



**MORE THAN 500 DELEGATES**

**WORLD CLASS SPEAKERS**

**UNIQUE ATMOSPHERE**

## PROGRAM IN BRIEF

One summit, Three cities

## BECOME A PARTNER

Best Place to Contact Procurement Professionals

THE INTERNATIONAL FEDERATION OF PURCHASING AND SUPPLY MANAGEMENT

# World Summit 2018

HELSINKI FINLAND

PROCUREMENT IN 2020'S

26.-29.9.2018

DISCOVER THE NEW ROLE OF PROCUREMENT



**IFPSM**  
INTERNATIONAL FEDERATION OF PURCHASING & SUPPLY MANAGEMENT

**World Summit 2018**

Helsinki Finland 26.-29.9.2018



**ANNUAL HIGH LEVEL EVENT**

"My vision for IFPSM and indeed the whole profession, is for us together, to maximise our individual organisations and indeed our national potential to the benefit of all."  
- Mr. He Liming



**IFPSM**  
INTERNATIONAL FEDERATION OF PURCHASING & SUPPLY MANAGEMENT

## World Summit 2018

Helsinki Finland 26.-29.9.2018

### IFPSM World Summit on 26<sup>th</sup>-29<sup>th</sup> September 2018 in Helsinki, Finland

The IFPSM World Summit is a cutting-edge procurement event organized annually by the International Federation of Purchasing and Supply

Management. In 2017, the World Summit brought the industry's attention to Taiwan; this year, the spotlight is on Finland.

This top event hosted by Finland is organized in collaboration with the Finnish Association of Purchasing and Logistics and will be combined with the traditional Sourcing Day of LOGY. The event will

be a unique opportunity to experience an international, cutting-edge purchasing event that includes a top-notch Summit, front line domestic and international speakers in the industry and a first-class Summit experience for both attendees and partners.

Read more: [ifpsmworldsummit.com](http://ifpsmworldsummit.com)



The IFPSM World Summit is organized in collaboration with the Finnish Association of Purchasing and Logistics LOGY.

Sponsors of the IFPSM World Summit

 TALLINK SILJA LINE

  
Tampereen  
Messut

 WÜRTH

 ENTERPRISE  
IRELAND

  
cloudia  
Just Clever



**Mr He Liming**  
President  
The International Federation of  
Purchasing and Supply  
Management

**MR. HE LIMING**

# WELCOME TO THE IFPSM WORLD SUMMIT 2018

**IT WILL BE MY HONOUR AND GREAT PLEASURE TO WELCOME YOU ALL TO**

**THE IFPSM WORLD SUMMIT AND TO THE INCREDIBLE CITY OF HELSINKI ON**

**WEDNESDAY, 26TH SEPTEMBER 2018.**

THE THEME OF THE WORLD SUMMIT is "Procurement in 2020's: Discover the New Role of Procurement", the key note speakers will offer many opportunities for you all to consider new thinking and initiatives to support your own and your organisation's development by learning from colleagues across the world.

IFPSM has partnered with LOGY, the Finnish Association who are a long standing and highly valued member of the Federation, to deliver a unique experience for all delegates and we have structured the event so that you may all enjoy discovering "Three Cities and Two countries in Three days".

In partnership with our fantastic hosts, LOGY, we have also designed a superb social programme which of course is absolutely vital for you to network with your colleagues from within our global profession and share your expertise and knowledge.

This event will allow you to make new friends, while enjoying their company, both professionally and socially.

The programme and coordination of the World Summit would not have been possible without the dedication of a superb project team and the full support and leadership of LOGY, our hosts.

My personal thanks go to Mr Markku Henttinen the CEO of LOGY and his dedicated team, who together with the Board and Secretariat of IFPSM, will ensure that you enjoy a great conference

and exhibition.

2018 marks the Federation's 45th anniversary, and we now represent 45 National Associations from all the regions of the world with a community network that reaches over 250,000 professional practitioners.

The IFPSM vision is to "Provide international leadership and facilitate the development of the procurement and supply management profession wherever it is practiced through our network of members organisations".

