Procurement Technology & Talent in Kanton Zug

Tuesday 10th April 2018

Leading global excellence in procurement and supply
## Content of summary

### Procurement Technology & Talent in Kanton Zug

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10th April 2018
10th April 2018  →  AGENDA
Procurement Technology & Talent in Kanton Zug

17:30  Event Registration

18:00  Event start and introductions
  ⊗  CIPS & CIPS Switzerland
  ⊗  TFZ and Kanton Zug

18:15  Mrs Claudine Schelp, VP Sourcing at Crown Europe
  'How a New Sourcing Team Can Trigger the Cultural Change'

18:40  Mr Peter Wright, Infinite Insights
  'Motivation: A view from inside the brain'

19:05  Mr Paul Lacy-Smith, CPO at Restaurant Brands International
  'Procurement: Enabling Transparency & Trust in the Food Chain'

19:30  Networking & Interaction with Zug-based companies

21:00  Event close
10th April 2018 —> Many Thanks to the Sponsors
Procurement Technology & Talent in Kanton Zug

PowerSnackBox

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Alternative Distribution Financing Ltd.

Alternative Distribution Financing Ltd. (ADF) is part of GSCF Group based in Zug, headed by Global Supply Chain Finance Ltd., the world’s leading servicer of supply chain finance programs with over 26 years experience. ADF structures and finances programs for companies worldwide.

WHY ADF?
Tailored solutions for the financing of companies’ Accounts Receivable and Accounts Payable
Companies enhance liquidity and increase sales whilst reducing risk and improving working capital metrics
Backed by diversified funding sources from bank and non-bank investors
Program servicing by GSCF’s state-of-the-art processing platform

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Deloitte Consulting AG
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Deloitte is an undisputed leader in supply chain consulting with extended expertise on End-to-End Supply Chain matters, including:
• Supply Chain Strategy
• Sourcing and Procurement
• Supply Chain Planning
• Product Lifecycle Management
• Digital Supply Chain

We rely on a global network of functional experts supported by:
• Dedicated industry leads,
• Proprietary tools in cognitive intelligence and AI,
• Partnerships with systems providers (SAP, Ariba & Coupa)
• Offshored services supporting in systems integration, spend and market analysis etc.
10th April 2018 –> Many Thanks to the Sponsors

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EMEA Recruitment GmbH
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• Operations
• Finance
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• Legal

Our clients have the highest standards when recruiting professionals and they demand the same high standards from us as their strategic recruitment partner.
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HICX Solutions has a proven track record in helping companies to manage their suppliers.

We can help your business:
Centralise your supplier data and processes
Onboard suppliers efficiently with flexible workflows
Minimise your risk with the help of auto populating questionnaires
Integrate seamlessly with multiple legacy systems
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Performex Consult GmbH, 6300 Zug

Excellence in:

- Supply Chain Management
- Management Consulting
- Interim Management
- Project Management

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Oxford International GmbH

Global Supplier of experienced Consultants and Project Teams

We offer solutions in

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✓ IT
✓ Life Sciences

www.oxfordglobalresources.ch
Images from the event:
Images from the event:
Images from the event:
Images from the event:
CIPS globally:

- Established in 1932 and awarded a royal charter in 1992
- The world’s largest procurement and supply professional organisation
- A community of > 110,000 people
- A global not-for-profit organisation, with regional offices in the UK, Africa, Australia, MENA and China, supporting corporates, public sector and SMEs in all sectors
- Partnering with United Nations Secretariat, UNOPS and UNDP to deliver procurement best practice to the developing world

CIPS-Switzerland:

- Established 2012. A voluntary group of purchasing practitioners
- Over 300 subscribing members resident in Switzerland
- A community of ~ 1,300 people via Linkedin.com  CIPS-Switzerland
- 6-8+ evening events per year. Typically 50 to 100+ participants
Lausanne, April 26th, “Procurement in the Circular Economy Era”
Zurich, June 20th, “Women in Procurement Workshop”
Lausanne, June 20th, “Purchasing of Legal Services”
Basel, June 21st, “Grand Category Debate”
Lausanne, September 6th, “Collaborating with Start-ups”
Bern, September 12th, “Purchasing of Specialist Capital Equipment”
West-CH event at CERN, 8th November
Zurich event on Auctions / Outsourcing / Digitalization, Autumn’18
Here is 7 good reasons:

1. Free entrance to 10+ CIPS-Switzerland evening events and entrance to other branch events around the world

2. Access to international professional networking and leading best practice content, e.g. tools, knowledge, category practice, expert advice

3. Monthly “Supply Management” magazine

4. Discounts for several Swiss based conferences, workshops and courses

5. CIPS is the leading voice of the procurement and supply profession and, with a global community of over 103,000 members in 150 countries

6. Opportunity to gain internationally recognized Chartered and Certified membership for continuous career development

7. CIPS takes leading positions on ethics, modern slavery, sustainability

£190/year, join as an affiliate via: https://www.cips.org/en/membership/joinonline
Procurement Technology & Talent in Kanton Zug

