

**TOMÁŠ VEIT** ZDENĚK PYTLÍČEK JAKUB VÁŇA  
 JAN JANEK MILOŠ OLEJNÍK MIKOŁAJ KUC  
 KATARZYNA LIS PETRA VRBOVÁ JAN HIRSCH  
 ONDŘEJ JEČNÝ MARTIN POKORNÝ HANA SOUČKOVÁ  
 MARTIN HADAŠ MARTIN ZELINKA



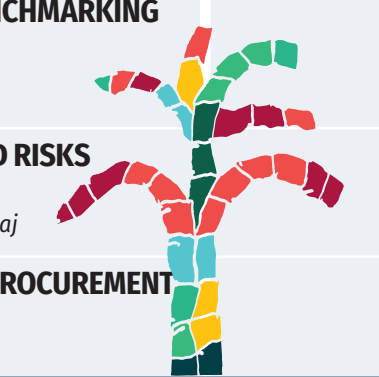
**eBF  
2025**

**20. – 23. 5.  
OSTRAVA**

**LAURA JANÁČKOVÁ** MICHAL BARČ MARTIN VYKLIČKÝ  
 MARTIN HADAŠ LUKASZ JEDRASZKIEWICZ  
 PETER MAJTÁN JACEK JARMUSZCZAK  
 JIŘÍ SLAVÍK JOSEF HLAVIČKA TOMÁŠ KOTYZA

