CIPS-Switzerland
Swiss Supply Management Excellence
5th December 2018
AGENDA

17.30 Event registration and refreshments

18.00 Event start and introduction
18.10 Prof. Herbert Ruile
   “Does purchasing need innovation?”,
   FHNW Basel

18:40 Alfred Münger
   “International Supply Chains for SME's”,
   Hochschule für Wirtschaft Freiburg

19.10 Mirko Kleiner
   “Lean Agile Procurement”,
   Flowdays

19.30 Networking whilst enjoying wine, beer, etc. together

21.00 (approx.) Event close
Images from the event
Images from the event
Event Survey – Question 1

How did you get to hear about this CIPS event..?

<table>
<thead>
<tr>
<th>Option</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>LinkedIn.com &amp; Social Media</td>
<td>26 %</td>
</tr>
<tr>
<td>CIPS Promotion</td>
<td>30 %</td>
</tr>
<tr>
<td>E-Mail Notification</td>
<td>22 %</td>
</tr>
<tr>
<td>Recommendation</td>
<td>15 %</td>
</tr>
<tr>
<td>Other</td>
<td>7 %</td>
</tr>
</tbody>
</table>

Learning multiple channels of communication contribute to good participation.
Event Survey – Question 2

Where are you resident..?

Learning
Most people attending from the local area.

<table>
<thead>
<tr>
<th>Option</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Zurich and surroundings</td>
<td>67 %</td>
</tr>
<tr>
<td>Basel and surroundings</td>
<td>0 %</td>
</tr>
<tr>
<td>Lausanne and surroundings</td>
<td>4 %</td>
</tr>
<tr>
<td>Bern and surroundings</td>
<td>7 %</td>
</tr>
<tr>
<td>Geneva and surroundings</td>
<td>4 %</td>
</tr>
<tr>
<td>Neuchatel and surroundings</td>
<td>0 %</td>
</tr>
</tbody>
</table>
Event Survey – Question 3

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>
</tr>
</thead>
<tbody>
<tr>
<td>Herbert Ruile</td>
<td>7.1</td>
<td>7.0</td>
</tr>
<tr>
<td>Alfred Münger</td>
<td>7.1</td>
<td>7.0</td>
</tr>
<tr>
<td>Paul Lacy-Smith</td>
<td>8.4</td>
<td>8.6</td>
</tr>
</tbody>
</table>
Several attendees volunteered as future presenters.

Also, the following candidates topics were raised:

Nachhaltigkeit im procurement, Application of technology platforms as presented when applicable, More content like flowdays, Chatbots, Digital technologies - blockChain, AI, robotics etc., I liked the overall strategic approach to procurement and its challenges in general: industry 4.0/IoT/digitalization.. and what does it means for us as procurement professionals, Blockchain and AI, Treat blocking situations in agile process, Procurement in Tourism. How to improve and be more efficient vs new online tools like expedia or trivago, Digitalization Systems for procurement (what else than ARIBA and how are these used, what are the possibilities?), Category Management and Demand Analysis, Organization of Procurement dpt in Global companies, More on procurement Innovation in practise, Operating and Management model design for PSM, Collaboration SC and procurement

More on Lean and Agile Procurement Transformations, Innovative and disruptive new procurement and biz terms ... education growth learning, Innovation in procurement

Smart contracts, please. ), Sourcing digitization, BPO, GDPR, COMPLIANCE, LEGAL DEVELOPMENTS, LEGAL SOURCING, IT SOURCING, Digitization in 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..)

<table>
<thead>
<tr>
<th>Option</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Monthly</td>
<td>15%</td>
</tr>
<tr>
<td>Bi-monthly</td>
<td>15%</td>
</tr>
<tr>
<td>Quarterly</td>
<td>41%</td>
</tr>
<tr>
<td>Every 6 Month</td>
<td>15%</td>
</tr>
<tr>
<td>Once per Year</td>
<td>15%</td>
</tr>
</tbody>
</table>
Event Survey – Question 7

> 70% of the participants were purchasing practitioners

<table>
<thead>
<tr>
<th>Option</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Chief Purchasing Officer</td>
<td>11%</td>
</tr>
<tr>
<td>Global Purchasing / Category Management</td>
<td>39%</td>
</tr>
<tr>
<td>Regional Purchasing / Category Management</td>
<td>0%</td>
</tr>
<tr>
<td>Purchasing Team Leader</td>
<td>17%</td>
</tr>
<tr>
<td>Category / Purchasing Manager</td>
<td>22%</td>
</tr>
<tr>
<td>Purchasing / Sourcing Specialist</td>
<td>11%</td>
</tr>
</tbody>
</table>
Event Survey Summary

- 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 40 Bn$ of purchasing influence at the event
- A diverse mix of participants from CPO’s to junior buyers
- Over 15 different nationalities present at the event

5-Dec-2018, Swiss Supply Management Excellence
Leading global excellence in procurement and supply
Something for your calendars
... a Procurious.com’s digital event from Zurich

Reach Your Summit

BIG IDEAS ZURICH
10.12.2018

BECOME A DIGITAL DELEGATE

5-Dec-2018, Swiss Supply Management Excellence
Leading global excellence in procurement and supply
CIPS-Zurich 2019 => targeting 4 events

**Date: 31-Jan-19**
Theme: Accelerating Proc. Careers  
Location: IST Zurich  
Presenters: Almut Schaefer (AXA),  
3 Recruitment agencies,  
Malcolm Harrison  
(new CEO of CIPS)

**Date: 07-May-19**
Theme: CFO’s and CPO’s  
Location: Zug, joint with Kanton  
Presenters:

**Date: End-Aug-19**
Theme:  
Location:  
Presenters:

**Date: End-Nov-19**
Theme:  
Location: IST Zurich  
Presenters

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21.00 (approx.) Event close
We value your feedback

- Please use your smart phones for this 1-2 minute survey, via:

  www.cipsevent.ch
Thank You!
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 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>12</td>
<td>in Switzerland (2018)</td>
</tr>
<tr>
<td>Locations</td>
<td>6</td>
<td>Zurich, Zug, Bern, 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, Finance, 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 30,-</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