52nd Symposium Purchasing and Logistics

Adding Value: Leveraging Global Networks

8 – 10 November 2017, Berlin/Germany

- Commodity and Currency Risks? Setting-Up Effective Hedging Strategies
- Globalisation vs. Protectionism? Balancing out Supply Chains
- Procurement’s Value Contribution? Transforming Spend into Value
- Digital Transformation? Pushing Smart Networks
- Supply Chains of the Future? Implementing End-to-End Integration
- High Performance Organisation? Re-inventing Leadership

www.bme.de/symposium_com

+++ Trade Exhibition with > 100 Exhibitors + Best Practices & Inspiration + Evening Events & Networking with > 2,000 Decision-Makers +++
Adding Value: Leveraging Global Networks

"Open markets instead of protectionism" has been the oft-repeated mantra for the last 30 years. We have all thrived from free global trade and the openness in technological developments that have been enabled by the internet. But now the process of globalisation, international cooperation and networking is endangered by a breach with so far uncontested certainties of economic policies. The consequences for our economies and businesses are devastating. **Successful and highly efficient international supply chains might break apart.** Planning security for our companies is erased. Though, one thing is for certain: We shall all pay a high price for an economic policy shaped by protectionism and driven by populism!

Global networks of men and things bear tremendous opportunities. Though, to harvest these advantages a close cooperation not limited by departments, companies and even countries is an absolute must! We must resist all tendencies to erect new trade restrictions and instead strive to pull down all borders. The logic of internet-based connectivity is: Together we are stronger than if we act alone.

In this uncertain environment full of potential risks **procurement and supply chain professionals need to re-shape their strategies.** The aim is to identify so far hidden value contributions in their supply chains and to leverage them systematically. This will require three things:

- Engage the right people
- Design the right organisation
- Make best use of modern IT

Seize the opportunity to discuss with delegates from all industries and speakers from well-renowned companies how to **future-proof your procurement and supply chain organisation** and how to leverage the full potential of digitalisation. Take a look behind the curtain and learn how they set up their supply chain management, how they mitigate risks and decrease costs through supplier collaboration, innovation and standardised processes.

The 52nd Symposium is your platform to share and gain actionable insights and to discuss your success strategies with your peers. Come and learn from the leaders. You will leave with both **future-oriented inspiration as well as proven best practices.**

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**Horst Wiedmann**
Chairman of the Board of the Association for Supply Chain Management, Procurement and Logistics (BME)

**Dr. Silvius Grobosch**
Member of the Managing Executive Committee of the Association for Supply Chain Management, Procurement and Logistics (BME)
### 52nd Symposium Purchasing and Logistics

**What can you expect in 2017?**

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<td>In 15 parallel sessions our speakers provide you with best case studies and inspirations for future solutions.</td>
<td>Work on specific problems and find concrete solutions for your daily business in small groups in workshops.*</td>
<td>Early birds can start their day with well-selected special topics during the Morning Specials. Combine these topics with subject-related networking during the Business Breakfasts.*</td>
<td>In the Solution Forums our partners will present you new concepts. In the Tool Specials they will demonstrate their software solutions.*</td>
<td>In the YP Specials and in the Career Lounge junior professionals will learn the skills they need as they move along their professional paths in purchasing.</td>
<td>Executives* discuss strategic topics in small groups.</td>
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*Please note that the limited capacities for workshops, Business Breakfasts, Tools Specials and Executive contents make advance registration mandatory.

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**Secure your attendance at a special price**

- Take advantage of our reduced attendance fee by 31 July 2017
- Use our event ticket for low-cost travel to Berlin starting at €49.50

Go to the section “Congress Information” for more details
52nd Symposium Purchasing and Logistics

Current Topics and Speakers from All Industries

Purchasing and supply chain managers work in a turbulent environment.

Material prices, inflation and delivery times are moving upward again. The swings on currency markets are becoming more volatile. Simultaneously, uncertainty about the future of globalisation is rising. The situation is further complicated by digital transformation, which is causing disruptive changes in traditional value chains.

New answers must be found to meet these challenges. While presentations in the plenary sessions address the bigger picture, our specialist programme focuses on the value contributions from purchasing and SCM and the related strategies for success. Among others, our speakers will discuss the following topics:

→ How are general global economic conditions changing?
→ How will free trade and European integration develop in the future?
→ What value contribution must come from purchasing, and how can successful transformation be accomplished?
→ What will the digital ecosystem comprising companies, customers and suppliers look like in future?
→ How will the role model of purchasing and SCM change in the age of digitalisation?
→ How can risks be minimised and material prices as well as supply chains be secured?