A key component of the IFPSM vision and our strategy to achieve this objective, is the IFPSM World Summit that is now an annual event, where many hundreds of individuals meet to learn and share from each other in a true fellowship of nations and individuals.

I have been deeply honoured to lead the Federation since January 2017 when I was elected as President and wish to publicly re-commit myself to serve you over my three year term of office.

My vision for IFPSM and indeed the whole profession, is for us together, to maximise our individual organisations and indeed our national potential to the benefit of all.

I am very confident that IFPSM will continue to grow and become even more influential within our global profession and also develop new products and services that adds value to our community. ●



Mr Malcolm Youngson  
CEO  
The International Federation of  
Purchasing and Supply  
Management

MR. MALCOLM YOUNGSON

## THREE CITIES, TWO COUNTRIES IN THREE DAYS

DURING THE WORLD SUMMIT THERE ARE OPPORTUNITIES TO

NOT ONLY EXPLORE HELSINKI BUT ALSO BEAUTIFUL CITIES OF

TAMPERE AND TALLINN, ESTONIA.

IT HAS BEEN MY HONOUR TO SERVE OUR unique network of nations as your CEO since February 2014.

During these four years, the undoubted highlight for me, is when our global community comes together at the IFPSM World Summit.

This year we will meet in Helsinki during September, and our host, LOGY, has developed an amazing programme for us to enjoy and benefit from.

I have been fortunate to experience the wonderful Finnish hospitality in the past, and I can assure you of a very warm welcome by this incredible nation and its people.

During the World Summit there are opportunities to not only explore Helsinki but also the city of Tampere where the Subcontracting Fair will allow us to meet hundreds of potential new suppliers and companies.

Once the formal programme of the World Summit has been completed on Friday, 28th September we can then experience a unique opportunity to continue networking and build on the new relationships that have been developed during the Summit, when we sail to Estonia and visit the capital, Tallinn, returning to Helsinki on Saturday, 29th September.

I know that the IFPSM Board of Directors and I are extremely grateful that so many of you will travel long distances and give up your own personal time to attend this important event and your commitment reinforces our promise to deliver a memorable event.

The World Summit is an amazing opportunity for the profession to meet, engage and learn from each other.

