



BME Advanced International Class
**Procurement of
Electronics in East Asia**

July 5th – 6th 2022 | ONLINE



Obtaining electronics components in Taiwan, South Korea and Japan

- Most important trends of electronics in the region
- How to set up contact to the stakeholders
- Impact of interrupted supply chains
- Practical experiences of electronics buyers

AGENDA

Opening greetings

Axel Limberg, Chief Representative and Executive Director,
German Trade Office Taipei

Global supply chain challenges and risks and role of East Asia

- ▶ Global supply chain challenges and risks and role of East Asia
- ▶ Global Supply Chains - challenges & risks
- ▶ Role of APAC / East Asia
- ▶ Resetting the agenda - SCM & Procurement
- ▶ Success factors for future-winning supply chains

Dirk Stolte, Global Supply Chain Expert

Trend of technology development in the electronics and semiconductor industries in the region

- ▶ Overview of Electronics and Semiconductor Industries in Japan, South Korea and Taiwan/China
- ▶ Contract Manufacturing Relations between Global Brands and NEA OEM/ODM/EMS
- ▶ EU Collaboration with NEA region in building a Resilient Supply Chain
- ▶ Green Sourcing and Sustainable Procurement for ESG Initiatives

Steve Lai, Honorary Chairman,
SMIT (Supply Management Institute, Taiwan)

Political risks in the region

- ▶ Overview and analysis of political systems in the „Far East Region
- ▶ „The elephant in the room“ - the clash and the potential political risks with the plans China has started to implement for Taiwan, South Korea & Japan
- ▶ Potential impact of political uncertainties for the global economy

Kay Kutzer, Supply Chain and Risk Management Expert/formerly
Liebherr-International Deutschland GmbH

Disrupted supply chains from East Asia

- ▶ Risk of freight and container shortages
- ▶ Consequences of traffic jams on the global supply chain
- ▶ Impacts of Corona (e.g. quarantine in Chinese ports)

Silvia Glas, Former Head of Material Planning,
Jungheinrich) / Purchasing Electronics Japan, Panasonic

Preserving business continuity being a lifeboat in the storm: Sourcing Electronics in East Asia from a Medium Enterprise perspective

- ▶ Introduction company, its products and the sourced electronic components
- ▶ The sourced (electronics) components
- ▶ The Pandemics effect
- ▶ The components disruption (shortage, lead time/price upsurge, lack of visibility)
- ▶ The Action Plan
- ▶ The results

Roberto Crippa, Supply Chain Director, Tecniplast S.p.A (Italy)
Lucia Ferrario, Planning and Procurement Director, Tecniplast S.p.A

Interactive Discussion: first steps in the region: How to reach the (hidden) champions?

Moderation: **Axel Limberg**, Chief Representative and Executive Director, German Trade Office Taipei

How to move toward a new era procurement, a view from Japan

- ▶ End of Japanese style manufacturing,
- ▶ Trading opportunity and mitigation plan,
- ▶ Humancentric DX

Osamu Uehara, Chairman, ISM-Japan

Nobuki Watanabe, ISM-Japan, Value Integration Division / Hitachi, Ltd.

Product classification and impact on customs

- ▶ Customs procedures and Harmonised System
- ▶ Origin of goods, freetade agreements and barriers of trade
- ▶ Information technology agreement, further developments

Marc Bauer, Customs and Trade Division,
Chamber of Commerce and Industry Stuttgart

Semiconductor supply chains: Experiences and observations of a senior engineer supply chain

- ▶ The Crisis as a practical Chance for a sustainable competitive advantage for supply chain
- ▶ Reason (i.e. the Bullwhip-effect) for the global Chip shortage including practical measures to mitigate Bullwhip and chip shortage
- ▶ Global E2E collaboration especially with the semiconductor centers in Asia (semantic net to master the complexity, AI based Forecasts, Serious Games like HAI (Human & AI) Game to work together with our AI companions
- ▶ Not companies but supply chains compete – let us use the supply chains to get a competitive advantage for our supply chain

Hans Ehm, Head of Supply Chain Innovations,
Infineon Technologies AG

Intercultural business aspects in East Asia

- ▶ History & Geographics
- ▶ Politics & Religion
- ▶ Business & Work
- ▶ People & Lifestyle
- ▶ Overview about the region, its people and usual mistakes in communication

Frank Berberich, Global Category Management, JOST

Focus markets

- ▶ Markets: Taiwan, South Korea and Japan
- ▶ High Qualified Electronic components



Global procurement of electronics has become a challenging profession. Increased worldwide demand on the one side and shortages of the offers on the other side have led to an inconvenient position of buyers. These circumstances are especially made more difficult by the fact that a huge portion especially of sophisticated electronics comes from one region, in fact East Asia.

Here the regions Taiwan, South Korea and Japan play a crucial role. Thus buyers tackling a sound strategy for their procurement of electronics have to take this region seriously.

We therefore have a look at this region and want to find out where are the main opportunities and perils. We bring experts of the region and the global electronics market in order to assess the right strategies.

TARGET GROUP

This event is directed to buyers from companies who are involved in global sourcing and dealing with procurement of electronics

DATE

July 5th & 6th 2022 | ONLINE

The event takes place online, by MS Teams

Fee: 477 Euro per person (Special opening discount)



1st Day: 9 AM – 6 PM

2nd Day: 9 AM – 3 PM

Central European Summer Time

Breaks will be agreed on between speakers and attendees during the event.

CONTACT

Registrations

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ORGANISER



INTERNATIONAL PARTNERS



REGISTRATION FORM

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Yes, I would like to register:

July 5th & 6th 2022 | ONLINE

Delegate

Last name	<input type="text"/>	First name	<input type="text"/>
Position	<input type="text"/>	Divison	<input type="text"/>
Phone	<input type="text"/>	Email	<input type="text"/>

Company	<input type="text"/>		
Street/P.O. Box	<input type="text"/>		
ZIP Code/City	<input type="text"/>	Country	<input type="text"/>
Date/Signature	<input type="text"/>		

Billing address:

Divison	<input type="text"/>	Department	<input type="text"/>
Street/P.O. Box	<input type="text"/>		
ZIP Code/City	<input type="text"/>	Country	<input type="text"/>

Facts: Event takes place on 5th-6th of July 2022, online, by MS Teams

Programme: BME reserves the right to make changes to the programme

Cancellations: Please note that a processing fee of Euro 50 will be charged for cancellations before 21st of June 2022.

2019. In the event of cancellations after this date or failure to turn up at the event, the full registration fee will be charged. If you are unable to attend the forum, a substitute participant may attend in your place. Cancellations must be submitted in writing.

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