WEDNESDAY 21ST MAY

1 TOP PROCUREMENT LEADERS	2 PEOPLE	3 CATEGORY MANAGEMENT	4 AT THE ROUND TABLE			5 TRAINING POINT	6 AI CHANGES PROCUREMENT PRACTICE	7 COST VALUE ENGINEERING	8 STRATEGY IN PUBLIC PROCUREMENT	9 PL STAGE
	<b>TEAM</b> Dramaturgy: Tomáš Veit 	<b>MODERN CONCEPT OF CATEGORY MANAGEMENT</b> Dramaturgy: Peter Majtán, Mikołaj Kuc 	<b>PROCUREMENT MOSAIC</b>	<b>IDEA MIXER</b>	<b>DISCUSSION WITHOUT BORDERS</b>	Workshop for registered participants only, maximum 20 participants	<b>HOW NOT TO WORK THANKS TO MICROSOFT 365</b> Dramaturgy: Petra Vrbová 	<b>COST VALUE ENGINEERING / COST BREAKDOWN</b> 	<b>STRATEGIC PROCUREMENT IN PUBLIC PROCUREMENT</b>	
	<b>DESIGN / EVALUATION / MEASUREMENT OF PROCUREMENT TEAM</b> Martin Zelinka, Barbora Pohanková	<b>THE IMPORTANCE OF CATEGORY MANAGEMENT IN MODERN PROCUREMENT</b> Peter Majtán, Mikołaj Kuc	<b>ENHANCE PROCUREMENT'S POSITION IN A COMPANY</b>	<b>EXTERNAL RISKS</b> Miroslav Pudil	<b>BURNOUT</b> Romana Martincová	<b>PURCHASING NEGOTIATION FOR ADVANCED</b> 	<b>RISK MANAGEMENT WITH AI</b> - Financial - ESG – environmental - Reputational – Media	<b>NEGOTIATION MATERIALS / COSTS OF MATERIALS, LABOR, AND LOGISTICS</b>	<b>CATEGORY MANAGEMENT</b> Jana Dubcová	
	<b>COMPETENCY MODEL</b> Tomáš Veit	<b>STRATEGY FOR CATEGORY MANAGEMENT / TOOLKIT</b> Peter Majtán, Mikołaj Kuc	<b>THE VALUE OF BUYING BEYOND SAVINGS</b>	<b>LOGISTICAL CHALLENGES</b> Miroslav Pudil	<b>TALENT MANAGEMENT IN PROCUREMENT</b> Romana Martincová		<b>COPILOT AS A PARTNER</b> Miracles on the spot, impossible immediately Petra Vrbová	<b>PRICE INVOICES</b>	<b>RISK MANAGEMENT</b> Marcela Turčanová	
<b>LEADERSHIP – THE ART OF DELEGATION</b> Jiří Votava, Hana Součková, Tomáš Kotyza	<b>IMPACT OF AI AND NEW TECHNOLOGIES ON PROCUREMENT ORGANIZATION</b> Accenture	<b>CATEGORY MANAGEMENTU TOOLS ARIBA CATMAN, CIRTUO CATMAN</b> Zdeněk Mikeš, Luboš Libiák					<b>NEW ERA OF STRATEGIES</b>	<b>VARIABLE COSTS</b>	<b>INNOVATIONS</b>	
COFFEE BREAK	COFFEE BREAK	COFFEE BREAK	COFFEE BREAK	COFFEE BREAK	COFFEE BREAK	COFFEE BREAK	COFFEE BREAK	COFFEE BREAK	COFFEE BREAK	COFFEE BREAK
	<b>MOTIVATION AND COMPETENCE</b> 	<b>DATA UNDER ONE ROOF</b> 	<b>PROCUREMENT JUNGLE</b>	<b>ON THE EDGE</b>	<b>PROCUREMENT ATLAS</b>	Workshop for registered participants only, maximum 20 participants	<b>AI REVOLUTION IN PROCUREMENT</b> Dramaturgy: Zdeněk Pytlíček 	<b>WHEN AND WHERE TO USE IT</b> 	<b>DATA AND PROCUREMENT</b>	
<b>HUNT WITHOUT WORDS</b> Laura Janáčková	<b>HOW TO KEEP PEOPLE MOTIVATED</b>	<b>DATA UNDER ONE ROOF: FINANCIAL HEALTH</b> Coface	<b>PRICE STABILITY</b> Tomáš Sedláček	<b>CLIMATE GRIEF</b> Luboš Vrzalík	<b>OPPORTUNITIES FOR NEW MARKETS</b> Jiří Slavík	<b>PURCHASING NEGOTIATION FOR ADVANCED</b>	<b>AUTOMATION AND ROBOTIZATION OF REQUEST: TRANSACTION PROCESS, EVALUATION AND REPORTING</b> - a cross-section of the entire purchase - examples of individual automations 9x20min.: MOL Group – Peter Šmidovič, GasNet – Zdeněk Pytlíček, Siemens Energy, Blanco – Jan Hirsch, Škoda Auto – Václav Šlapka, Konica Minolta	<b>TECHNOLOGY UTILIZATION</b>	<b>DATA USAGE / PRICE BENCHMARKING</b> Ondřej Kuruc	
	<b>HOW TO NEGOTIATE A BETTER SALARY</b>	<b>DATA UNDER ONE ROOF: ENVIRONMENTAL IMPACT</b> Eco Vadis	<b>ECONOMICS AND PROCUREMENT</b> Tomáš Sedláček	<b>DECARBONISING SUPPLY CHAINS: MYTH OR REALITY?</b> Luboš Vrzalík	<b>PREPARING FOR UNEXPECTED CHANGES</b> David Konečný			<b>COST VALUE UTILIZATION – CASE STUDIES</b>	<b>ECONOMIC CRITERIA AND RISKS IN TENDERS</b> Kristína Kaplanová, Michal Garaj	
<b>AGENTS AS A TREND IN AI PROCUREMENT 2025</b> R.Kovář	<b>LEADERSHIP COMPETENCES</b> Hana Součková	<b>DATA UNDER ONE ROOF: SUPPLIERS UNDER THE MICROSCOPE</b> D&B								
LUNCH TIME	LUNCH TIME	LUNCH TIME	LUNCH TIME	LUNCH TIME	LUNCH TIME	LUNCH TIME	LUNCH TIME	LUNCH TIME	LUNCH TIME	LUNCH TIME
<b>GRAND FINALE</b>	<b>VELKÉ FINÁLE</b> 	<b>CASE STUDIES</b> 	<b>CPO – INVITATION ONLY</b>							
<b>BEST OF ROUNDTABLES</b>	<b>WORKING AND KISSING / WORKING RELATIONSHIPS</b> Laura Janáčková	<b>RAW MATERIAL</b>					<b>FUTURE OF AI</b> Jaromír Šponar	<b>COST VALUE UTILIZATION – CASE STUDIES</b>	<b>DECISION-MAKING PRACTICES IN PUBLIC PROCUREMENT – EXAMPLES FROM PPO AND OPC</b> Lubomír Kubička, Mojmír Florian	
<b>ECONOMY OF GOOD AND EVIL</b> Tomáš Sedláček		<b>PACKAGING MATERIAL</b>								



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THURSDAY 22<sup>ND</sup> MAY