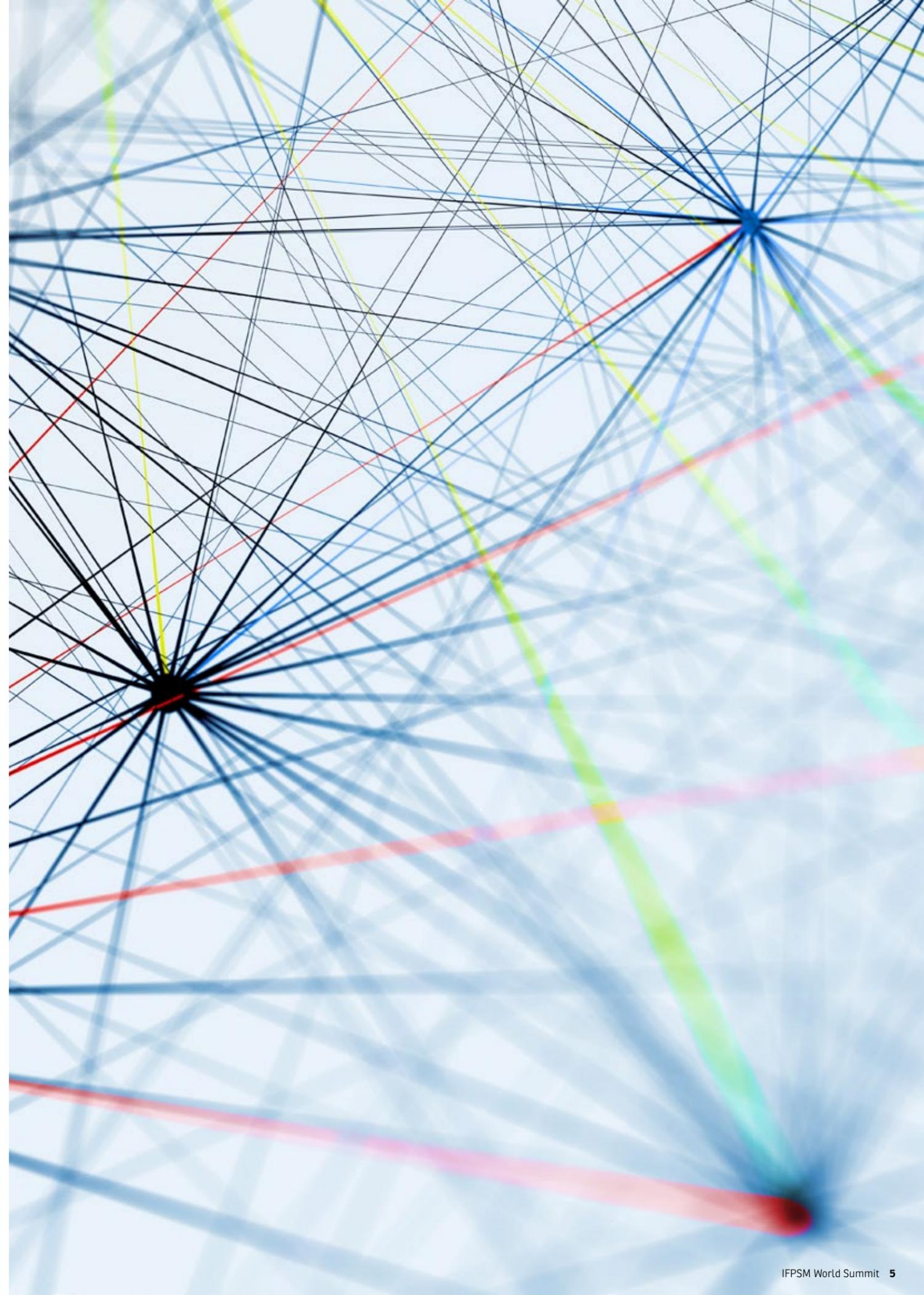
I urge you all to maximise this for your own development and your organisations, by striving to meet new fellow professionals from across the world and engaging with them through the various conference sessions and during the social occasions.

The IFPSM World Summit provides many new and exciting opportunities where our Global profession comes together as one community, annually for the benefit of individuals, organisations and nations.

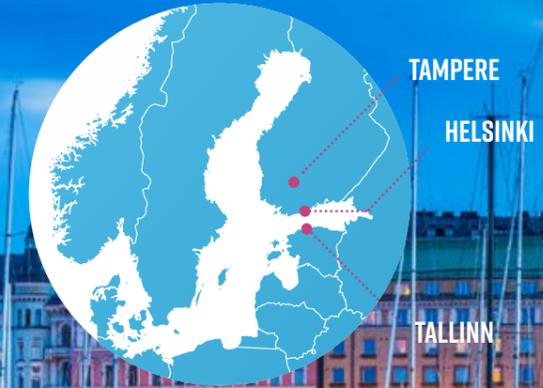
I look forward to supporting you to maximise this opportunity. ●

”

I urge you all to maximise this for your own development and your organisations, by striving to meet new fellow professionals from across the world and engaging with them through the various conference sessions and during the social occasions.



One summit  
**THREE CITIES**



THE IFPSM WORLD SUMMIT 2018 IS organized in Helsinki Finland at the famous Finlandia Hall Building, one of the most iconic buildings designed by world-renowned Finnish architect, Alvar Aalto. The Orienta-

tion Session on 26th is located at Tampere, the most populous inland city in the Nordic countries and the Networking Cruise on 28th-29th will take delegates to Tallinn, Estonia, and back to Helsinki, Finland.

