

Original ideal and implementation



MASTERCLASS meeting
– practitioners' insights

PROCUREMENT IN INDUSTRY

– strategies, trends, challenges –

20-21 February 2018, Warsaw

21 February

visit to

Technicolor Polska Sp. z o. o.
plant in Piaseczno



- for Procurement Managers from the manufacturing industry
- MOVIDA QUALITY
- subject matter insights
- experts-practitioners
- exchange of experience
- inspiring discussions

MASTERCLASS HIGHLIGHTS:

- chosen aspects of **PROCUREMENT IN MANUFACTURING COMPANIES**
- masterclass **INSIDER KNOWLEDGE** – insights from practitioners
- best practices and inspirations from the market – **various CASE STUDIES from manufacturing business**
- **COMPREHENSIVE, THOROUGH AND VERY PRACTICAL** perspective on important aspects of procurement management
- **proven tools** for managing the procurement process
- interesting and **FRUITFUL DISCUSSIONS** with excellent experts
- **DINNER TOGETHER** to integrate and practice networking



INTERESTING, EFFECTIVE, PROFESSIONAL. Dinners help break the ice and make it possible to continue discussions on the topics covered during the conference. More insights and analyses of interesting issues.

Procurement Team Leader, RECARO Aircraft Seating
Polska, Procurement in Industry FORUM, June 2017

www.movida.com.pl

Leading subjects:



- modern **PROCUREMENT STRATEGIES**
- **EFFECTIVENESS** of procurement processes and their influence on the company's **financial result**
- **optimization** of the procurement management processes
- **SUPPLIER MANAGEMENT** – risk analysis, relationship-building and product development
- **RISK MANAGEMENT** in supply/procurement
- managing **SUPPLIER'S FINANCIAL RISK**
- **confrontation** of the **local market with global market**
- **ACTIVE PROCUREMENT OF INNOVATIONS** as a new potential for the development of procurement functions
- **VALUE OF PROCUREMENT: strategic cooperation and partnership in attaining business goals**
- **directions of procurement function development** – discussion panel

Ladies and Gentlemen,

We would like to invite you to participate in a unique masterclass **“Procurement in Industry – strategies, trends, challenges”** that will take place on **20-21 February 2018 in Warsaw.**

The project is addressed to people who manage procurement process in **MANUFACTURING PLANTS.**

This time the conference PROGRAMME focuses on the **directions of procurement development, strategic approach**, modern procurement project management and developing effective rules for **cooperation with suppliers.** The awareness of how important procurement is for the organizations is increasing: the studies show that strategic cooperation and partnership in attaining business goals is very important. We would like to invite you to partake in an analysis and discussion on **how to make the procurement process more effective and how to use the procurement potential** to build the company's value.

Our rich programme regarding the subject will be supplemented by a **VISIT TO TECHNICOLOR POLSKA Sp. z o. o. PLANT in Piaseczno. YOUR GUIDES WILL BE PRACTITIONERS** who will answer your questions and present accurate information on the subject at hand.

MOVIDA meetings are more than **high quality lectures on specific subjects** but also integration dinner meetings which give an opportunity to exchange **experiences, establish contacts** and have a good time in excellent company.

We hope that an outstanding group of experts and carefully selected subjects for lectures will encourage you to attend this event.

Please take a look at the meeting programme which is presented in this brochure. Should you have any questions, I will be happy to answer them. My phone number is +48 501 713 890 or you can write to me at kdutkalska@movida.com.pl.




Katarzyna Dutkalska
Project Manager




Izabella Kiriczok
President
of the Management
Board

20 February 2018

PROCUREMENT IN INDUSTRY

– strategies, trends, challenges –

20-21 February 2018, Warsaw

 8.30-9.00 registration and coffee

9.00-9.05 MASTERCLASS opening

9.05-10.20 EFFECTIVENESS OF PROCUREMENT PROCESSES AND THEIR INFLUENCE ON THE COMPANY'S FINANCIAL RESULT

Interprint Polska
Sp. z o.o.



- identification of suitable EFFECTIVENESS RATIOS
- communication of results
- RESULTS MANAGEMENT
- is it worth to show THE INFLUENCE OF THE PROCUREMENT PROCESS ON the company's FINANCIAL RESULT?

EXPERT:

Magdalena Matczak,
Procurement Department Manager,
Interprint Polska Sp. z o.o.

INTERPRINT Group is a leading printing house in the world that prints decorative paper and finish foil.

 10.20 coffee break

10.35-11.35 MODERN PROCUREMENT STRATEGIES

PPH.U. POLIPACK
s. j.



- DIAGNOSIS OF STRATEGIC STATUS QUO:
 - » analysis of the balance of power in the sector
 - » analysis of client's attractiveness for the supplier
 - » supplier's position from the client's point of view
 - » SWOT in procurement strategies vs. supplier evaluation criteria
- OPERATIONAL CONTEXT OF PROCUREMENT STRATEGY:
 - » logistic requirements
 - » formalization of cooperation with suppliers
 - » quality results, long- and short-term goals

EXPERT:

Marzena Buczkowska,
Procurement Manager,
PPH.U. POLIPACK s. j. in Goscicino
Irena Więckowska and Katarzyna
Kolmetz

For over 25 years **POLIPACK** company has been supplying to the domestic and foreign market high quality plastic packaging for the demanding pharmaceutical and cosmetics industry.

