12 IMPACT ON SUPPLIER RELATIONSHIPS</b><br><i>Tomáš Veit – Asahi</i>   | <b>4.12 MISTAKES IN THE APPROACH TO UTILIZING TECHNOLOGIES</b><br><i>Pelmeľ of stories of several companies with lessons learned.</i>   | <b>5.13 PROJECT 3</b>                  |   | <b>7.13 SIMBA: THE LION KING OF DIGITAL BUYING</b><br>Simplifying P2P for SMEs organisations.<br><i>Filip Saska – Deloitte</i>   | <b>8.13 FINANCIAL CORRECTIONS IN SUBSIDIZED CONTRACTS</b><br><i>Marek Šmid – Grand Oak<br/>Pavel Zúška – OTIDEA LEGAL</i>                                    | <b>9.13 PRELIMINARY MARKET CONSULTATIONS – BEST PRACTICE</b><br><i>Marcela Turčanová – APUeN SK<br/>Zdeněk Cvejn – Charles University</i>                        | <b>10.13 THE BIGGEST ENEMY OF THE ADVISOR?</b><br>Is the contracting authority itself.<br><i>Majmír Florian – ÚOHS<br/>Markéta Dlouhá – ÚOHS</i>               |
| <b>1.13 THE FUTURE OF AI IN PROCUREMENT</b><br><i>Jaromír Šponar – Konica Minolta<br/>Petra Vrbová – GasNet</i>   | 13:30–14:30  | LUNCH TIME   | LUNCH TIME  | LUNCH TIME  | LUNCH TIME                             | LUNCH TIME  | LUNCH TIME   | LUNCH TIME   | LUNCH TIME   | LUNCH TIME   |
|   |              | <b>WHO'S WITH WHO</b><br>Dramaturgy by <b>Martin Zelinka</b> ,<br><b>Martin Pokorný</b>  | <b>ECONOMICS IN PROCUREMENT</b><br>Dramaturgy by <b>Michal Kristiňák</b>  | <b>LOSING THE BOUQUET</b><br>Dramaturgy by <b>Jiří Rožaňski</b>   | <b>HI-TECH START-UP</b>                | <b>INVISIBLE RISKS</b>  | <b>INNOVATION IN PROCUREMENT</b>   | <b>IT PROCUREMENT ISSUES</b><br>Dramaturgy by <b>Marek Šmid</b>  | <b>LIFE CYCLE COSTS</b><br>Dramaturgy by <b>Martin Vyklický</b>  | <b>REFINED PROCEDURES</b><br>Dramaturgy by <b>Alena Ševčíková</b>  |
| <b>1.14 THE IMPACT OF GEOPOLITICS ON PROCUREMENT</b><br><i>Vladimír Baar – University of Ostrava<br/>Peter Majtán – MOL Group<br/>Tomáš Veit – Asahi</i>  | 14:30–15:30  | <b>2.14 HOW TO ACHIEVE WITH ELEGANCE GOALS IN CONFLICT</b><br><i>Team of Negotiators</i>   | <b>3.13 OUTLOOKS ON NEW MARKETS, REPLACEMENT FOR CHINA, EURO 7, ECONOMIC FORECAST FROM THE PERSPECTIVE OF FINANCIAL INSTITUTIONS AND PREDICTIONS FOR THE PROCUREMENT WORLD</b><br><i>Miroslav Singer – Generali CEE</i> | <b>4.13 MISTAKES THAT CAN COST REPUTATION</b><br><i>Pelmeľ of stories of several companies with lessons learned.</i>  | <b>5.14 PROJECT 1</b>                  | <b>6.4 WHAT AI DOESN'T SAY AND HOW AFFECTS CORPORATE PURCHASING ERRORS AND DISTORTIONS AI: RECOGNITION AND RISK MINIMISATION</b><br>– Transparency AI: How to understand and interpret AI decision-making processes<br>– Legal and ethical aspects of using AI in procurement<br>– Risk Mitigation Strategies: A roadmap for managing potential problems<br>– DeepFake attacks  | <b>7.14 FROM IMPLEMENTING INNOVATION TO LEGOLAND</b><br><i>Luboš Malý – LEGO</i>   | <b>8.14 VENDOR LOCK-IN / FLAWLESS SLA / HOW TO PROPERLY READ OFFERS</b><br><i>Pavel Čech – Sedlakova Legal<br/>Marek Griga – Jump Soft specialista – IBM</i> | <b>9.14 TCO FOR AUTOMOTIVE PROCUREMENT FLOTILES</b><br><i>Martin Rajman – Czech Television</i>   | <b>10.14 AUTOMOTIVE SERVICE USING E-CATALOGUE</b><br><i>Martin Boržik – Automotive repair shops Min. of the Interior of the Slovak Republic</i>                |
|   |              |  |   |   |  |   | <b>7.15 ECHOES OF THE FUTURE PURCHASE</b><br>AI simply, humanly and clearly in contract management and workflow with Cequence.<br><i>Rasto Koval – Cequence<br/>Jana Dubcová – CNPK</i>                        |  |  | <b>10.15 5V CONTRACT PENALTIES: YOU HAVE A CONTRACT CONTRACTUAL PENALTIES? AND COULD I SEE THEM?</b><br><i>Jan Zahálka – Zahálka Consulting</i>                |

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## PROCUREMENT REGATTA

As part of Thursday's professional program, a team boating competition on the wild Ostravice, called PROCUREMENT REGATTA, will once again take place. Pack your swimsuit, water shoes, and energy bars. Registrations are already being accepted.



FRIDAY 14.6.



## Long Coffee NETWORKING MEETING

Final roundtable meeting with festival personalities, speakers, documentarians, photographers, filmmakers and members of the PROCUREMENT BOARD think tank.

Change of programme reserved. Speakers listed are still subject to negotiation.