



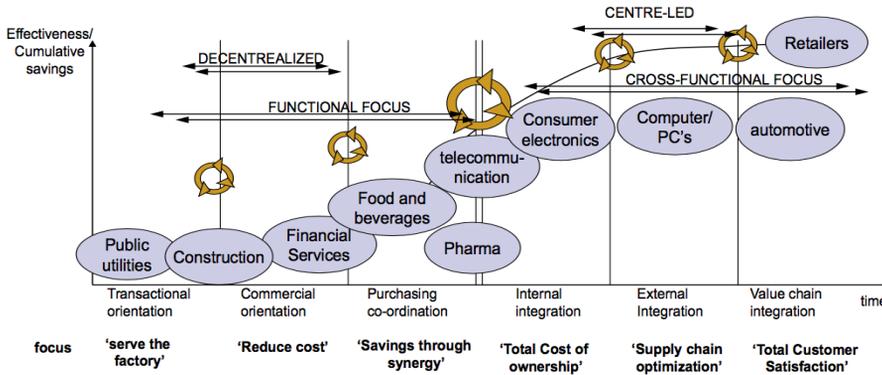
University of St. Gallen

Competence Center for Global Account Management (CGAM)

CGAM Roundtable Oct 19, 2017

# Global Procurement 4.0 Trends and Consequences

Everyone wants Procurement 4.0, but how does this really work with Staff 2.0 and Collaboration Mindset 1.0 ?



Source: Arjan van Weele, NEVI-Chair of Purchasing and Supply Management, Eindhoven University of Technology

## Key Questions

1. Where is my own company's (or my global customer's) position in the procurement journey?
2. Which major trends and scenarios will define procurement 2025 in my industry?
3. What are the conclusions for the buying-side? For the selling-side?

## Who should attend?



- This roundtable is open for medium and large-size firms across industries
- Participants should be senior sales or procurement leaders charged with responsibility for a portfolio of global business relationships
- The event format is highly interactive and enables attendees to discuss and shape collaboration strategies of the future

**Limited Seating (max. 16 people)**  
Registration on a first-come, first-served basis

## Roundtable Agenda

### Wednesday, October 18, 2017

19:00 – 22:00 Optional dinner at „Wirtschaft zur Alten Post“, old-town St.Gallen

### Thursday, October 19, 2017

08:30 – 09:00 Check-in, coffee

09:00 – 10:15 Welcome, ground rules, introduction of participant firms; procurement journey status check, first reflection

10:15 – 10:45 Networking break

10:45 – 12:00 Procurement 4.0 trends and scenarios, different industry perspectives; real-life examples from participants, first conclusions

12:00 – 13:00 Buffet lunch

13:00 – 14:15 Procurement 4.0 conclusions for buyers, for sellers, for the virtually integrated enterprise; consequences for the sales / buying process; online vs. offline & beyond

14:15 – 14:45 Networking break

14:45 – 15:45 Group review of findings, next-generation procurement typology; peer-coaching, feasibility checks; personal implementation timeline and action plans

15:45 – 16:00 Summary and closing

To register for this event and for location details, please see back side

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*“From insight to impact”*

**Location addresses**

**Roundtable venue**  
University of St. Gallen  
Executive Campus (Building 15)  
Room 003 – 004  
Holzstrasse 15  
CH-9010 St. Gallen / Switzerland  
www.es.unisg.ch

**Optional dinner venue**  
Wirtschaft zur Alten Post  
Gallusstrasse 4  
CH-9000 St. Gallen / Switzerland  
www.apost.ch



**>> For direct registration, please click below:**  
[\*\*Registration Form\*\*](#)

**Registration information**

The event including dinner on the night before is free of charge for St. Gallen CGAM Corporate Partners as well as for CGAM Advisory Board Members. Non-CGAM members are invited to attend for a fee of CHF 490.- per person which includes full event documentation, lunch buffet and coffee breaks during the day and dinner on the evening prior to the event.

To ensure diversity, max. 2 people from the same firm are allowed to participate. Total attendance is capped at 16 people. Participants are also required to sign a non-disclosure agreement.

Travel arrangements and hotel accommodations have to be settled by all participants individually. Please note that there will be limited parking garage space. Outdoor parking cards are available on request. For questions on registration and further assistance please contact us at: [cgam@unisg.ch](mailto:cgam@unisg.ch).

Confirmation of registration will follow upon receipt of registration form (or payment where applicable). Cancellation Policy: Full refund until four weeks before the meeting, CHF 150.- administration fee up to two weeks before the event. No refund after two weeks before the event. Confirmed registrants who fail to attend and do not cancel prior to the meeting will be charged the entire registration fee.

St. Gallen University / CGAM reserve the right to change the roundtable and event arrangements without prior notice.

**For more information about how your firm can join the CGAM corporate partner community, please contact us at [christoph.senn@unisg.ch](mailto:christoph.senn@unisg.ch) or +41 71 224 24 71.**