**HELSINKI**

Coordinates	60°10'15"N, 24°56'15"E
Population	642 045
Area	715.48 km2
Founded	1550
Weather in September	13.2 °C



**TAMPERE**

Coordinates	60°30'N, 23°46'E
Population	230 370
Area	689.59 km2
Founded	1779



**TALLINN**

Coordinates	59°26'14"N, 24°44'43"E
Population	449 160
Area	159.2 km2
Founded	1154

# PROGRAM OF THE IFPSM WORLD SUMMIT

26.–29.9.2018 Helsinki Finland

## ORIENTATION SESSION

Wednesday 26.9.2018

- 7:30** Depart Helsinki
- 9:30-15:00** Subcontracting program in Tampere (including lunch)
- 10:00-13:00** IFPSM Board Meeting (Board Members Only)
- 15:00** Depart Tampere
- 17:00** Back to Hotels
- 18:00-19:15** Visit Helsinki - Sightseeing tour
- 19:15** Transfer to restaurant Saaristo
- 20:00-23:00** Welcome Dinner
- 23:00-23:30** Back to Hotels

## IFPSM WORLD SUMMIT

Thursday 27.9.2018

Theme: **Impact of Megatrends**

- 9:00** **Opening of the World Summit**  
He Liming, President, The International Federation of Purchasing and Supply Management & Markku Henttinen, CEO, Finnish Association of Purchasing and Logistics LOGY
- 9:15** **Latest Development in Global Economy**  
Vesa Vihriälä, Managing Director, Research Institute of the Finnish Economy & Julie Sinnamon, CEO, Enterprise Ireland
- 9:45** **Impact of Megatrends on Procurement in the 2020's**  
Geraint John, Research Vice President, Gartner
- 10:15** Refreshment break
- 10:45** **Panel Discussion: Discover the New Role of Procurement**

- 11:45** **Globalization & new routes within European market**  
Håkan Fagerström, Group Head of Cargo, Tallink Grupp
- 12:15** **Lunch**
- | Technology Advancement   | Sustainability  |
|--|---|
| <b>13:15</b> <b>Impact of Disruptive trends on Technology for Procurement</b><br>Marcell Vollmer, Chief Digital Officer, SAP Ariba                               | <b>How Global Megatrends effect to Supply Chain Sustainability</b><br>Johanna Pirinen, VP Sourcing and Logistics Sustainability, Stora Enso                 |
| <b>13:50</b> <b>Managing Cybersecurity of the Supply Chain</b><br>Jan Mickos, Head of Cyber Security, CGI  | <b>Driving Sustainable top line and bottom line value</b><br>Josip T. Tomasevic, Vice President & CPO, Global Purchasing and Materials Management, AGCO     |
| <b>14:25</b> <b>Reinventing Procurement with state of art Digital Technology (AI)</b><br>Moray Reid, Global Offerings Leader, Procurement Practice, IBM Services | <b>Transformation of Procurement in Challenging Environment</b><br>Ram Kuppuswamy, Global Chief Sourcing Officer, Airtel – biggest telecom company in India |
- 15:00** Refreshment break
- 15:25** **Modern Supply Chain Research and Applications**  
Yu Yugang, Professor of Logistics and Operations Management and Dean of School of Management at the University of Science and Technology of China, PR China (USTC)
- 16:00** **Case: Haier & IoT Platform Practice**  
Fred Li, Global CIO, Haier Group - global leading provider of white goods
- 16:30** **Overview of the first day**  
Malcolm Youngson, CEO, The International Federation of Purchasing and Supply Management
- 19:00-23:00** **Gala Dinner at Crown Plaza Hotel**