 11.35 coffee break

11.45-13.00 INTRODUCING NEW SUPPLIER VS. CURRENT MARKET CHALLENGES | BUILDING ADDED VALUE | RISK MINIMISATION

VOLKSWAGEN
Poznań Sp. z o. o.



- Volkswagen in Poland and abroad | STRATEGY 2025
- SUPPLIER RELATIONSHIP MANAGEMENT | Current expectations of supply chain partners
- DEVELOPMENT PROGRAMME FOR NEW SUPPLIERS on the basis of Local Content experiences
- levels of cooperation | building value | MINIMISATION OF RISK

EXPERT:

Dorota Sychalska,
Local Content Coordinating Specialist,
VOLKSWAGEN Poznań Sp. z o. o.

MOVIDA

For 10 years our company has been involved in **organizing original conferences and seminars** on business-related subjects for company managers.

Conferences organized by MOVIDA are recognized and valued events – this is thanks to our attention to **high level of shared knowledge, making sure that the discussed topics are up-to-date, and our choice of speakers who are excellent experts-practitioners**

 13.00 lunch

13.45-15.00 MANAGING SUPPLIERS' FINANCIAL RISK

- early warning systems concerning financial risk
- PREVENTING the suppliers' FINANCIAL RISK
- supplier facing bankruptcy – what to do?
- LEGAL ASPECTS OF BANKRUPTCY

SMA Magnetics
Sp. z o.o.



EXPERT:

Konrad Bąk,
Strategic Procurement Department
Manager,
SMA Magnetics Sp. z o.o.

 15.00 coffee break

15.15-16.30 VALUE OF PROCUREMENT: STRATEGIC COOPERATION AND PARTNERSHIP IN ATTAINING BUSINESS GOALS

The key to success of individual companies, as well as for the whole economies in the contemporary world is INNOVATION. Despite the fact that announcements have been made about implementing innovations in Polish economy there still remains a considerable challenge of procuring innovations. Procurement function or its parts (dedicated specialists or departments) can play an important role at this stage. This refers to both cooperation and knowledge exchange with strategic suppliers, as well as buying innovations from companies, also at the early stage of development (start-ups). During the lecture the attendees will learn about the results of a market study conducted by KPMG in Poland that will cover the following issues:

- different types of INNOVATIONS IN PROCUREMENT
- how to FACILITATE innovativeness IN AN INNOVATIVE WAY?
- WHAT FACILITATES AND WHAT HINDERS THE DEVELOPMENT OF INNOVATIONS?

KPMG Advisory
Sp. z o.o. S.k.



EXPERTS:

Katarzyna Cichoń,
Manager;
Jan Karasek,
Partner,
KPMG Advisory Sp. z o.o. S.k.



Discussion panel:

DIRECTIONS OF PROCUREMENT FUNCTION DEVELOPMENT – WHAT IS THE FUTURE OF PROCUREMENT ORGANIZATIONS?

16.30 closing of the first day of MASTERCLASS

18.30 dinner with elements of integration



 8.30-9.00 registration and coffee

9.00-10.15 **9.00-10.15 CONFRONTATION OF THE LOCAL MARKET WITH GLOBAL MARKET**

- does the local market still exist?
- only automotive business?
- globalization and localization

Black & Decker Limited
BVBA Sp. z o. o.



EKSPERT:

Piotr Stasiuk,
*European Commodity Manager,
Black & Decker Limited BVBA Sp. z o. o.*

 10.15 coffee break

10.30-12.00 **CHALLENGES CONCERNING PROCUREMENT REALIZATION RESULTING FROM THE SPECIFIC CHARACTER OF REPLICATION AND PACKING OF DVD/BD FILMS AND DISTRIBUTION LOGISTICS**

TECHNICOLOR
POLSKA SP. Z O.O.



EXPERTS of TECHNICOLOR POLSKA SP. Z O.O.:

Piotr Biernacki,
Sourcing Manager
Radek Kukliński,
Sourcing Manager
Marcin Mróz,
Sourcing Manager
Wojciech Nowacki,
Purchasing Manager

 12.00 lunch

12.45 gathering for the bus

12.50-13.10 transfer to **TECHNICOLOR POLSKA SP. Z O.O. plant in Piaseczno**



13.15-13.30 **WELCOME**

13.30-15.00 **TOUR OF TECHNICOLOR POLSKA SP. Z O.O. SITE**

15.00-15.15 **Q&A session**



15.15-15.35 return to the hotel



Technicolor is an international concern that has branches all around the world and employs 17,000 people.

Headquarters in Poland are in Piaseczno, whereas branches are in Warsaw and Mszczonów (Connected Home).

The plant in Piaseczno **produces films, games on DVD, Blu-Ray and UHD,** and the clients of the company are the largest film studios from Hollywood.

15.40 closing of the **MASTERCLASS event**

