

# eBF 2016 PROGRAMME

TUE 8.11



Run Ostrava with Malcolm  
7:00 - In front of Imperial Hotel

WEDNESDAY 9.11



Run Ostrava with Malcolm  
7:00 - In front of Imperial Hotel

THURSDAY 10.11

FRIDAY 11.11

## TOGETHER II EXHIBITION - VERNISSAGE

An exhibition of artworks by buyers and procurers, as well as people from NAR (PROEBIZ) along with their associates and family members. Paintings, sculptures, drawings, ceramics, photography and more.

1  
19:00 - 21:00



### A CONGRESS HALL HOTEL IMPERIAL / CZ, SK, PL, EN

Opening ceremony  
MILAN KAPLAN

3  
9:00 - 9:30

4  
9:30 - 14:00

Prologue: Jan Zahálka

## ePROCUREMENT MEETING

- Annual summary of e-enabling, eAuctions, processes and digital footprints. **JÍŘÍ ŠPALEK**
- Basic rules of MULTICRITERIA. **ALENA SEVČÍKOVÁ, MARTIN GARAJ**
- Forms of collective, objective evaluation commissions. **VIKTOR WENDLER, ALENA VACKÁŘOVÁ**
- Selling eAuctions and their growing appeal. **JAN HAVLÍK, TOMÁŠ LINDA**
- Life-cycle costs of products and public procurement. **JAROSLAV LEXA, DOMINIK DE MEHLEM**
- ESPD & e-Certis - support on the way to once-only principle in e-procurement. **NIKITA STAMPA**
- All that can be accepted as NON-DISCRIMINATORY in PP. **JAN ZAHÁLKA, KATEŘINA KOLÁČKOVÁ**

IMPERIAL COFFEE BREAK

11:30 - 11:50



IMPERIAL

5  
17:00 - 18:30

## FSA

### FAIR SOURCING AWARDS

Awards for inspirational, innovative or long-term use of eAuctions, enquiries and other electronic procurement tools. Gala evening with announcement of results and prize giving.



### A CONGRESS HALL HOTEL IMPERIAL / CZ, SK, PL, EN

21  
9:00 - 13:30

Prologue: Jan Vašek

## eSOURCING MEETING

- How to be successful in the renovation of a buildings worth 200 million CZK. **MILOS OLEJNÍK**
- Annual summary of e-enabling, eAuctions, processes and digital footprints. **JÍŘÍ ŠPALEK**
- How can long-term suppliers be given an advantage during selection? **MARTIN ZELINKA, MICHAL KRISTINÁK**
- Sharing savings with suppliers. **ONDŘEJ JOMBIK, TOMÁŠ VEIT**
- Integrating procurement into innovation. **ANNA KUBIAK, RAFAŁ DADOS**
- Mistakes in procurement - war stories. **JAN VAŠEK, MARTIN JARÁBEK**

IMPERIAL COFFEE BREAK

11:00 - 11:20



IMPERIAL

22 A  
16:00 - 17:00

## GUIDED TOUR OF OSTRAVA

Bus tour of the most interesting parts of Ostrava. Two centuries of architecture, industry and development of the city.

### B PRAGUE LOUNGE HOTEL IMPERIAL / CZ, SK, PL, EN

6  
9:30 - 11:00

## SUPPLIERS

Moderated by: Jan Vašek

- How can long-term suppliers be given an advantage during selection? **JAN VAŠEK**
- Building a structured procurement team. **IRA BLAZINA**
- Critical moments in managing relationships with suppliers. **RAFAŁ DADOS**
- How much does a change of supplier cost you? **JÍŘÍ ROŽANSKI**

IMPERIAL

7  
11:20 - 13:00

## PROCUREMENT LEVERS

Moderated by: Bronislav Neubauer

- Reducing your supplier portfolio. **BRONISLAV NEUBAUER**
- eProcurement platforms for negotiating with suppliers. **LUCIE SEBELOVÁ**
- Design to Cost. **PETER CAMBAL**
- Spend management. **BERTRAND MALTAVERNE**

IMPERIAL

8  
14:00 - 15:30

## JAN VAŠEK

### MISTAKES IN PROCUREMENT

Real life examples illustrate failures typical for each of the five procurement strategy levels.

