Public and Private Sector Procurement Forum
Best Practice Exchange

30th January 2018
Geneva
You’re in GREAT company today

3M
Amcor
Audemars Piguet
Barry Callebaut
BASF
Dow Chemical
F. Hoffmann-La Roche
Firmenich
Givaudan
Hitachi Zosen Inova
Johnson&Johnson
LafargeHolcim
Lexmark International
Losinger Marazzi SA
Novartis Pharma
Oracle
Orange
Philip Morris International
PPG Industries
Procter & Gamble
Ralph Lauren
Saurer
Solairedirect
Unilabs
... and many many others

CERN
City of Geneva
Gavi Alliance
International Organisation for Migration
International Atomic Energy Agency
International Labour Organization
International Telecommunication Union
International Trade Centre
The Global Fund
UNESCO
UNICEF
United Nations Institute for Training and Research
United Nations Office at Geneva
United Nations Office for Project Services
World Trade Organization
World Health Organisation
World Intellectual Property Organization
World Meteorological Organization

Private and Public Sector Procurement Forum
<table>
<thead>
<tr>
<th>Time</th>
<th>Session Title</th>
<th>Speaker/Role</th>
</tr>
</thead>
<tbody>
<tr>
<td>14:30</td>
<td>Welcome and Introduction:</td>
<td>Alex Sidorec, CIPS Committee Member</td>
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<tr>
<td></td>
<td>Opening</td>
<td>Stephen Farrell, UNOG Representative to CPAG</td>
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<tr>
<td></td>
<td>UNOG Introduction</td>
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<td></td>
<td>CIPS Introduction</td>
<td>John Everett, CIPS-Switzerland Chairperson</td>
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<td></td>
<td>CPAG Introduction</td>
<td>Sophie Hecht De Alwis, CPAG Chairperson</td>
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<tr>
<td>14:45</td>
<td>Indirect Spend: Excellence in Category Management</td>
<td>Rajat Mitra, Global Head of Indirect Procurement, Amcor (ATP)</td>
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<tr>
<td>15:15</td>
<td>SRM as Value Enabler: Going Beyond Cost Management</td>
<td>Katia Gutknecht, Procurement Project Solution Provider, KG-Consulting</td>
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<td>15:45</td>
<td>Networking Break</td>
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<tr>
<td>16:00</td>
<td>Procurement: evolving from buyer mode to business partnership model</td>
<td>Ohanes Missirilian, Procurement Learning &amp; Development, ByAction Learning</td>
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<tr>
<td>16:30</td>
<td>Sustainable Procurement Case Study: Firmenich’s Deep Roots</td>
<td>Sebastian Tissot, VP Sustainable Sourcing Strategy, Firmenich</td>
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<tr>
<td>17:00</td>
<td>Networking and Event Closing</td>
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CIPS-Switzerland Branch Introduction

John Everett, CIPS-Switzerland Chairperson

30th January 2018
Geneva
CIPS-Switzerland

- Local, but international English speaking purchasing network. Swiss branch of CIPS, the world’s largest purchasing association. It is a not for profit organization (charity status)

- CIPS-CH operates in Zurich-Zug, Basel and West Switzerland lead by voluntary group of passionate procurement professionals

- Team is focusing on organizing events and activities that:
  - activate workshops on specific topics
  - allow best practice and benchmark exchange
  - provide plenty of networking
  - connect private and public sector communities
  - support life learning principles

- CIPS-CH is committed to support local communities, diversity and sustainability topics in the both country and globally
CIPS-Switzerland Committee

Zurich
John Everett

West Switzerland
Alex Sidorec
Matteo Consonni

Basel
Nicole Everett
Pauline King

Bill Young
Sheetal Amit Singh
Fabien Cuisinier-Raynal
Wouter Vroom
Chris Holmes
CIPS-Switzerland Mission

“By procurement professionals for the international procurement community of Switzerland”, John Everett, CIPS-Switzerland Chairperson

- Enhance and protect the standing of the profession
- Promote the sharing of best practices and insights
- Promote highest standards of integrity
- Foster networking between professionals in Switzerland
# CIPS Switzerland Events

<table>
<thead>
<tr>
<th>Description</th>
<th>Overview</th>
<th>Comments</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of events</td>
<td>11</td>
<td>in Switzerland (2017)</td>
</tr>
<tr>
<td>Locations</td>
<td>5</td>
<td>Zurich, Basel, Lausanne, Geneva</td>
</tr>
<tr>
<td>Speakers</td>
<td>2-3</td>
<td>per event, privileging practitioners</td>
</tr>
<tr>
<td>Participation</td>
<td>40-100+</td>
<td>participants per event</td>
</tr>
<tr>
<td>Representation</td>
<td>20-60</td>
<td>Organizations per event</td>
</tr>
<tr>
<td>Audience relevance</td>
<td>junior to senior</td>
<td>healthy mix of the job profiles</td>
</tr>
<tr>
<td>Industries</td>
<td>all sectors</td>
<td>FMCG, Pharma, Chemicals etc.</td>
</tr>
<tr>
<td>Segments covered</td>
<td>Private business NGOs</td>
<td>Multi-national and mid-size International Organizations</td>
</tr>
<tr>
<td>Participation Fee</td>
<td>CIPS Members Non-Members</td>
<td>Free of charge Approx. CHF 25,-</td>
</tr>
</tbody>
</table>
CIPS Membership: 7 Reasons People Join Us

- Free entrance to 10+ CIPS-Switzerland events and entrance to other branch events around the world, connecting public and private sectors
- Access to international professional networking and leading best practice content, e.g. tools, knowledge and expert advice
- Monthly “Supply Management” magazine
- Discounts for several Swiss based conferences, workshops and courses
- CIPS is the leading voice of the procurement and supply profession with a global community of over 103,000 members in 150 countries
- Opportunity to gain internationally recognized Chartered and Certified membership for continuous career development
- CIPS takes leading positions on ethics, modern slavery, sustainability
# CIPS Switzerland: 2018 Q1/Q2 Pipeline

<table>
<thead>
<tr>
<th>Event Details</th>
<th>City</th>
<th>Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>Collaborating with Start-Ups to Ignite Innovation</td>
<td>Zurich</td>
<td>February 6th</td>
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<tr>
<td>Connecting Procurement and Supply Chain. Logistics Sourcing</td>
<td>Basel</td>
<td>March</td>
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<tr>
<td>Procurement in Era of Circular Economy (with WBCSD)</td>
<td>Lausanne</td>
<td>March</td>
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<tr>
<td>Technology and Talent</td>
<td>Zug</td>
<td>April 10th</td>
</tr>
<tr>
<td>Excellence in Indirect Sourcing and Category Management</td>
<td>Lausanne</td>
<td>TBC</td>
</tr>
<tr>
<td>Procurement Activating Ecosystems with Start-Ups</td>
<td>Lausanne</td>
<td>TBC</td>
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Thank You!
Help Us To Improve

www.cipsevent.ch