

IFPSM WORLD SUMMIT



FLORENCE
22-23 SEPTEMBER 2023
ITALY

Procurement to Lead Innovation and Value Capture
while coping with inflation, shortages and geopolitical instability



IFPSM
INTERNATIONAL FEDERATION OF PURCHASING & SUPPLY MANAGERS



Associazione Italiana
Acquisti
e Supply Management

The IFPSM World Summit is organized in collaboration with ADACI,
the Italian Association of Purchasing and Supply Management

WELCOME

“The World Summit of the International Federation of Purchasing and Supply Management”



The World Summit of the International Federation of Purchasing and Supply Management, organized in collaboration with ADACI, the Italian Association of Procurement and Supply Management, will be held in Florence on 22 and 23 September 2023.

It represents the world's most exclusive procurement and supply management forum and the ideal venue for the exchange of knowledge and best practices between both public and private operators.

A highly professional event carried on by front line national and international speakers from the economic and industrial world.

Florence, birthplace of the Italian Renaissance, becomes the venue for the debate on the hot topics of procurement, a function which despite inflation, insufficient market supply, incoming recession and geopolitical instability, has to ensure the continuity of the materials flow, the automation of processes, the innovation of purchased goods and the containment of price volatility.



SUMMIT CORE THEME IS

*Procurement to Lead Innovation and Value Capture
while coping with inflation, shortages and geopolitical instability*



Over thirty outstanding speakers from four continents and different industrial realities, will talk about the key issues of procurement and supply management, and will underline how innovation, integration, connectivity, sustainability, resilience and competitiveness will characterise the future of successful companies. They will also highlight the need to upskill and reskill resources, because now more than ever companies need talents.

The World Summit means information, benchmarking, international network, culture and upper-level training. Unique of its kind, it gives a complete picture of the economic and geopolitical scenario and of the best procurement practices.

Participating is a great opportunity to broaden your knowledge, vision and professional growth.

THE ORGANISERS

IFPSM and ADACI cordially invite you to experience the World Summit 2023 that will be held in Florence, the cradle of the Italian Renaissance, on 22 and 23 September 2023.



The IFPSM, founded in London in 1974, connects 46 national associations and over 250,000 procurement operators who globally manage an order book of \$ 3.4 trillion. IFPSM supports the development of competitive, efficient, innovative and sustainable Procurement and Supply Chain Management functions globally. It is an exclusive international network that analyses and debates strategic procurement and supply chain management issues. It also provides opportunities for the promotion of the profession and for the competence qualification of procurement operators.



ADACI, born in 1968, is one of the Founders of IFPSM, and represents the national reference point in terms of procurement and supply management. Its mission is to support the cultural and professional growth of its members through conferences, workshops, round tables, networking, studies and research, publications, education and training courses. These are aimed at providing professional qualifications and the adequate positioning of procurement in the Italian business landscape.

ADACI Formanagement is a company controlled by the Association, dealing with training and consultancy in procurement, supply management and logistics.





Eng Chris Oanda HOSC MD The GPA Consulting -
President of IFPSM

PROFILE OF CHRIS OANDA

Chris is a practicing Supply Chain professional with over twenty-five years of experience gained through consultancy and employment in academia, private and public sectors. He worked in Oil and Gas, Commodities, Pharma, Aerospace, and Manufacturing across four continents. He is the founder Chairman of Kenya Institute of Supplies Management (KISM). He is the Managing Director of the Global Procurement Academy Ltd (GPA). He created e-sokoni.com the first B2B e-commerce platform in Africa in 2003 and started its operations in Kenya.

He has managed several notable procurement projects including: the reforming of Kenya Medical Supplies Authority, the creation of the African Airlines Association (AFRAA) a joint fuel procurement consortium for 15 airlines, and the transformation of Kaduna State Health Commodities supply chain (Nigeria). In recognition of his contribution to the development of the supply chain sector in Kenya, Chris was awarded a Presidential Medal - Head of State Commendation - (HOSC) by the third President of Kenya. Chris has held various positions in IFPSM Organisation as Senior Delegate, Board Member, Africa Regional Chair and now as President.



President of ADACI and CEO of ADACI Formanagement Srl

PROFILE OF FABRIZIO SANTINI

Fabrizio is a creative manager, with over twenty years of experience in procurement and supply management, who worked both nationally and internationally in the electromechanical, automotive and consumers goods industry. He has an in-dept knowledge of purchasing and supply management processes, including purchasing partnership models.

He carries out research on business models focused on innovation, automation and continuous improvement, managed by cross-functional and cross-com-

pany teams. He has a solid experience in the organization of procurement and supply chain management and in the preparation of Design to Cost and value analysis projects aimed at reducing the Total Cost of Ownership (TCO). He developed skills of analytical and critical thinking; he has a spontaneous relational approach and is open to change and innovation. Stimulated by increasingly demanding and international assignments, he counts on his tenacity and determination.