Opportunity to learn from other people's mistakes and exchange experience with other purchasing experts.

IMPERIAL

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### C BUDAPEST LOUNGE HOTEL IMPERIAL / CZ, SK, PL, EN

9  
9:30 - 11:00

## PRICING

Moderated by: Martin Wiederman

- Procurement when prices are falling. **MARTIN WIEDERMAN**
- Price and inflation clauses in long-term contracts. **KAREL OTÝS**
- Traps in price bids. **ONDŘEJ JOMBIK**

IMPERIAL

10  
11:20 - 13:00

## CATEGORY MANAGEMENT

Moderated by: Martin Zelinka

- Experience in applying the principles of Category Management. **PETR ŠAMÁREK**
- How to improve your negotiating position in difficult procurement categories. **MARCO PERTL**
- Savings and KPI in indirect categories. **TOMÁŠ VEIT**
- How to buy from a monopoly. **MARTIN ZELINKA**

IMPERIAL

11  
14:00 - 15:00

## BRONISLAV PÁNEK

### OUTSOURCING AND SUPPLIER MANAGEMENT

Where the opportunities for outsourcing are in procurement. Commodities proven for outsourced procurement. How to avoid critical supplier errors.

IMPERIAL

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### D PRACTICAL ARENA NAR / CZ, SK, PL, EN

12  
9:30 - 11:00

## CONSTRUCTION

Moderated by: Mário Biñas

- Store renovation. **MÁRIO BINAS**
- Construction of a 4-star hotel in Bešeňová. **MIROSLAV TAPPER**
- Using ticker auction for construction investment. **DANIEL HEČZKO**
- The successful and long-term use of supplier ratings in construction eAuctions. **ZDENEK PYTLECKÝ**

NAR

13  
11:20 - 13:15

## TCO

Moderated by: Branislav Šarmír

- Renewal of a car fleet. **BRANISLAV ŠARMÍR**
- Using the principle of TCO when procuring IT. **PATRIK MAURIC**
- Isn't TCO like staring into a crystal-ball? **JAN VAŠEK**
- Procurement of technologies. **JÍŘÍ ROŽANSKI**
- Research into using eAuctions. **MARCO PERTL**

IMPERIAL

14  
14:15 - 15:45

## SERVICES

Moderated by: Tomáš Veit

- Leasing services. **TOMÁŠ VEIT**
- Construction maintenance and a variety of eAuctions in the same project. **MARTIN HOFFRICHTER**
- Waste management. **LUCIE SEBELOVÁ**
- International transport. **ZANETA VEBROVÁ**

IMPERIAL

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### E TRAINING POINT NAR / CZ

15  
9:30 - 11:00

## ERMMA

Practical training in working effectively with an English reverse multicriteria multi-item eAuction.

- Set up a large eAuction for the procurement of a car fleet or machinery under the supervision of a trainer.
- Bring your own ideas or requirements. **ANDRZEJ KULBIŃSKI**

NAR

16  
11:20 - 12:30

## NIPPON

Practical training in setting up a Japanese ticker eAuction. Learn under what circumstances it is preferable to other types of eAuction or other forms of procurement negotiation. **MARIAN GAŁUSZKA**

PRIVATE SECTOR / TRAINING

17  
12:30 - 13:15

## SELLING ERMMA

Practical training in setting up an eAuction platform for a purely selling auction: What should be done differently, practical guidelines and recommendations. **ONDŘEJ ŽÍDEK**

IMPERIAL

18  
14:15 - 15:15

## eWORKFFLOW

Practical training in working with this software for the creation, approval, processing and recording of procurement requirements. eWORKFFLOW in procurement processes linked with electronic negotiation platforms. **JÍŘÍ CUDLÍN, ANDRZEJ KULBIŃSKI**

PRIVATE SECTOR / TRAINING

19  
15:15 - 15:45

## HOLLAND

Practical training and guidelines for setting up the PROEBIZ version of a Dutch ticker eAuction. Experience, ideas, templates. **SOFIE POPOVA**

IMPERIAL

### A CONGRESS HALL HOTEL IMPERIAL

36  
9:00 - 10:30

## NETWORKING MEETING

(EXTENDED COFFEE BREAK)

Fourteen round tables with ten chairs each. At each will be seated the eBF organisers and presenters with a prepared topic for discussion and a taste to answer questions on this and more. Those on the list are the ones prearranged. You can, but don't have to, change tables depending on your interests, and choose some time at a free chair at any table. At twelve we'll hear the final whistle, listen to the jingle one last time, and say our goodbyes. That'll be the end of eBF 2016. See you in a year!