## IFPSM WORLD SUMMIT

Friday 28.9.2018

- 8:30** Welcome and review of the first day
- 8:45** **Towards Next Generation Procurement**  
Frank Rozemeijer, NEVI Professor Purchasing and Supply Chain Management at Maastricht University
- | Human Factor  | Public Procurement  |
|---|---|
| <b>9:20</b> <b>Industry 4.0 &amp; its Impact on Competences in Procurement 2022</b><br>Michael Henke, Head of Chair, TU Dortmund University | <b>Digitalization of Public Procurement – Best Practices</b><br>Tero Meltti, Head of Unit, Ministry of Finance, Finland           |
| <b>9:55</b> <b>What should be P&amp;SM tomorrow? Which competences to succeed?</b><br>Bernard Gracia, EIPM, Dean & Director                 | <b>Strategic Procurement - SMEs in Public Procurement and Value-for-Money</b><br>Christopher Bovis, Professor, University of Hull |
| <b>10:30</b> <b>The Procurement Value Proposition to Business</b><br>Gerard Chick, Thinker and Innovator, FCIPS                             | <b>Procurement, the Catalyst for Innovative Solutions</b><br>Ingrid De Doncker, CEO iDDea and Co-Founder of PTI                   |
- 11:00** Refreshment break
- 11:20** **Introduction of the new IFPSM Journal for Procurement Professionals**  
Wang Bo, President of China Fortune Press
- 11:35** **The Future of Procurement Profession**  
Horst Wiedmann, Senior Vice President, Head of Strategic Materials Management & Central Services ZF Friedrichshafen AG; President Association Material Management, Purchasing and Logistic.
- 12:00** World Summit close
- 12:30** Lunch
- 13:30-16:00** IFPSM Council Meeting (IFPSM Members Only)

## NETWORKING CRUISE

Friday & Saturday 28.–29.9.2018

- FRIDAY 28.9.2018**
- 16:30-17:30** Transfer to Harbour
- 18:30** Cruise to Tallinn, Estonia
- 20:00** Dinner Buffet
- SATURDAY 29.9.2018**
- 9:00-12:00** City Sightseeing in Tallinn, Estonia
- 12:00** Buffet lunch on Cruise Ship
- 12:30** Cruise to Helsinki
- 16:00** Arrive Helsinki
- 16:30-17:30** Arrive hotel / airport



**NETWORK & EXCHANGE IDEAS**

"My vision for IFPSM and indeed the whole profession, is for us together, to maximise our individual organisations and indeed our national potential to the benefit of all."  
- Mr. He Liming

TAKE A SNEAK PEEK  
AT THE IFPSM WORLD SUMMIT'S  
**WORLD CLASS  
SPEAKERS**



THE SPEAKERS WILL OFFER YOU INSIGHTS INTO THE MEGATRENDS, TECHNOLOGY UTILIZATION, SUSTAINABILITY AND THE HUMAN FACTOR. AFTER THE IFPSM WORLD SUMMIT YOU WILL BE ABLE TO CONSIDER NEW THINKING AND INITIATIVES THAT WILL SUPPORT YOUR ASSOCIATIONS OR ORGANISATIONS GROWTH IN A CHANGING ENVIRONMENT.



**CHRISTOPHER BOVIS**  
Professor,  
University of Hull



**GERARD CHICK**  
Thinker and  
Innovator, FCIPS



**INGRID DE DONCKER**  
CEO, iDDea;  
Co-Founder, PTI



**JAN MICKOS**  
Head of Cyber  
Security, CGI



**JOHANNA PIRINEN**  
VP Sourcing and  
Logistics Sustainability,  
Stora Enso



**IBRAHIM RAMLEE**  
Ph.D., the founder of  
multiple agribusiness  
ventures



**HÅKAN FAGERSTRÖM**  
Group Head of Cargo,  
Tallink Grupp



**BERNARD GRACIA**  
European Institute of  
Purchasing Mana-  
gement, Dean & Direc-  
tor



**MARKKU HENTTINEN**  
CEO, Suomen Osto- ja  
Logistiikkayhdistys  
LOGY ry



**MORAY REID**  
Global Offerings  
Leader, Procure-  
ment Practice, IBM  
Services



**FRANK ROZEMEIJER**  
NEVI Professor Pur-  
chasing and Supply  
Chain Management,  
Maastricht University



**JOSIP T. TOMASEVIC**  
Vice President & CPO,  
Global Purchasing and  
Materials Manage-  
ment, AGCO



**MICHAEL HENKE**  
Director, Fraunhofer  
Institute for Material  
Flow and Logistics  
(IML), Dortmund



**GERAINT JOHN**  
Research Vice  
President, Gartner



**RAM KUPPUSWAMY**  
Global Chief  
Sourcing Officer,  
Airtel, Intian suurin  
telecom-yritys



**HORST WIEDMANN**  
Senior Vice President,  
Head of Strategic  
Materials  
Management &  
Central Services  
ZF Friedrichshafen AG; President  
Association Material Management,  
Purchasing and Logistic.