He gradually held various positions within the association until he became national president of ADACI for three consecutive terms, and CEO of ADACI Formanagement Srl, the subsidiary of ADACI which deals with training and consultancy.



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PROGRAMME OF THE WORLD SUMMIT

Friday 22 September 2023

PALAZZO CONGRESSI - VILLA VITTORIA (Main Hall)

14.00 - 14.15

OPENING OF 2023 IFPSM WORLD SUMMIT

Conductor: Frediano Finucci, Head of economics and foreign news of La7 TV News
Greetings from the President of ADACI (Fabrizio Santini), President of IFPSM (Chris Oanda) and CEO of IFPSM (Markku Henttinen)



14.15 - 14.45

World geopolitical framework and risk of recession

Erkki Liikanen, former European Commissioner and Governor of Bank of Finland

14.45 - 15.15

Where Are We in the Credit Cycle - How to tackle inflation in USA and Europe and Geopolitics effects

Edward J. Altman, Prof. of Finance at New York University's - Stern School of Business
Gabriele Sabato, Co-founder & Chief Executive Officer Wisersfunding

15.15 - 15.45

In the space of the possible

Edwige Pezzulli, Postdoctoral fellow, astrophysicist and science communicator

15.45 - 16.05

Coffee Break

16.05 - 16.30

Round table on the theme: "Alliances for Sustainable Supply Chain Development"

Costantino Chessa, Head of Procurement Eni
Marcello Bariani, Chief Procurement Officer Baker Hughes
Daniela Bernacchi, Executive Director - UN Global Compact Network Italy
Fabrizio Santini, President of ADACI and CEO of ADACI Formanagement Srl

16.30 - 16.55

Dynamic times call for dynamic buying strategies

Christel Constant, Executive Board Member for Marketing, Sales and Customer Success, Unite

16.55 - 17.50

We help make the world a healthier place

Stephane de Saint Jean, Senior VP Global Purchasing bioMérieux

Talent Management the Game-Changing Pillar of P&SCM

Giovanni Atti, Past President ADACI and Member of the Board of IFPSM

17.50 - 18.05

Procurement strategies and Kraljic's evergreen matrix

Peter Kraljic, Director Emeritus at McKinsey and Inventor of the procurement strategy matrix

18.05 - 18.35

Sustainability in procurement for a better tomorrow

Gundula Ullah, Chairwoman of BME and CPO of FUNKE Mediengruppe

18.35 - 18.50

Question & Answer

18.50

Closing session

20.45 - 23.00

Gala Dinner at

Palazzo Borghese (by reservation) * Dress Code: Dark Suit

SIMULTANEOUS TRANSLATION ENGLISH-ITALIAN

PROGRAMME OF THE WORLD SUMMIT

Saturday 23 September 2023

PALAZZO CONGRESSI - VILLA VITTORIA

PARALLEL SESSION MAIN HALL

Conductor: Frediano Finucci,
Head of Economics
and Foreign News of La7 TV News

09.00 - 09.25 | **Digitalization of procurement in Latin America: opportunities and challenges**
Cesar Leal, APROCAL Mexico

09.30 - 10.30 | **Round table on the theme: "How to fight inflation and manage the storm impacting supply chains, while ensuring resilience and innovation"**
Giacinto Carullo, Chief Procurement and Supply Chain Officer Leonardo - Maurizio Petronzi, Head of Procurement & Operations of Cassa Depositi e Prestiti - Marina Lindič, Past President of IFPSM and President of Slovenian Purchasing Association

10.30 - 10.45 | **Unlocking indirect spend's potential in a dynamic context: Why it should matter for a successful procurement strategy**
Elisabetta Bollini, Country Manager Italy Unite

10.50 - 11.20 | Coffee Break

SIMULTANEOUS TRANSLATION
ENGLISH-ITALIAN

PARALLEL SESSION GREEN ROOM

Conductors: Marina Lindič,
Past President of IFPSM and President
of Slovenian Purchasing Association -
Federica Dallanocce,
Vice President of ADACI

09.00 - 09.25 | **Procurement risk management in the current economic scenario**
Heiko Hartkamp, Head of Purchasing Technology Swisscom

09.30 - 10.05 | **Round table on the theme: "Procurement & Logistics: the right combination to boost efficiency and customer satisfaction"**
Andrea Colzani, Global Category Manager Logistics IKEA - Diego Pedroli, Procurement Director illycaffè - Fabrizio Santini, President of ADACI and CEO of ADACI Formanagement Srl