Zug : Highly Diversified Industries

- Commodity trading
- Wholesale / distribution of brands
- Life science (Pharma / Biotech / Med Tech)
- High Tech Industry
- Information and communication technology (ICT) incl. Fintech

- Financial services (Private Equity & VC / Banking / Asset management / Insurance & Captives)
- Sports articles / Sports marketing

Corporate functions:
- Full headquarters
- Procurement / Supply Chain / IP
Procurement Technology and Talent in Kanton Zug

Zug: The Best Overall Package

Leading global excellence in procurement and supply
Leading global excellence in procurement and supply

10th April 2018 -> Technology Forum Zug
Procurement Technology & Talent in Kanton Zug

- providing an active exchange platform for technologically leading, innovative companies in the Greater Zug Area

- supporting the industrial sector with special focus on key technologies and defined technological areas

- concentrating existent know-how in «clusters» to foster the exchange on know-how, technologies and experiences
10th April 2018 -> Technology Forum Zug
Procurement Technology & Talent in Kanton Zug

sector clusters

Pharma
Medical
ICT
Product & System

topic expert clusters

automation & controls
electronics
software
applied ICT
environmental techn.
supply chain mgmt.
microtechnology

Platform for decision-makers: discussions on strategic, innovation- and technology-oriented topics & networking

Platform for the topic experts: special topic-focussed discussions, networking

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10th April 2018 -> Two “rules” of the evening
Procurement Technology & Talent in Kanton Zug

1. Courtesy to the Presenters & others in the audience

Please
TURN OFF CELL PHONES MUTE ALL ELECTRONICS

www.anytimesign.com/turnoff

2. Your feedback is very important to CIPS-CH

KEEP CALM AND
FILL OUT THE SURVEY

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10th April 2018

AGENDA

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19:30 Networking & Interaction with Zug-based companies

21.00 Event close

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Event Survey - Question 1:
How did you get to hear about this CIPS event?

- e-mail Notification: 46%
- CIPS advert: 22%
- Other, Misc.: 24%
- British Swiss Chamber of Commerce: 0%
- Linkedin.com: 8%

Learning multiple channels of communication contribute to good participation.
Event Survey - Question 2:  Where are you resident..?

- Zug-area: 40%
- Bern-area: 0%
- Basel-area: 2%
- Lausanne-area: 0%
- Geneva-area: 5%
- Schaffhausen-area: 5%
- Outside-CH: 2%
- Zurich-area: 46%

Learning
Most people attending from the local area.
Event Survey - Question 3:
Using a scale of 0 (= low) to 10 (= high), please rate the presentations:

<table>
<thead>
<tr>
<th></th>
<th>Delivery style</th>
<th>Presentation Content</th>
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<tbody>
<tr>
<td>Claudine Schelp</td>
<td>7.3</td>
<td>8.1</td>
</tr>
<tr>
<td>Peter Wright</td>
<td>8.2</td>
<td>7.7</td>
</tr>
<tr>
<td>Paul Lacy-Smith</td>
<td>9.3</td>
<td>9.0</td>
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10th April 2018 -> Event Survey
Procurement Technology & Talent in Kanton Zug

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Event Survey - Question 4 & 5:

Several attendees volunteered as future presenters.

Also, the following candidates topics were raised:

- Block Chain
- Organizational Reshaping
- Sourcing Services
- Knowledge sourcing and management
- Risk Management
- M&A
- Block Chain
- Sourcing Best Practice
- IoT
- Block chain
- Sustainability
- Contingent Workforce
- Block Chain in procurement
- Women in Procurement
- Crisis Management
- Women in Procurement
- Artificial Intelligence
- Digitalization
- How to bring innovation into the company
- Digital marketing procurement
Event Survey - Question 6:

How many times per year would you like to participate in a CIPS Swiss event (Networking, presentations, site visits, etc..):

- Monthly: 10%
- Bi-monthly: 17%
- Quarterly: 55%
- 6-months: 15%
- Yearly: 3%
10th April 2018 —> Event Survey
Procurement Technology & Talent in Kanton Zug

**Question 7:** > 80% of the participants were purchasing practitioners
70-30 mix of Specialists/managers and Directors/CPO

Total spend influence of the survey participants > 50.0 Bn CHF

![Bar Chart](chart.png)
Attendees were notified about the event by several different communication channels.

All event speakers gave really great presentations.

Many topics for future meetings proposed.

Majority of attendees favour Quarterly/Bi-monthly meetings.

Over 50 Bn$ of purchasing influence at the event.

A diverse mix of participants from CPO’s to junior buyers.

Over 20 different nationalities present at the event.
Keeping in touch:

Go to Linkedin.com
Type in: CIPS Switzerland

Next events in 2018:

• Lausanne, April 26th, “Procurement in the Circular Economy Era”
• Zurich, June 20th, “Women in Procurement Workshop”
• Lausanne, June 20th, “Purchasing of Legal Services”
• Basel, June 21st, “Grand Category Debate”
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