**MARCELL VOLLMER**  
Chief Digital Officer,  
SAP Ariba



**MALCOLM YOUNGSON**  
CEO, The Interna-  
tional Federation  
of Purchasing and  
Supply Management



**FRED LI**  
Global CIO,  
Haier Group



**HE LIMING**  
President, The Inter-  
national Federation  
of Purchasing and  
Supply Management



**TERO MELTTI**  
Head of Unit, Ministry  
of Finance, Finland



**YU YUGANG**  
Dean, School of Ma-  
nagement, Univer-  
sity of Science and  
Technology of China

# THE IFPSM WORLD SUMMIT PRICING INFO

FINLANDIA HALL



RESTAURANT SAARISTO



M/S SILJA EUROPA



DELUXE CABIN



**DELEGATE FEE FOR IFPSM WORLD SUMMIT – 26.-28.9.2018** Prices per person

Experience a unique international purchasing event that includes a top-notch seminar, front line international speakers in the industry and a first-class seminar experience. Participation package includes:

- Trip to Subcontracting Fair in Tampere 26<sup>th</sup>
- IFPSM World Summit 27<sup>th</sup> and 28<sup>th</sup>
- Lunch and refreshments provided on each day 26<sup>th</sup>-28<sup>th</sup>
- Dinner on 27<sup>th</sup> evening (normal price 92,50 €)
- Helsinki Sightseeing (1 hour) by coach

<b>Non Association Member</b>	<b>625 €</b>
<b>Association Member</b>	<b>560 €</b>
<small>(Member of an IFPSM association)</small>	
<b>IFPSM Member Association Nominated Delegates</b>	
Group of 5 up to 9 persons	425 €
Group of 10-19 persons (discount 10 %)	386 €
Group of 20-29 persons (discount 20 %)	346 €
Group over 30 persons (discount 30 %)	307 €

**Group registration and for more alternatives:** Please contact ms. Maria Tiilikainen, maria.tiilikainen@logy.fi, tel. +358 50 368 5862

**WELCOME DINNER – 26.9.2018** Price per person

Restaurant Saaristo, located on the Klippan island in front of South Harbour Helsinki, offers the best delicacies of Scandinavian cuisine.

<b>Welcome Dinner</b>	<b>100 €</b>
<small>Includes ferry, trip to the restaurant, dinner and 2 glasses of wine.</small>	

**HOTELS IN HELSINKI** Prices per room / night

**Hotel Scandic Park** and **Hotel Crowne Plaza** both offer the discerning business and leisure traveller first-class facilities and personalised service. Hotels are located virtually opposite the main seminar venue. **Countryside Hotel Nuukio** is situated at the Nuukio National park 30 minutes drive from Helsinki. LOGY will arrange transportation between hotel and Seminar venue.

<b>Hotel Scandic Park, Single room</b>	<b>139 €</b>
<b>Double room</b>	<b>159 €</b>
<b>Hotel Crowne Plaza, Single room</b>	<b>126 €</b>
<b>Double room</b>	<b>146 €</b>
<b>Countryside Hotel Nuukio, Single room</b>	<b>100 €</b>
<b>Double room</b>	<b>125 €</b>

**NETWORKING CRUISE TO TALLINN, ESTONIA – 28.-29.9.2018** Prices per person

M/S Silja Europa – the biggest and most beautiful cruise ship on the Baltic has an endless list of alternatives to offer: the maritime feeling, splendid food and great shopping possibilities.