1 TOP PROCUREMENT LEADERS	2 NEGOTIATION	3 CATEGORY MANAGEMENT	4 AT THE ROUND TABLE			5 TRAINING POINT	6 FUCK UP STAGE	7 ESG	8 STRATEGY IN PUBLIC PROCUREMENT
	<b>NEGOTIATIONS FOR ADVANCED</b> Dramaturgy: TWS Partners AG  	<b>CATEGORY MANAGEMENT / INDIRECT</b> Dramaturgy: Peter Majtán, Mikołaj Kuc  	<b>RECIPE FOR SUCCESS</b>  	<b>IMPRESSIONS AND FACTS</b>  	<b>PROCUREMENT COCKTAIL</b>  	<b>AI IN PROCUREMENT PRACTICE</b> Dramaturgy: R. Kovaľ  	<b>THROUGH MISTAKES ONE LEARNS</b> Dramaturgy: Jiří Růžanský  	<b>SUSTAINABILITY</b>  	<b>ENERGY CHALLENGES</b>  
	<b>BE A MASTER NEGOTIATOR WITH GAME THEORY</b> A proven strategy to expand - and get - a bigger piece of the pie  <b>BEHAVIOURAL ECONOMICS - THE POWER BEHIND YOUR NEGOTIATIONS</b> Walk away with tactics to win over even the toughest counterparts	<b>STRATEGY FOR THE VEHICLE FLEET CATEGORY: GTMS - TRANSITION TO ELECTROMOBILITY</b>  <b>ENERGY CATEGORY STRATEGY - GTMS IN A PRACTICAL EXAMPLE OF ELECTRICITY</b>  <b>CATEGORY MARKETING STRATEGY - GTMS BRAND COMMUNICATION</b>	<b>COST DRIVER</b> Mikołaj Kuc  <b>REvolution OR EVOLUTION: HOW AI IS CHANGING THE RULES OF THE GAME IN CATMAN</b> Mikołaj Kuc	<b>ENERGY CHALLENGES</b> Radek Špicar  <b>IMPORT AND EXPORT WAR</b> Radek Špicar	<b>HOW AI DRIVES INNOVATION</b> Hana Součková  <b>DATA AS THE BASIS FOR GOOD PROCUREMENT DECISIONS</b> Hana Součková	<b>AI ROLE IN MODERN PURCHASING</b> - biggest benefits of AI - negotiation, data analysis, prediction  <b>TOOLS AND TECHNOLOGY</b> - supply chain optimization tool - predictive analytics software  <b>INTERACTIVE PART</b> - simulation of negotiation with AI chatbot	<b>MISTAKES IN SUBMISSIONS</b>  <b>MISTAKES IN NEGOTIATIONS</b>  <b>MISTAKES IN OFFERS</b>	<b>IS A CAR REALLY GREEN OR HOW TO CALCULATE THE CARBON FOOTPRINT OF YOUR FLEET</b>  <b>IS PLASTIC REALLY BAD?</b>  <b>A SUSTAINABLE RELATIONSHIP WITH SUPPLIERS</b>	<b>TRANSITION TO SUSTAINABLE ENERGY - SUCCESSFUL TENDER</b>  <b>ELECTROMOBILITY</b>  <b>ENERGY SECURITY</b>
COFFEE BREAK	COFFEE BREAK	COFFEE BREAK	COFFEE BREAK			COFFEE BREAK	COFFEE BREAK	COFFEE BREAK	COFFEE BREAK
	<b>MASTERS OF NEGOTIATION</b> Dramaturgy: Kerkhoff Consulting, Scotwork  	<b>CATEGORY MANAGEMENT / INDIRECT</b>  	<b>PROCUREMENT TANGO</b>  	<b>NINJA TECHNIQUES OF PROCUREMENT</b>  	<b>ELIXIR OF SUCCESSFUL</b>  	<b>AI V AKCI A PLÁN IMPLEMENTACE</b>  	<b>ERRORS AS STAIRS TO THE TOP</b>  	<b>STRATEGIES FOR SUSTAINABLE DEVELOPMENT</b>  	
<b>COMPETITIVENESS OF EUROPE</b> Radek Špicar	<b>TACTICS AND STRATEGIES FOR NEGOTIATION IN PROCUREMENT</b> Kerkhoff Consulting	<b>STRATEGIES FOR NON-STANDARD CATEGORIES - GTMS SPECIALIZED MATERIALS</b>  <b>NEW TRENDS IN CATEGORY MANAGEMENT: FUTURE STRATEGIES FOR CATEGORIES WITH REGARD TO SUSTAINABILITY AND INNOVATION</b>	<b>UNDERSTANDING SUPPLIER BEHAVIOUR</b> Ondřej Dvořák  <b>INNOVATION THROUGH THE SUPPLY CHAIN</b> Ondřej Dvořák	<b>CYBERSECURITY</b> David Konečný  <b>CURRENT EU REGULATION IN INDUSTRY</b> Havel & Partners		<b>SIMULATING THE USE OF AI IN A MODEL SITUATION</b>  <b>BENEFITS AND CHALLENGES</b> - benefits of implementing AI in procurement - risks and how to face them  <b>ACTION PLAN</b> - implementation steps - setting objectives and measuring results	<b>DEPENDENCE ON SUPPLIERS</b>  <b>PITFALLS IN TECHNOLOGY UTILIZATION</b>  <b>INFLEXIBILITY OF COMMODITY STRATEGY</b>	<b>REPORTING</b>  <b>RESPONSIBLE PURCHASING</b>  <b>LIFE CYCLE ASSESSMENT</b>	
LUNCH TIME	LUNCH TIME	LUNCH TIME	LUNCH TIME			LUNCH TIME	LUNCH TIME	LUNCH TIME	LUNCH TIME

**PROCUREMENT REGATA**

