Purchasing Information Systems (Sourcing Software Suites to Support the Procurement Function)

27th January 2016
Zurich
### AGENDA

Purchasing Information Systems (Sourcing Software Suites to Support the Procurement Function)

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27th January 2016 – AGENDA
Purchasing Information Systems (Sourcing Software Suites to Support the Procurement Function)

17:30  Event Registration
18:00  Event start and introductions
18.05  **Paolo Zaza, Partner at VPS Consulting**
       Information Systems for Procurement Transformation
18.35  **Evert Karsen, Global Procurement Director at CIM Press**
       Does the perfect Procurement IT tool really exist?
19.05  **Francesco Micheletti, Head of Procurement Intelligence & Performance Management at Marie Technimont**
       Creating Value through Supplier Procurement Platforms
19.35  Refreshments and networking
21.00  Event close
And you’re in GREAT company tonight

Approx. 100 individuals, of whom ~ 33% are CIPS members.

A.S. Watson Group
ABB Switzerland
Accenture
Addax Petroleum Services
Bacardi
Bank Julius Bär
Barry Callebaut
BearingPoint
Bombardier
Burger Consulting
CABB
Carlsberg
Corning
CPO Interactive
Credit Suisse
Deloitte Consulting
Deloitte Consulting AG
Dold Ag
DSM
DuPont
Eaton
EMEA Recruitment
EnsightFull GmbH
EY

FritoLay Trading
GBHorizons
GE Renewable
Givaudan
Hamilton Bonaduz
Hero Group
Hilti
Hitachi Zosen Inova AG
IT-Suppliers.com
LeasePlan
LeasePlan Supply Services AG
Lonza
Marie Technimont
Monsanto
MWV International
OC Oerlikon Management AG
Oerlikon

Olin
PA Consulting Group
Panalpina
PwC
Roche
SABMiller
SC srl
Schindler
Sika
Skywalker Asset
Soltar
Steiner AG
TE Connectivity
TESI SpA
UK Trade & Investment
Walgreens Boots
Wittenwiller
Snapshot of the CIPS-Switzerland 2015 event list

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

Zurich
-> CAPEX Value, Solutions and Examples
-> Procurement Excellence from Kanton Zug
-> Reinventing Manufacturing and Rethinking Supply Chains
-> Legal Service Procurement - Best Practices

Geneva
-> Negotiation expertise
-> Careers in Procurement

Basel
-> SRM Global perspectives, current challenges & opportunities

Leading global excellence in procurement and supply
CIPS-Switzerland, 27th January 2016
CIPS-Switzerland events, typically

1/. Very internationally diverse (reflecting the Swiss purchasing community)

   e.g.

2/. Super range of attendees (from senior to junior roles)

   e.g.
CIPS-Switzerland / 2015 Community

=> Approx. 250 members

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

=> Approx. 250 members

CIPS-Switzerland, 27th January 2016
CIPS-Switzerland / 2015 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 897 (Jan-2016) connections

- CIPS-CH subscriptions (CIPS members listing CH as residence)
  CIPS-CH subscription rate has increased ~ 88% since branch start...!
CIPS-Switzerland / Next Event

• Date: 10th March 2016
• Location: Zug
• Presenters: 2-3 senior purchasing directors (practitioners) from companies based in Kanton Zug

=> Last year over 100 participations

• This year we’ll also have 4+ Zug based Procurement Service companies highlighted in the networking session
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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21.00  Event close
Event Survey - Question 1:
How did you get to hear about this CIPS event..?
Event Survey - Question 2:  Where are you resident..?

Learning
Most people attending from the local area.

- Zurich-area: 67%
- Bern-area: 2%
- Zug-area: 13%
- Geneva-area: 4%
- Basel-area: 5%
- Lausanne-area: 2%
- Outside-CH: 7%
- Schaffhausen-area: 0%
Event Survey - Question 3:
Using a scale of 0 (= low) to 10 (= high), please rate the presentations:

<table>
<thead>
<tr>
<th>Name</th>
<th>Delivery style</th>
<th>Presentation Content</th>
</tr>
</thead>
<tbody>
<tr>
<td>Paolo Zaza</td>
<td>7.1</td>
<td>7.3</td>
</tr>
<tr>
<td>Evert Karsen</td>
<td>8.0</td>
<td>8.0</td>
</tr>
<tr>
<td>Francesco Micheletti</td>
<td>8.7</td>
<td>8.1</td>
</tr>
</tbody>
</table>
Event Survey - Question 4 & 5:
Several attendees volunteered as presenters.
Also, the following candidates topics were raised:

- Up-skillling of procurement (from tactical-> strategic), Raw material tools,
- procurement KPI definition, e-procurement, buying consulting, People management,
- developing your procurement team, Total cost analysis and tools,
- Peoples skill development in changing environment, moving to soft skills,
- Buying consortia, external partnership, how to deliver, Contract manufacturing purchasing,
- Contracts & negotiations, how to value get out of procurement tools,
- Women in Procurement, Lawyer spend, Negoera won experience sharing,
- Travel procurement, Procurement controlling, HR services and finance services sourcing
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: 12%
- Bi-monthly: 16%
- Quarterly: 62%
- Yearly: 2%
- 6-month: 8%
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**Question 7:** > 75% of the participants were purchasing practitioners

60-40 mix of Specialists/managers and Leaders/Directors/CPO

Total spend influence of the survey participants > 100.0 Billion CHF (approx. 100 Bn$)
Event Survey - Question 8: What’s your nationality?

- German: 18.0%
- Swiss: 16.0%
- British: 12.0%
- French: 12.0%
- Italian: 12.0%
- Hungarian: 8.0%
- Belgian: 8.0%
- USA: 6.0%
- India: 4.0%
- Denmark: 2.0%
- Dutch: 2.0%
- Austrian: 0.0%
- Belarus: 0.0%
- Finnish: 0.0%
- Portuguese: 0.0%
- Chinese: 0.0%
- Croatian: 0.0%
Some images from the evening
Many thanks to our three speakers:

Evert Karsen, Francesco Micheletti, Paolo Zaza
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