Look forward to the plenary sessions as well as the specialist programme, including talks by:

- **Werner Appelmann**
  - Vice President
  - Purchasing Raw Materials and Mechanics
  - Brose Fahrzeugteile

- **Stephanie Burghart**
  - Chief Procurement Officer
  - Sonax GmbH

- **Vince Ebert**
  - Author and TV presenter

- **Dr. Erich Groher**
  - Head of Cost Management and Purchasing
  - Deutsche Apotheker und Ärztebank

- **Dr. Gregor Gysi**
  - Member of the German Bundestag,
  - President, European Left

- **Michael Harms**
  - Executive Director,
  - German Committee on Eastern European Economic Relations

- **Michael Horn**
  - Member of the Executive Board
  - Körber AG

- **Stefan Kammer**
  - Head of Product Line
  - Purchasing Hospital
  - Drägerwerk AG & Co. KGaA

- **Sanjay Mehta**
  - Vice President Product Procurement Operations
  - Nokia

- **Matthias Naß**
  - Chief International Correspondent
  - DIE ZEIT

- **Gabriele Sons**
  - Member of the Executive Board
  - thyssenkrupp Elevator AG

- **Shahriar Tabrizi**
  - Group Chief Procurement Officer
  - Sivantos Group
Parallel Specialist Programme

Practical solutions to master your challenges in 2018!

- Organisation & Strategy
- Controlling & Reporting
- Digitalization & Disruptive Technologies
- Innovation & Value Management
- Purchasing in Midsize Enterprises
- Personnel in Purchasing
- Purchasing & SCM 2025
- Business Analytics & Big Data
- Logistics 2025
- Commodity & Currency Developments
- Holistically Digitalised Processes
- Supplier Management
- Risk Management
- Cost Management
- International Supply Chains

Networking Get-Together

Look forward to an exciting evening programme in Berlin and take advantage of the opportunity to explore the topics of the day in greater depth with your professional colleagues in a relaxed atmosphere. A pampering programme of rich culinary variety, live music and select activities awaits you.
Congress Information

Date:
8 - 10 November 2017

Venue:
InterContinental Berlin
Budapester Strasse 2
10787 Berlin, Germany
Phone: +49 30 2602-0
Fax: +49 30 2602-2600
Email: berha.reservations@ihg.com
Single: from € 209, Double: from € 234, available until 8th October 2017

Attendance Fee for Specialist Events*
Special Early Bird Price Until 31 July 2017!
Specialists and executives from purchasing, SCM and logistics who procure materials and services for their companies either directly or indirectly
€1.795 instead of €1.995 per person

Providers, consultants and service providers whose customers are specialists and executives from purchasing, SCM and logistics
€2.895 instead of €3.095 per person

* In the interest of our participants in the specialist programme and our partners and sponsors, there is only a limited number of tickets available for providers, consultants and service providers. We trust that you will understand that we reserve the right to check your attendance at the event.

The attendance fee covers the following:
Attendance at specialist events, online event documentation (to the extent released for publication by the speaker), lunch and beverages during breaks. Our partners have invited the participants to be their guests at the evening events.

Cancellation:
Cancellations can be made free of charge without specifying reasons up to 4 weeks before the start of the event. In the case of cancellations made within 4 weeks before the start of the event, the participation fee that has already been paid will be reimbursed less a cancellation fee of 20% of the event fee. If a cancellation is made within 2 weeks before the start of the event, the entire participation fee will be charged. Cancellation fees will not be charged if a substitute participant is listed in the contract. The full event fee will be charged if participants do not attend and have not provided notice of cancellation in advance.
Cancellations must be submitted in writing.

Programme:
The full congress programme is expected to be published in the week beginning 28th August.

Contacts

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Yes, I would like to register for the 52nd Symposium Purchasing and Logistics from 8 – 10 November 2017.

Participant 1:

Surname  
First name  
Position  
Department  
Phone  
Fax  
Email  
☐ I would like to receive information by email.

Participant 2:

Surname  
First name  
Position  
Department  
Phone  
Fax  
Email  
☐ I would like to receive information by email.

Company:

Company  
Street / PO box  
Postal/ZIP code/City  
Phone  
Fax  
Date  
Signature  

Billing Address (if different from above address):

Surname  
First name  
Position  
Department  
Road / PO box  
Postal/ZIP code/City  
Internet  
Event no.: 251017011

Sign up now by fax: 
+49 69 30838-299
Partners and Exhibitors (last updated: June 2017)

Make the most of the opportunity to present your company to more than 2000 decision-makers in the field of purchasing in a targeted manner, to establish and maintain contacts and to make new business connections.

Our experienced team will be happy to provide you with advice on how to optimally present your solutions and expertise at the symposium as a partner and exhibitor.

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You can find a list of current partners and exhibitors on the „Partners“ and „Trade Exhibition“ pages of the website www.bme.de/symposium_com
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