

# Sourcing Day 2015

- Trust or lawyer – what is good supplier relationship management?

In the Sourcing Day seminar the top names from international business and academic research tell how to measure procurement, how to collaborate efficiently with suppliers and how to turn responsibility into business results.

## **Come to hear how the others purchase!**

- You'll have an unique possibility for networking with more than 150 Finnish purchasing and sourcing professionals.

# Programme 23.9.2015

08.30 – 09.00	<i>Registration and coffee</i>
09:00 – 09:10	<b>Opening the event</b> <i>Sari Hakkarainen, Chairwoman of the seminar and LOGY,s Procurement Forum</i>
09:10 – 09:40	<b>Coopetition – Possibilities and challenges in collaboration with competitors</b> , <i>Paavo Ritala, Professor, Lappeenranta University of Technology FIN</i>
09:40 – 10:10	<b>SCM KPIs –the way to measure at ABB Drives &amp; Controls</b> , <i>Jane-Li Zhang, Vice President Supply Chain Management, ABB Drives &amp; Controls, LBU Finland ENG</i>
10:10 – 10:40	<i>Break</i>
10:40 – 11:50	<b>Panel discussion about responsible purchasing – how to turn humanity into numbers?</b> Panelists: <ul style="list-style-type: none"> <li>• Anne-Maria Flanagan, Senior Manager, Sustainability &amp; Climate Change, PwC Finland</li> <li>• Liisa Lehtomäki, Lawyer, Hansel</li> <li>• Risto Pyhältö, Strategic Sourcing Manager / Corporate Purchasing, Lindström Oy</li> <li>• Eija Repo, Director, Helsinki Sourcing Office, Fiskars Services Oy</li> </ul> Moderator: Timo Kivistö, Timo Kivisto Consulting Oy <b>FIN</b>
11:50 – 12:00	Award ceremony – The best purchasing related thesis' in year 2014
12:00 – 13:00	<i>Lunch</i>

# Programme

	<b>1000 suppliers and one customer – how should you organize the caravan?</b>	<b>How to manage suppliers in different purchasing organizations?</b>
13:00 – 13:30	<b>Building supplier relationships in different cultures</b> , Danilo Monaco, Director of Strategic Suppliers, Arancho Doc Nordic Oy <b>FIN</b>	<b>Issues in Public Procurement</b> , Jan Telgen, Professor of Public Procurement, Department of Management and Governance Public Procurement Research Centre, University of Twente <b>ENG</b>
13:30 – 14:00	<b>Results with efficient SRM</b> , Marita Auramaa, Country Procurement Manager, Scandic Hotels Oy <b>FIN</b>	<b>Subcontracting partnerships in outsourcing – case Rantasalmi</b> , Anne Mykkänen, SVP, Public Sector Business, Suomen Terveystalo Oy <b>FIN</b>
14:00 – 14:30	<b>Lecture will be confirmed soon</b>	<b>Purchasing savings – True or false?</b> Tuukka Kulha, Team Leader, Analysis & Metering, Neste <b>FIN</b>
14:30 – 14:50	<i>Break</i>	
14:50 – 15:05	<b>Launching of Best in class- tool</b>	
15:05 – 15:35	<b>Open Innovation – a new way to develop procurement</b> , Jarkko Pellikka, Head of Operations (Nokia Labs), Nokia Technologies <b>FIN</b>	
15:35 – 16:15	<b>Train yourself Zen master of purchasing</b> , Eeva Jaakonmäki, OTK, LLM, Certified Coach <b>FIN</b>	
16:15 – 16:30	<b>Summary of the seminar day</b> , Sari Hakkarainen, Chairwoman of the seminar and LOGY's Procurement Forum	
16:30 – 18.00	<b>After work party</b>	