**Deluxe cabin:** Elegant, renewed and comfortable 16 m<sup>2</sup> cabin with bay window for two people on deck 11.

**A-class cabin:** Renewed high-class, comfortable 9 m<sup>2</sup> sea view cabins for 1-4 people on decks 5, 9 and 10.

<b>Deluxe cabin for 1 person</b>	<b>265 €</b>
<b>for 2 persons</b>	<b>185 €</b>
<b>A-class cabin for 1 person</b>	<b>235 €</b>
<b>for 2 person</b>	<b>175 €</b>

Trip includes overnighting on board, dinner, breakfast, lunch and a sightseeing tour by coach of Tallinn.

**Group registration and for more alternatives:** Please contact ms. Maria Tiilikainen, maria.tiilikainen@logy.fi, tel. +358 50 368 5862

All prices exclude VAT.

Registrer to IFPSM World Summit online at [www.ifpsmworldsummit.com](http://www.ifpsmworldsummit.com)  
For more information please ms. Maria Tiilikainen,  
maria.tiilikainen@logy.fi, tel. +358 50 368 5862



MR. MARKKU HENTTINEN

# DISCOVER PROCUREMENT IN 2020'S

Mr. Markku Henttinen  
CEO  
Finnish Association of  
Purchasing and Logistics LOGY

WE WILL HAVE FOUR GREAT DAYS EXPERIENCING, ENJOYING, MEETING FRIENDS  
AND COLLEAGUES AND LEARNING FROM INDUSTRY EXPERTS.

ON BEHALF OF THE FINNISH Association of Purchasing and Logistics, LOGY, I have the privilege to welcome all the Procurement and Supply Chain professionals and great colleagues of the IFPSM network to our beautiful country!

It has been less than a year since the IFPSM Board under the strong leadership of the President of IFPSM, Mr. He Liming, took the decision that the IFPSM World Summit will be held annually in the future.

I am very proud of the commitment of my colleagues in the LOGY office as well as the top volunteer CPO's of LOGY's network who have worked so hard to create the best possible World Summit experience for all of you!

The World Summit program offers a high value opportunity to participants. During the first Summit Day 26th September, there will be a unique opportunity to meet Finnish top technology companies during the trip to Tampere Subcontracting Trade Fair. This special

exhibition has been running for 30 years and is the leading event in the northern part of Europe.

The World Summit's conference program has been tailored to offer a specific view on what will be the future of our profession. We will start with the global megatrends and their impact on procurement and the high class panel will discuss and wrap up the picture of the future. There will be specific tracks with highly respected Key Note speakers to highlight the special topic areas in parallel sessions:

- Technology Advancement and Sustainability
- Human Factor and Public Procurement

Friday afternoon will be dedicated to association issues including the important IFPSM Council Meeting.

We will have four great days experiencing, enjoying, meeting friends and colleagues and learning from industry experts. The last 24 hours are reserved to networking and visiting Tallinn, the beautiful capital of our neighbour country Estonia. I am certain that the Friday evening dinner and party on the stunning cruise vessel M/S Tallink Silja will be an experience not to forget.

I look forward to seeing you all in Helsinki! ●



The World Summit's conference program has been tailored to offer a specific view on what will be the future of our profession.



NETWORKING CRUISE

"The last 24 hours are reserved to networking and visiting Tallinn, the beautiful capital of our neighbour country Estonia. I am certain that the Friday evening dinner and party on the stunning cruise vessel M/S Tallink Silja will be an experience not to forget."  
- Mr. Markku Henttinen



## FINNISH SPECIALIST EXPERTISE IS A COMPETITIVE EDGE IN GLOBAL MARKETS

**SUBCONTRACTING TRADE FAIR IS A NETWORKING OPPORTUNITY LIKE NO OTHER - COLLEAGUES LEARNING FROM INDUSTRY EXPERTS.**

The international trade fair for industrial subcontracting brings leading companies and decision-makers in the country together on 25–27 September 2018 in Tampere. More than 1000 exhibitors at the Subcontracting Trade Fair offer comprehensive insight into the respected Finnish industrial know-how, as well as excellent networking opportunities for companies in the industry. Startup companies will present their innovations and technology solutions for the needs of the industry at AlihankintaHEAT. The theme for Alihankinta 2018 is productivity, which is reflected in the programme.

