CIPS-Switzerland branch event
"Swiss Procurement Excellence & Winter Quiz"

22nd November 2017
Zurich
22nd November 2017 – AGENDA
"Swiss Procurement Excellence & Winter Quiz"

17:30   Event Registration

18.00   Welcome and Introduction
        John Everett, CIPS Switzerland and Dow Chemical

18.05   Swiss Re ProcureCon Europe Award Presentation NOMINEE
        "Best Cross-Functional Teamwork",
        Phil Singleton
        Procurements role in, and influence on, the organization

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        The range of necessary skills and how to raise them

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        "Most-Improved Procurement Operation",
        Gregory Smith
        Where to invest effort to have biggest improvement impact

19.20   Winter Quiz

21.00   Event close
Images from the evening
Images from the evening
22nd November 2017 – Survey Summary "Swiss Procurement Excellence & Winter Quiz"

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

Learning multiple channels of communication contribute to good participation.

- 43% e-mail Notification
- 20% Linkedin.com
- 20% Other, Misc.
- 17% CIPS advert
- 0% British Swiss Chamber of Commerce
Event Survey - Question 2: Where is your working location?

- Zurich-area: 76%
- Zug-area: 16%
- Basel-area: 4%
- Geneva-area: 0%
- Bern-area: 0%
- Schaffhausen-area: 2%
- Outside-CH: 2%

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>Speaker</th>
<th>Delivery style</th>
<th>Presentation Content</th>
</tr>
</thead>
<tbody>
<tr>
<td>Phil Singleton</td>
<td>8.4</td>
<td>8.2</td>
</tr>
<tr>
<td>Patricia Wilson</td>
<td>8.4</td>
<td>8.2</td>
</tr>
<tr>
<td>Gregory Smith</td>
<td>8.9</td>
<td>8.3</td>
</tr>
</tbody>
</table>
Event Survey - Question 4 & 5:
Several attendees volunteered as future presenters.
Also, the following candidates topics were raised:

Digital transformation, People capabilities, New trends, e.g. digital procurement, RPA in society Revenue-share models, Procurement role on Data Privacy etc., Negotiation in different cultures, artificial intelligence in procurement, best practice in consumer, luxury goods, pharmacy sourcing, ethics, legal, specialist Purchasing, digitalization, supplier collaboration enablers-how to open the doors, future of procurement, vendor management, more company success stories, what IT system are sourcing depts are using, pros/cons of digitalization, digital transformation, supplies collaboration - opportunities and challenges, digital procurement, success stories, defining and promoting procurement´s value proposition and demonstrating achievements, networking event; headhunter look for? training opportunities, digital transformation, cloud services, talent development topics, procurement and supply chain in construction
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: 9%
- Bi-monthly: 34%
- Quarterly: 41%
- Yearly: 5%
- 6-months: 11%
Question 7: > 80% of the participants were purchasing practitioners
65-35 mix of leaders/managers and Directors/CPO
Total spend influence of the survey participants > 15.0 Bn CHF
Event Survey - Question 8: What’s your nationality?

17+ Nationalities Present..!
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.

> 15 Bn$ of purchasing influence at the event.

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

17 different nationalities present at the event.
And you’re in GREAT company tonight

Approx. 85 individuals, of whom 31 are CIPS members.

Unblandeur
Romtelecom
Novartis Pharma AG
Alstom
SIG Combibloc
FirmTec
CTC Resourcing Solutions
Flowdays
PepsiCo
Freelance
Carlsberg
General Electric Renewable
Takeda
Heineken Switzerland
Walgreens Boots
Hero Group
Nestlé Skin Health
ICERTIS
Oerlikon AG

Asahi Europe
Roche
A S Watson
CABB
Kloepfel Consulting
Cembra Money Bank
Badenoch & Clark
Constellium
Landis+Gyr

Corning Inc
Barry Callebaut
Unilever UK Limited
Lonza
(blank)
Mettler Toledo
Mondelez

Leading global excellence in procurement and supply
CIPS-Switzerland, 22nd November 2017
Snapshot of CIPS-Switzerland 2017 events

Events are free to CIPS members. Non-Members pay £25/event
Typically 50 to 100+ people attend each event

Zurich/Zug:
-> 25th January, "Game Theory for Enhanced Negotiations"
-> 21st March, "Going Digital, Procurement in Kanton Zug"
-> 24th May, "Form Follows Function - Procurement Design for Success"
-> 18th June, "Procurement Women - Become a Better Networker"
-> 20th Sept, "Blockchain, AI, Sourcing Robotics and Alliances"
-> 22nd Nov, "Swiss Procurement Excellence & Winter Quiz"

Geneva/Lausanne:
-> 8th Feb, “2022 Future of Procurement - facing challenges?”
-> 27th April, "Contemporary & Future Status of Procurement Sustainability"
-> 27th June, "Challenges in Complex Supplier Networks"

Basel:
-> 20th June, "Big Data and Data Analytics in Procurement"
-> 25th Oct, "Collaborating with tart-ups to ignite innovation"
CIPS-Switzerland, New for 2018:

CIPS-Switzerland Advisory Board

What

The role of an Advisory Board Member in CIPS Switzerland is to provide insights and guidance to the Swiss branch of CIPS on current and future requirements of the Procurement profession.

The running of the Branch; for example on its aims, structure, strategy, objectives and program.

The selection of Committee and Advisory Board Members.

Responsibilities of a Member of the Advisory Board

Serve for a [two/three] year term. Speak at a CIPS Switzerland event at least once during their term.

With the other Members, organize meetings of the Advisory Board two/three times per year and make reasonable efforts to attend or contribute to these.

Agree to be referenced as an Advisory Board Member in communications and publications approved by the CIPS Switzerland Committee.
CIPS-Switzerland, New for 2018:

CIPS-Switzerland Advisory Board

<table>
<thead>
<tr>
<th>Douglas Else-Jack</th>
<th>Hitachi Zosen Inova</th>
</tr>
</thead>
<tbody>
<tr>
<td>Thierry Lagrange</td>
<td>CERN</td>
</tr>
<tr>
<td>Ruji Mahmud</td>
<td>DSM</td>
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<tr>
<td>Claudine Schelp</td>
<td>Crown Cork</td>
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<tr>
<td>Massimo Selmo</td>
<td>Barry Callebaut</td>
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<tr>
<td>Marianna Zangrillo</td>
<td>Swiss Port</td>
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Leading global excellence in procurement and supply

CIPS-Switzerland, 22nd November 2017
CIPS-Switzerland / 2016 Community

=> Approx. 260 members

=> But, where are our subscribers located...??

=> Special joining 2017 offer, save £50

(note: 25 are UN students)
CIPS-Switzerland / 2016 Community

- **Linkedin.com**
  CIPS-CH on Linkedin.com had 249 (2013) connections
  CIPS-CH on Linkedin.com has 705 (March-2015) connections
  CIPS-CH on Linkedin.com has 994 (Jan-2017) connections

- **CIPS-CH subscriptions (CIPS members listing CH as residence)**
  CIPS-CH subscription rate has increased ~ 100% since branch start...!

=> Special joining 2017 offer, save £50
1. Courtesy to the Presenters & others in the audience

Please
TURN OFF CELL PHONES
MUTE ALL ELECTRONICS

2. Your feedback is very important to CIPS-CH

KEEP CALM AND FILL OUT THE SURVEY
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