

KONFERENCJA ZAKUPOWA



PROCUREMENT ANGELS 2021

23-24 WRZEŚNIA WARSZAWA

HOTEL AIRPORT OKĘCIE

CONFERENCE PROGRAMME



#PA21

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8:00 - 9:00 Registration of participants

9:00 - 9:10 Welcoming by Karolina Nowakowska

09:10 - 09:50



Grzegorz Olechniewicz
Manager, Procurement Expert
GOODMAN GROUP

09:50 - 10:30



Cezary Barszczewski
Proxy / Supply Chain Director
DUSSMANN POLSKA

10:50 - 11:30



Daniel Matela
Senior Manager, Capital Procurement
GLAXOSMITHKLINE

11:30 - 12:10



Anna Moroń
Procurement and Logistic Director
RADPOL SA

11:30 - 12:10



Łukasz Jędraszek
CPO
TAURON CIEPŁO

10 reasons for losing competitiveness in purchasing

- Bad practices that affect the purchasing goals and results
- Procedures or competences? What is more important?
- Strategic impact of procurement on the cost advantage on the market

Purchase of goods and services in the FM company against of interrupted supply chains

- Relationships with supplier in pandemic environment
- Challenges for the supply chain on the Dussmann Poland example
- Procurement trends in the coming months - the impact of disrupted supply chains

Procurement Risk Management: Easier, Faster, Better

- 3 key questions before you start
- 5C rule (coordination, competences, comprehensiveness, consistency, capital intensity)
- Case Study: risk management at Production Machines category

How to tell and explain the management that there will be no more „cuts“?

- Strategy - what we have to do before the meeting
- Meeting agenda and plan
- Effectiveness of the message

Procurement? Sounds good. So what to do to keep music playing in procurement?

- Who should a procurement "conductor" be?
- How should a procurement orchestra play?
- Who is "faking" at a procurement concert?

13:40 - 14:20



Krzysztof Grygiel
Senior Global Commodity Manager
ESAB

100 days in new procurement role - procurement honeymoon?

- What is actually going on here?
- Create something out of nothing ...
- What's next?

14:40 - 15:20



Paweł Golan
Procurement Manager
WELCOME AIRPORT SERVICES

Group C [Tail Spend] supplier consolidation strategy

- How to analyze data for category C management
- Sponsor - a key element of the process. How to convince him to make our life easier
- Group C strategy Implementation stages and achievable results based on real example

15:20 - 16:00



Patryk Madej
Global Category Manager
VESTAS WIND SYSTEMS

Theoretical and practical aspects of success in e-auctions

- Types of auctions and their proper application in negotiations
- Auction process - from idea to savings
- The most common mistakes - how to avoid them?

16:00 -16:10 Summary and Closing of DAY ONE of Conference

20:00 - Banquet



9:00 - 9:10 Welcoming by Karolina Nowakowska

09:10 - 09:50



Iwona Gogolewska
Procurement Manager
ENPROM

09:50 - 10:30



Dawid Redzik
Procurement Coordinator
BUNGE

10:50 - 11:30



Wojciech Marchwicki
Chief Procurement Officer
ING BANK ŚLĄSKI S.A.

11:30 - 12:10



Marcin Bednarski
Head Of Commercial Department
AIR NAVIGATION SERVICES AGENCY

13:00 - 14:00



Artur Proć i Kamil Magier
Purchasing Expert and Legal Advisor

From Zero To Hero. Transformation of the role of the purchasing department – Case Study

- Purchasing process in a project-oriented organization
- Pitfalls and Limitations
- The new face of the purchasing department

"Take the procurement levers to the limit." A guide, how to use of purchasing levers

- What are the buying levers?
- Advantages and disadvantages of the most popular levers
- How to create and use levers. Case Study

Supplier management - a nuisance or measurable effects?

- Discussion of issues related to the supplier management model
- Practical description of the supplier management process
- Increased awareness of the benefits of the supplier management process

Purchases in the Public Procurement Organizations

- Outline of obligations arising from the application of the PPL
- Internal purchasing conditions
- Purchasing barriers at Contracting Entities obliged to apply the PPL

Public procurement vs commercial purchases

- Facts and myths about public procurement and commercial purchasing
- The magnetic secret to repel public procurement and commercial purchases
- Purchasing yin-yang, or how to achieve balance following the lean trail

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