## Index / Topic

<table>
<thead>
<tr>
<th>Topic</th>
<th>Page</th>
</tr>
</thead>
<tbody>
<tr>
<td>Images from the event</td>
<td>3 - 5</td>
</tr>
<tr>
<td>Event Survey results</td>
<td>6 - 12</td>
</tr>
<tr>
<td>Slides from the event introduction</td>
<td>13 - 25</td>
</tr>
</tbody>
</table>
Images from the event

John Everett  Malcolm Harrison  Ugo Vale  Almut Schaefer  John Byrne  Oliver Matthes

31-Jan-2019, Accelerating Procurement Careers

Leading global excellence in procurement and supply
Event Survey – Question 1

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

Learning multiple channels of communication contribute to good participation

<table>
<thead>
<tr>
<th>Option</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>LinkedIn.com &amp; Social Media</td>
<td>38%</td>
</tr>
<tr>
<td>CIPS Promotion</td>
<td>20%</td>
</tr>
<tr>
<td>E-Mail Notification</td>
<td>23%</td>
</tr>
<tr>
<td>Recommendation</td>
<td>15%</td>
</tr>
<tr>
<td>Other</td>
<td>4%</td>
</tr>
</tbody>
</table>

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Where are you resident?..?

Learning
Most people attending from the local area.
### Event Survey – Question 3

Is this your first CIPS-Switzerland event??

<table>
<thead>
<tr>
<th>Option</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Yes</td>
<td>34 %</td>
</tr>
<tr>
<td>No, I’ve already been to 2-4 already</td>
<td>38 %</td>
</tr>
<tr>
<td>No, I’ve already been to 5+ already</td>
<td>28 %</td>
</tr>
</tbody>
</table>
The following candidates topics for future event were raised:

Target operating model benchmark of pro organisations, "AI/Blockchain in Procurement", "Success stories Develop talent Stakeholder management",  How to develop a new generation procurement skills? It would be great to meet procurement professional with a brilliant career path., Technology & digitisation in Procurement, Develop more on AI and future trends within procurement, How to go from buyer to CPO, Technology to improve big data leverage for the function, "CSR, sustainability Education, courses, keeping on track with new technologies", Very relevant topics, prefer to go in deeper rather than scratching the surface., Automation, robotics and AI, Introduction of future purchasing and the current trend of purchasing, AI and procurement, "In depth review about women in purchasing industries Soft skills required for purchasing Industries-main skills required to move in depth in purchasing careers", I am interested about latest Procurement digital tools and disruptive supplier offers for specific categories., Digitalization will replace procurement experts?, Innovation. Procurement role in bringing in innovation., Legal Procurement, This event was excellent in terms of vision, insights as well as forward looking views for self development. Thanks, Learn more on how to develop AI buying skills, Procurement target, "Procurement trends in different industries Procurement differences in different organization sizes", "I really enjoyed today's session, fit me perfectly Maybe some best practices in stakeholder engagement", What millennial can also do to become relevant in the Procurement and Supply Chain industry, Digital disruption, Procurement market development in Switzerland and Europe. Who, where is moving with new HQs, etc., Career scenarios combined with educational opportunities. “- Jobs Speed dating- Mentoring program”, Digitalisation of Procurement, "Sustainability in Supply chains Sourcing future: who are the emerging players after China? Or aren't there any?”, Procurement transformation on Strategic, Tactical and Operational level, How to apply Agile approach within procurement process on indirect sourcing categories. "Global Commodity Procurement Priorities in lean Procurement organizations“, How does Procurement link with digital/Al and How do you get that skillset, if your company does not already work with a digital agenda within Procurement ?, Personally, I would like to hear on Supply Chain Management and topics like Brexit, New procurement trends globally, not only CH, Major disruption in procurement within Switzerland, Procurement tools, breaking away from SAP, Skill set vs technologies, Soft skills - how do you develop them and what if you do not have some of the main ones?, Procurement trends besides digitalisation and sustainability. are there?, How to make Procurement-driven change happen, What is beyond savings, Digital, It was my first event, and I enjoyed it much. All covered topics were very much interesting. Thank you!, Maybe more on digitisation best practises / examples being deployed in procurement, "Procurement Transformation (roadmaps... company experiences)Sourcing strategies", Trends in Procurement & Service Models, Specific names of companies moving to Switzerland., Digital Transformation in Procurement: best cases, challenges More on AI and block chain technology, Impact of digital, Keep it up. Have something lower key, less formal and more frequent, Education / Change / AI applications Interactive sessions with the opportunity to enlarge the network and learn a new skill., Blockchain & Procurement, “Strategical vs operational role of procurement What Swiss companies are looking for in PU‘, Procurement & Sustainability - best practices, where this will go, I think the intro of millennial topics or better next generation procurement is essential to refresh, "Difficult to answer since it is first event Overall positive impression, keep it relevant and keep the open dialogue!“, Career advice, Na, Procurement start ups, AI, blockchain, digitilization, empower teams, More work topics not generic social topics., best practice in Procurement Policy, AI, Practical aspects and skills for digital and AI, Data Analytics / Big Data & Procurement, Remote work / freelancing in procurement, Procurement digitalization, Future procurement, Vendor induced innovation, Procurement transformation dynamics, AI in procurement, "Sustainability, Legal, Financial services"

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Event Survey – Question 5

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>
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</table>
Event Survey – Question 6

64 of the 79 respondents are purchasing practitioners with a wide and diverse range of roles/levels.

