

3rd CPO Global Forum
The post-crisis scenario:
how can the Procurement role be capitalized and create new value in the organization?

“Capitalizing on the Best Opportunities”

Milan
June 22nd- 23rd, 2010

Provisional Agenda

1st DAY

8.30 Registration

9.00 Chairman's introduction & opening remarks

Luca Guzzabocca, Responsabile Area Costi e Logistica, Gruppo Montepaschi

9.15 Spend Management: Working Too Hard for the Money

Andrew Bartolini, Vice President Global Supply Management, Aberdeen Group

10.00 Spend Management Excellence In 2010

Procurement leaders had a great opportunity to shine in 2009, but now your colleagues expect even more from you in 2010. Effective use of the latest technology is crucial, if you are to meet those expectations. This speech will describe some of the exciting developments in spend management technology, and give practical advice on implementation, summarizing the best practices that Forrester has learned from speaking with a large number of your peers every year. It will be focused very much on actionable insight and usable recommendations.

Duncan Jones, Senior Analyst, Forrester Research

Session 1
CHANGE MANAGEMENT
in the management of indirect materials and services

10.45 “Indirect Procurement” can contribute significantly to spending optimization.

- How can the interest toward indirect procurement be kept within the organization?
- Which is the development scenario for the management of indirect materials and services?
- Which are the critical aspects and the best ways to have a good relationship with the other company's "technical" functions (ICT, legal, communication, marketing, etc) involved in choosing products, services and suppliers?

Key Speakers

Ezio Melzi, Direttore Generale, BravoSolution

11.30 Networking Break (Coffee Break and interaction between participants)

Session 2
SOURCING TO PAY CYCLE

12.00 The objectives of modern procurement functions from P2P to S2P: integrating and rationalizing the process from the research of products and suppliers to the payment

- Which is the "business case" for the design and fulfilment of an S2P cycle?
- Which solutions need to be integrated in the process?
- Which solutions can generate the most efficient and effective outcomes?

Key Speakers

Relatore da definire, Ibx

Relatore da definire, i-Faber

13.30 Networking Lunch

Session 3
SUPPLIER "DEVELOPMENT" MANAGEMENT

15.00 From a traditional relationship to an advanced supplier development management to ensure constant quality and service and cost optimization

- Has the crisis left mistrust between clients and suppliers?
- How can they cooperate to grow and innovate together?
- Are there real examples of win-win relationships between buyers and sellers?

Key Speakers

Andrea Matteoli, Direttore Promozione e Sviluppo, Manutencoop Facility Management SpA

Mario Mosca, Responsabile Acquisti, Enel

Giancarlo Ucciero, Responsabile Qualificazione Fornitori, Enel

Gianmaria Riccardi, Vice Chair EMEA, IACCM

Session 4
PROCUREMENT PROCESS INNOVATION

16.30 The last economic circumstances made the procurement functions reassess their working methods and projects and resources management.

- How have the structures of procurement organizations changed in the last few years due to economic and geographical changes?
- Which are the main benefits in centralizing procurement in construction and facility management?
- Which is now the influence of the procurement function on the company strategic decisions?
- Which is its role in the company board?

Key Speakers

Olivia Blasi, Direttore Acquisti, Cinecittà Studios

Enzo Madonna, New Project and LCC Purchasing Manager, Dayco Europe

Relatore da definire, Coteba

18.00 Debate and comparison

18.30 Chairman's closing remarks

19.30 Aperitif

20.30 Networking Dinner

2nd DAY

9.00 **Chairman's welcome & introduction**

Luca Guzzabocca, Responsabile Area Costi e Logistica, Gruppo Montepaschi e cofondatore, Acquisti & Sostenibilità

<p><i>Session 1</i> LEGAL PROCUREMENT</p>
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10.00 **Contract management has become a crucial aspect that can produce unexpected benefits.**

- Can a thorough analysis of supply contract clauses help a more efficient management of suppliers and risks and a better cost optimization?
- Which kind of collaboration between legal and procurement structures is better to avoid conflicts and long waiting times according to one's objectives?
- Which is the best solution to improve the entire process of a purchasing contract?

Key Speakers

Antonio Salzano, Responsabile Settore acquisti General services, Banca Monte dei Paschi di Siena S.p.A.

Stefano Nava, Studio Legale Nava

11.30 **Networking Break**

<p><i>Session 2</i> KEY PERFORMANCE INDICATORS</p>

12.00 **Performance measurement needs a rapid and thorough tool that can produce data and facts able to describe results and performances**

- How to measure the performance level of Savings?
- Which is the best measurement technique for Savings?
- Besides Savings, which other players should be measured (innovation, mitigated risk, value creation, etc) ?
- How to create and organize a solid structure to detect and monitor performances

Key Speakers

Federico Faccia, Head of Procurement, Vodafone

Diego Pedroli, Global Purchasing Goods & Services, Osram

Ezio Melzi, Direttore Generale, BravoSolution

13.30 **Networking Lunch**

Session 3
ETHICS & SUSTAINABILITY

14.30 Business ethics and environmental, social and economic sustainability are necessary for a steady company development in the long run

- The commitment of the procurement function
- Finding a right balance between ethics and business
- The right programme to achieve environmental sustainability in the supply chain
- Which is the right purchasing process to follow in those countries with critical working conditions?

Key Speakers

Giovanni Lucantoni, Responsabile Acquisti, Unipol Gruppo Finanziario
Davide Barbato, Cost, Safety and Facility Manager, Wincor Nixdorf

Session 4
STAKEHOLDER ENGAGEMENT & INFLUENCING

16.00 How can the other business functions be thoroughly involved in keeping costs down when under a high pressure?

- Which are the right elements for a good relationship between the procurement division and their internal clients?
- Within the organization, is it better a “delocalized” buyer or another function by the internal client’s side?
- Which are the technical/specialized functions that need to be mostly involved?

Key Speakers

Luca Stefani, Vice President - Strategic Sourcing , Carraro
Giorgio Diazzi, Direttore acquisti e servizi generali, Hachette Rusconi

17.30 Debate and comparison

18.00 Chairman’s final and closing remarks