### THE STORY: "WHAT CAN YOU OFFER ME?"

The aptly named Alihankinta, Subcontracting Trade Fair, is the largest industrial sector event in the Nordic countries, which has been held in Tampere since 1988. Subcontracting is in itself a brand, and the event gathers about 1,000 exhibitors from approximately 20 countries, and almost 20,000 industry professional and expert guests to Tampere Exhibition and Sports Centre.

The spark for an event in the subcontracting sector was lit when in 1985, an entrepreneur from Lempäälä

asked managing director of the trade fair Rafik Neuman that one important question: "What can you offer me?". A success story may only require that one person poses the right question to the right people at the right time and in the right place. Demand creates supply, and this has also happened with the Subcontracting Trade Fair.

This subcontracting industry event has been vital, vibrant and successful from its early moments on, and it has grown to the most important industry event in Finland, and to one of the most important international events in the industry. Subcontracting is strongly de-

veloping and becoming more international, and a vision is to be the most important subcontracting trade fair event in Northern Europe.

### THE THREE MOST IMPORTANT DAYS OF THE YEAR

The Subcontracting Trade Fair is an event where various innovations are exhibited, including products, services, production methods and processes, materials and components.

The top management can meet colleagues, learn about the industry trends, success cases and future prospects – all within one visit. Persons responsible for design and product development can come across new ideas, solutions and methods at the trade fair. Persons in purchasing role have the opportunity to meet with dozens of partners during their visit to the Subcontracting Trade Fair. Those in charge of production can increase productivity with partner companies and new products and services.

### THE MAIN THEME THIS YEAR IS PRODUCTIVITY

The main theme of the celebratory year is productivity. Subcontractors of the manufacturing industry have ensured their competitiveness and their competitive edge by continuous-

ly developing productivity and with investments. This trend is not going to change in the future, which makes productivity an apt theme.

The partner company for Alihankinta 2018 is Pemamek Ltd., a global welding and production automation provider. The company is specialized in designing and manufacturing automated systems, as well as work-piece handling equipment. Partner companies for previous Alihankinta trade fairs have been Ponsse (2014), Normet (2015), and Sandvik Mining and Construction (2016), MSK Group (2017).

### #ALIHANKINTAHEAT BRINGS NEW WAYS OF THINKING AND SOLUTIONS FOR INDUSTRY

Subcontracting Trade Fair is a networking opportunity like no other. During the fair AlihankintaHEAT, the networking event for industrial companies and startups, presents bold visions and new types of collaborative models, as well as future solutions and agile working methods between startups and industrial companies. The event, held for the third time, has expanded to three days and it takes place in the main entrance lobby.



Kuva: Laura Vanzo / Visit Tampere



### Welcome to our guest!

Tampere Trade Fairs is the second largest fair company in Finland engaged in organising targeted, high-quality trade fairs and consumer events at Tampere Exhibition and Sports Centre. The programme comprises more than 30 events, of which approx. 20 are annual events. Some of the fairs are among the largest international events in their field.

Tampere Exhibition and Sports Centre (TESC) is one of the largest exhibition and sports centres in Finland. The five exhibition halls of this versatile and contemporary facility offer an excellent environment for functions and events. Welcome to our guest!

Follow us on Social Media:

@Alihankinta,  
@TampereenMessut,  
#Alihankinta,  
#AlihankintaHEAT  
#Subcontracting

### Subcontracting Trade Fair

- Since 1988, 30th anniversary
- A gathering of the entire Finnish industry
- 20,000 industry professional
- Showcases the entire Finnish industry and its top companies
- 1,000 exhibitors from 20 countries
- 5 halls of the Tampere Exhibition and Sports Centre
- Presents every year over 2,000 innovations



**World Summit 2018**  
Helsinki Finland 26.–29.9.2018