- eSourcing & eProcurement in the EU. **TOMÁŠ TRENKLER, MARINA KOSTKOVA, MATEUSZ BOROWIECKI, DOMINIK DE MEHLEM, JOSIP BEŠTA**
- Using various types of eAuction. **PETER MIKULÁŠ, TOMÁŠ BĚLOHLÁVEK, JUDITA KALÁBOVÁ**
- HOUSTON and user support. **JÍŘÍ ŠPALEK, MARIAN GAŁUSZKA, SOFIE POPOVA**
- Education. **JÍŘÍ CUDLÍN, ANDRZEJ KULBIŃSKI, KAREL OTÝS**
- eBF, FSA and APUE.N. **ZUZANA KAWULOKOVÁ, MARCELA TURČANOVÁ, LINDA MACHOVÁ**

6  
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26  
9:00 - 10:30

## ECONOMIC ADVANTAGE

Moderated by: Jaroslav Lexa

- Economic advantage and decision making in practice. **JAROSLAV LEXA**
- How to determine correct weightings. **BARBORA UZDAROVÁ**
- Suitability of using economic advantage. **KATEŘINA KOLÁČKOVÁ**

IMPERIAL

27  
10:50 - 12:30

## ePRO CLOUD

Moderated by: Marcela Turčanová

- Four tie-breaking criteria for identical bids. **MARCELA TURČANOVÁ**
- eAuctions for the selection of a mobile network operator. **ELŽBIETA WIADERNA - BEDRIJCZUK**
- Fiscal responsibility in public procurement. **GORDANA VLAHOVIĆ**
- Division of a tender into parts in compliance with the law. **DAŠA PALÁKOVÁ**

IMPERIAL

28  
13:30 - 15:00

## LIFE-CYCLE COST

Moderated by: Peter Mikuláš

- Procurement of industrial washing machines. **MARTINA ŠTASTNÁ**
- Life-cycle cost+ service + quality in PP for complex medical technology. **LUBOŠ BABARIK**
- Using Life-cycle cost in vehicle fleet renewal. **DOMINIK DE MEHLEM**

IMPERIAL

22 A  
16:00 - 17:00

## CZECHOSLOVAK MODERN ART IN THE FIRST HALF OF THE 20TH CENTURY

A visit to an exhibition at Ostrava Art Gallery along with expert interpretation.

29  
9:00 - 10:30

## HEALTHCARE

Moderated by: Zuzana Bučková

- Market research before the announcement of a tender. **ZUZANA BUČKOVÁ**
- Cyclical demands for pharmaceuticals. **MARTINA PODEŠTOVÁ**
- Successful procurement in an oligopoly. **ONDŘEJ KURUC**
- The procurement of medical technology. **LUKÁŠ UŘEŠ**

NAR

30  
10:50 - 12:45

## MULTICRITERIA

Moderated by: Ivana Ondruchová

- eTendering of a children's playground and sports ground. **ALENA VACKÁŘOVÁ**
- Alice in the Multicriterialand. **ALENA SEVČÍKOVÁ**
- Construction of social housing. **DEAN CORBISIERO**
- How to choose the winner of a tender of medical supplies where quality and price play the same role. **JAN SIDERIUS**

IMPERIAL

31  
13:45 - 15:10

## CONSTRUCTION eAUCTIONS

Moderated by: Jan Havlík

- Repair of a freight elevator. **JAN HAVLÍK**
- How to ensure savings without spending. **JAROSLAV LEXA**
- Construction of an ice-rink changing room. **JOSEF KOŇÁK**

IMPERIAL

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