- Category / Purchasing Manager: 15
- Chief Purchasing Officer: 5
- Global Purchasing / Category Management Director: 20
- Purchasing / Sourcing Specialist: 3
- Purchasing Team Leader: 7
- Regional Purchasing / Category Management Director: 6

31-Jan-2019, Accelerating Procurement Careers
Event Survey Summary

- Attendees were notified about the event by several different communication channels
- Many topics for future meetings proposed
- Majority of attendees favour Quarterly/Bi-monthly meetings
- A diverse mix of participants from CPO’s to junior buyers
- Over 20 different nationalities present at the event
17.30 Event registration and refreshments
18.00 Event start and introduction
18.10 Almut Schaefer, CPO, AXA - Winterthur
   “What makes you shine?”
18:40 “What hiring Managers want today and tomorrow” - Panel Discussion:
   Ugo Valenza of DSJ
   John Byrne of EMEA Recruitment
   Oliver Matthes of Hays
19.10 Malcolm Harrison, Group CEO of CIPS
   “Staying Relevant”
19.30 Networking whilst enjoying wine, beer, etc. together
21.00 Event close
Aspects of CIPS in Switzerland

1. > 300 subscribing (paying) members and close to 50-50 gender balance
2. A linkedin.com community of > 1,600 people
2018 was a record year for CIPS-Switzerland

1/. Geneva, 30-Jan-18, Procurement Forum (Joint with UN/CPAG)
2/. Zurich, 06-Feb-18, Start-up Collaborations
3/. Basel, 23-Mar-18, Logistics & Supply Chain Purchasing
4/. Zurich, 10-Apr-18, Zug technology and talent (Joint with Zug Kanton)
5/. Lausanne, 26-Apr-18, Procurement in the Circular Economy
6/. Lausanne, 20-Jun-18, Buying Legal Services
7/. Zurich, 20-Jun-18, Think Big, Take Risks – Women in Procurement
8/. Basel, 21-Jun-18, Grand Category Debate
9/. Zurich, 12-Sept-18, CAPEX purchasing (Joint with Procure.ch)
10/. Basel, 20-Sep-18, Metrics
11/. Geneva, 04-Oct-18, UN Round table (Joint with UN/CPAG)
12/. Geneva, 08-Nov-18, Procurement Collider (Joint with CERN)
13/. Zurich, 5-Dec-18, Swiss Supply Management Excellence
A expat group of buyers?

No!

Total spend influence of the survey participants > 70.0 Bn CHF

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Via CIPS.org multiple CPO interviews.....

Promoted via CIPS-CH LinkedIn.com and published within SM Magazine

CPO Interviews
Switzerland is home to some of the most successful multi-national companies and non-government organizations. The CPO interview is part of a series of management-level insights from Swiss-based global procurement leaders who openly share their wisdom and best practices. They also identify challenges and strategies that help them in building and successfully leading their organisations in the environment of technological disruption, volatility and uncertainty. CIPS Switzerland uniquely engages with them and offers our local community: best-practice events, workshops and networking opportunities.

CPO Interviews with....
Markus Sagolla, CPO, Mibelle Group - January 2019
Jan Patrick-Willmes, CPO, SwissPost, November 2018
Almut Schafer, CPO, Axa Winterthur - October 2018
Daniela Hahn, Head of Strategic Procurement at ETA SA - June 2018
Gabriela Von Der Hoeh, Head of Procurement, Bayer Switzerland - June 2018
Marco Goncalves - About CPO to CEO Transition - Special Edition - March 2018
Wolfgang Rauch - CPO at Novartis - February 2018
Douglas Else-Jack - CPO at Hitachi Zosen Inova AG - December 2017
Willem Mutsoerts - CPO at Givaudan International SA - November 2017
Uwe Wehnes - CPO at LafargeHolcim - August 2017
1st Half of 2019 pipeline

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

**Date: 2-April-19**
Theme: Outsourcing Debate
Location: Basel
Presenters: Syngenta & Novartis

**Date: June-2019**
Theme: Unconscious bias and business decisions
Location: Zurich

**Date: 25-Mar-19**
Theme: Agile or Fragile
Location: Oracle-Zurich
Presenters: Oracle and two others

**Date: Mar-19**
Theme: CFO’s on Purchasing
Location: Lausanne
Presenters

**Date: 9-May-19**
Theme: CFO’s on Purchasing
Location: Zug

Joint events with UN / CPAG, Procure.ch and CERN are also in the pipeline.

31-Jan-2019, Accelerating Procurement Careers
Leading global excellence in procurement and supply
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

Special Offer until end-Feb = £50 admin joining fee = 0
You’re in great company tonight….

30 members of CIPS and approx. 100 people from 65+ organizations

AGENDA

17.30 Event registration and refreshments
18.00 Event start and introduction
18.10 Almut Schaefer, CPO, AXA - Winterthur
   “What makes you shine?”
18:40 “What hiring Managers want today and tomorrow” - Panel Discussion:
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   Oliver Matthes of Hays
19.10 Malcolm Harrison, Group CEO of CIPS
   “Staying Relevant”
19.30 Networking whilst enjoying wine, beer, etc. together
21.00 Event close
We value your feedback

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

  www.cipsevent.ch
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</td>
<td>Multi-national and mid-size</td>
</tr>
<tr>
<td></td>
<td>NGOs</td>
<td>International Organizations</td>
</tr>
<tr>
<td>Participation Fee</td>
<td>CIPS Members</td>
<td>Free of charge</td>
</tr>
<tr>
<td></td>
<td>Non-Members</td>
<td>Approx. CHF 30,-</td>
</tr>
</tbody>
</table>

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