10.05 - 10.25 | **Leverages and tools to boost the sustainable development of local suppliers**
Jean Luc Yaba, Chef de Département Achats & Approvisionnements Centrale Electrique du Congo SA (an Eni's associated company) - Enrico Ferrari, Head of Upstream procurement Europe, Australasia, Americas & Middle East region Eni spa

10.25 - 11.00 | **Round table on the theme: "Roles, competences and organization to improve public procurement efficiency"**
Eric Korir, Director of Public Procurement Department of the National Treasury, Republic of Kenya
Gil Zefoni, President of Israeli Purchasing Logistics Managers Association (IPLMA)

11.00 - 11.20 | Coffee break

PROGRAMME OF THE WORLD SUMMIT

Saturday 23 September 2023

PALAZZO CONGRESSI - VILLA VITTORIA

PARALLEL SESSION MAIN HALL

**Conductor: Frediano Finucci,
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PARALLEL SESSION GREEN ROOM

**Conductors: Marina Lindič,
Past President of IFPSM and President
of Slovenian Purchasing Association -
Federica Dallanoce,
Vice President of ADACI**

11.20 - 11.45 | **Reengineering of global supply chains to foster reshoring, speed and transparency**
Jean-Philippe Collin, CNA (Conseil National des Achats) Board Member

11.20 - 11.35 | **An exciting challenge for our Group: making sustainability sustainable!**
Davide Cucchi, Chief Operating Officer Licat and Romani Components

11.45 - 12.00 | **The Welfare Equation: enhancing individual wellbeing and maximizing productivity in the corporate world**
David Hollmann,
Sales Director Canali System

11.35 - 12.00 | **Procurement taking advantage of Technology**
Mariusz Geraltowski, President of Polish Supply Management Leaders (PSML)

12.00 - 12.30 | **Leader as the essence of the team. "Life is a mixture of episodes and decisions that you bravely decide to face"**
Maurizia Cacciatori, Italian sports icon and motivational speaker

12.00 - 12.25 | **Challenges and constraints of Procurement in Africa**
Pamela Marendi, practicing Supply Chain Professional Kenya

12.30 - 13.00 | **Contracts in professional sport: athletes, sponsors, suppliers and customers**
Pierfilippo Capello, Head of Sports Deloitte Italy

12.25 - 12.40 | **From reactive to proactive Risk management: enhance supplier interaction and visibility to prevent Supply Chain disruptions**
Olivier Berrouguet, CEO Synertrade

**SIMULTANEOUS TRANSLATION
ENGLISH-ITALIAN**

12.40 - 13.00 | **Talent, tenacity and resilience as prerequisites for success**
Niccolò Campriani, Los Angeles International Olympic Committee

13.00 - 14.00 |

Lunch Buffet

PROGRAMME OF THE WORLD SUMMIT

Saturday 23 September 2023

PALAZZO CONGRESSI - VILLA VITTORIA (Main Hall)

Conductor: Frediano Finucci - Head of Economics-Foreign News of La7 TV News

14.00 - 14.25 |

Overview of economy and procurement in main African Countries
Chris Oanda Kenya, President of IFPSM

14.25 - 14.30 |

Signing of IFPSM - CFLP Education Agreement

14.30 - 14.50 |

Outline of macro-economy, procurement and supply chains in Asia Pacific
Cai Jin, expert in macroeconomics, VP of IFPSM and VP of CFLP China

14.50 - 15.15 |

Customer Obsession: Success Factors in a Customer / Supplier Relationship
Joachim Joerg Heldt, Director Sales Bosch Rexroth

15.15 - 15.35 |

Forecasting commodity prices and managing your risk and hedgings in a volatile world
Tom Bundgaard, Chief Analyst Mintec Ltd

15.35 - 15.55 |

Coffee break

15.55 - 16.15 |

Added value of artificial intelligence in procurement
Giampiero Volpi, Strategic Business Analyst Niuma

16.15 - 16.55 |

CPO Round Table on the theme:
'Business and supply management strategies in the current innovation system'
Cav. Valentino Mercati, founder and President of Aboca
Roberto de Mari, Head of Group Procurement, Corporate Service & HSSE, Banca Mediolanum
Pietro Geremia, Chairman & CEO of San Marco Group
Paolo Marnoni, Head of Central Procurement BCC Iccrea Group

16.55 - 17.15 |

Digital Procurement Transformation through Government eMarketplace Strengthening
Hendrar Prihadi, Chief of NPPA (National Public Procurement Agency) of Indonesia

17.15 - 17.30 |

Presentation of IFPSM 2024 World Summit
Closure of the IFPSM 2023 World Summit
Chris Oanda, President of IFPSM and Fabrizio Santini, President of ADACI

20.45 - 24.00 |

Farewell Dinner by reservation at B-Roof restaurant (Baglioni Hotel) *Dress Code: Informal

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