Supply Chain Start-ups: Reality Check

What Businesses Want from Purchasing & Winter Quiz

Wednesday 4th December 2019
4th December 2019  —  AGENDA

What Businesses Want from Purchasing & Winter Quiz

17:30  Event Registration
18:00  Event start and introduction – John Everett
18:15  "What a business wants from purchasing", Ilya Syshchikov, Amcor
19:30  Winter Quiz – Bill Young
20:00  Networking...
21:00  Event close, approx.

Leading global excellence in procurement and supply
4th December 2019 –> Images from the Event
What Businesses Want from Purchasing & Winter Quiz
4th December 2019 –> Images from the Event

What Businesses Want from Purchasing & Winter Quiz

WHAT Business wants from Procurement

1.Bring savings
2. Protect the business
   • Secure supply
   • Prevent risks

CIPS
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4th December 2019 -> Great 2020 pipeline
What Businesses Want from Purchasing & Winter Quiz

An overview of what coming….

<table>
<thead>
<tr>
<th>When</th>
<th>Where</th>
<th>What / Theme</th>
</tr>
</thead>
<tbody>
<tr>
<td>30/Jan/2020</td>
<td>WiP, Zurich</td>
<td>Responsible Buying – Diversity is more than a tick-box</td>
</tr>
<tr>
<td>05/Feb/2020</td>
<td>Zurich</td>
<td>Employment demand, market places, and salaries</td>
</tr>
<tr>
<td>20/Feb/2020</td>
<td>Basel</td>
<td>Advanced Analytics</td>
</tr>
<tr>
<td>11/May/2020</td>
<td>Basel</td>
<td>External Human Resources</td>
</tr>
<tr>
<td>14/May/2020</td>
<td>Zug</td>
<td>Purchasing/Supply Chain interface and synergies</td>
</tr>
<tr>
<td>03/Sep/2020</td>
<td>Bern</td>
<td>Procurement with Purpose</td>
</tr>
<tr>
<td>15/Sep/2020</td>
<td>Basel</td>
<td>Follow-up to Circular</td>
</tr>
<tr>
<td>13/Nov/2020</td>
<td>Basel</td>
<td>Key note and quiz</td>
</tr>
</tbody>
</table>

….. and they’ll be more additional event as well as the above!
An overview of what coming....

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<tr>
<td></td>
<td></td>
<td>=&gt; CPO of Accenture</td>
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<td></td>
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<td>=&gt; CPO of Novartis</td>
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</tr>
<tr>
<td></td>
<td></td>
<td>=&gt; 3x Recruitment Agencies</td>
</tr>
<tr>
<td></td>
<td></td>
<td>=&gt; 1x new Market Place</td>
</tr>
</tbody>
</table>
4th December 2019 — Typical Participants
What Businesses Want from Purchasing & Winter Quiz

A expat group of buyers?

No!

Total spend influence of the survey participants > 70.0 Bn CHF

CIPS
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4th December 2019  ➔  Who is here tonight..?
What Businesses Want from Purchasing & Winter Quiz

Approx 45 people registered for this event from a huge range of International organizations:


CIPS  ETH zürich  Leading global excellence in procurement and supply
About CIPS

CIPS globally:
• Established in 1932 and awarded a royal charter in 1992
• The world’s largest procurement and supply professional organisation
  A community of > 110,000 people
• A global not-for-profit organisation, with regional offices in the UK, Africa, Australia, MENA and China, supporting corporates, public sector and SMEs in all sectors
• Partnering with United Nations Secretariat, UNOPS and UNDP to deliver procurement best practice to the developing world

CIPS-Switzerland:
• Established 2012. A voluntary group of purchasing practitioners
• Over 300 subscribing members resident in Switzerland
• A community of ~ 1,800 people via Linkedin.com CIPS-Switzerland
• 10+ evening events per year. Typically 40 to 100+ participants
Why Join CIPS Switzerland?

What Businesses Want from Purchasing & Winter Quiz

Here is 7 good reasons:

1. Free entrance to 10+ CIPS-Switzerland evening events and entrance to other branch events around the world
2. Access to international professional networking and leading best practice content, e.g. tools, knowledge, category practice, expert advice
3. Monthly “Supply Management” magazine
4. Discounts for several Swiss based conferences, workshops and courses
5. CIPS is the leading voice of the procurement and supply profession and, with a global community of over 103,000 members in 150 countries
6. Opportunity to gain internationally recognized Chartered and Certified membership for continuous career development
7. CIPS takes leading positions on ethics, modern slavery, sustainability

£200/year, join as an affiliate via: https://www.cips.org/en/membership/joinonline
## Events during 2019

**What Businesses Want from Purchasing & Winter Quiz**

<table>
<thead>
<tr>
<th>Date</th>
<th>Location</th>
<th>Event</th>
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</thead>
<tbody>
<tr>
<td>31/01/2019</td>
<td>Zurich</td>
<td>Accelerating Procurement Careers&lt;br&gt;Are you ready? Digitization and the Impact on Procurement -</td>
</tr>
<tr>
<td>25/03/2019</td>
<td>Zurich</td>
<td>Workshop from Women in Procurement</td>
</tr>
<tr>
<td>02/04/2019</td>
<td>Basel</td>
<td>The Outsourcing Debate</td>
</tr>
<tr>
<td>04/04/2019</td>
<td>Lausanne</td>
<td>Innovation Sourcing - Role of Procurement</td>
</tr>
<tr>
<td>09/05/2019</td>
<td>Zug</td>
<td>Zug Collaboration - CFOs and CPOs</td>
</tr>
<tr>
<td>18/06/2019</td>
<td>Basel</td>
<td>Future Procurement - Are You Prepared?</td>
</tr>
<tr>
<td>01/09/2019</td>
<td>Lausanne</td>
<td>Global Sourcing of Indirects</td>
</tr>
<tr>
<td>04/09/2019</td>
<td>Bern</td>
<td>Purchasing Leadership &amp; Business Impact&lt;br&gt;Engaging Stakeholders and Vendors to Drive Procurement Success (Workshop)</td>
</tr>
<tr>
<td>19/09/2019</td>
<td>Zurich</td>
<td>Journey Towards Digital Procurement, Getting the Basics Right</td>
</tr>
<tr>
<td>26/09/2019</td>
<td>Basel</td>
<td>Circular Economy</td>
</tr>
<tr>
<td>29/10/2019</td>
<td>Zurich</td>
<td>Supply Chain Start-Ups - Reality Check</td>
</tr>
<tr>
<td>21/11/2019</td>
<td>Lausanne</td>
<td>Journey Towards Digital Procurement, Getting the Basics Right</td>
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<tr>
<td>04/12/2019</td>
<td>Zurich</td>
<td>What Businesses Want from Purchasing + The Winter Quiz</td>
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</tbody>
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CIPS

Leading global excellence in procurement and supply
1/. Subscribing members resident in Switzerland

2/. Community connected via CIPS-Switzerland Linkedin.com
= 1,883 people (as of 4th December 2019)
4th December 2019 -> Two “rules“
Supply Chain Start-ups: Reality Check

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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Leading global excellence in procurement and supply
Keeping in touch:
Go to LinkedIn.com
Type in: CIPS Switzerland

Event Survey:
please go to www.cipsevent.ch for a 2-3 min survey