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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



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.

IFPSM World Summit 2018 Helsinki Finland 26.-29.9.2018

IFPSM World Summit on 26th-29th 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

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

Sponsors of the IFPSM World Summit

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.

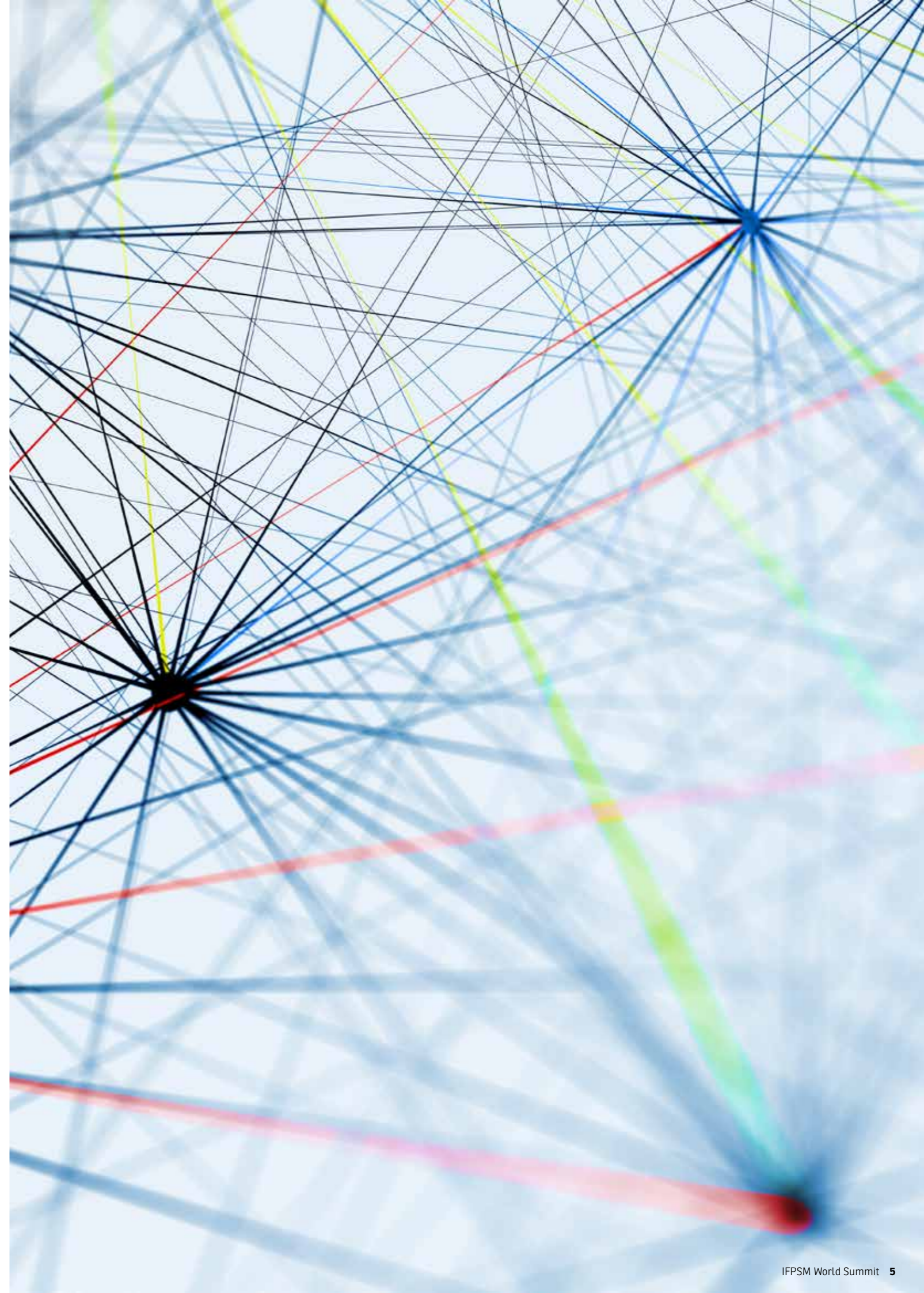
I urge you all to maximise this for your own development and your organisations, by striving to meet new fellow professionals from across the world and engaging with them through the various conference sessions and during the social occasions.

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.

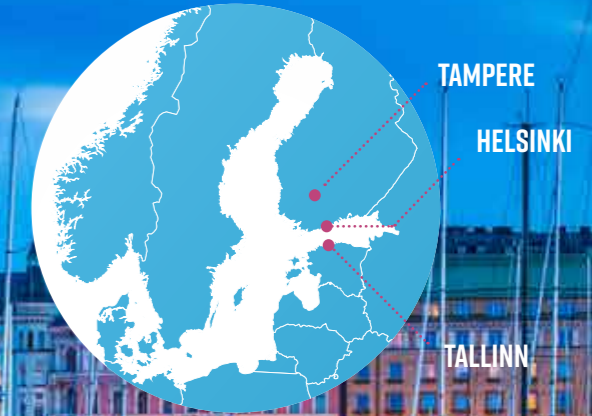
I look forward to supporting you to maximise this opportunity. ●

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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 (Coach depart front of Hotel Scandic Park)
- 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

13:15 Impact of Disruptive trends on Technology for Procurement
Marcell Vollmer, Chief Digital Officer, SAP Ariba

How Global Megatrends effect to Supply Chain Sustainability
Johanna Pirinen, VP Sourcing and Logistics Sustainability, Stora Enso

13:50 Managing Cybersecurity of the Supply Chain
Jan Mickos, Head of Cyber Security, CGI

Driving Sustainable top line and bottom line value
Josip T. Tomasevic, Vice President & CPO, Global Purchasing and Materials Management, AGCO

14:25 Reinventing Procurement with state of art Digital Technology (AI)
Moray Reid, Global Offerings Leader, Procurement Practice, IBM Services

Transformation of Procurement in Challenging Environment
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

9:20 Industry 4.0 & its Impact on Competences in Procurement 2022
Michael Henke, Head of Chair, TU Dortmund University

Digitalization of Public Procurement – Best Practices
Tero Meltti, Head of Unit, Ministry of Finance, Finland

9:55 What should be P&SM tomorrow? Which competences to succeed?
Bernard Gracia, EIPM, Dean & Director

Strategic Procurement - SMEs in Public Procurement and Value-for-Money
Christopher Bovis, Professor, University of Hull

10:30 The Procurement Value Proposition to Business
Gerard Chick, Thinker and Innovator, FCIPS

Procurement, the Catalyst for Innovative Solutions
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

- 16:00** 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
- 12:30** Cruise to Helsinki
- 14:30** Buffet lunch on Cruise Ship
- 16:00** Arrive Helsinki
- 16:30-17:30** Arrive hotel / airport



NETWORK & EXCHANGE IDEAS

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- Mr. He Liming

LOGY

IFPSM
INTERNATIONAL FEDERATION OF PURCHASING & SUPPLY MANAGEMENT

World Summit 2018
Helsinki Finland 26.–29.9.2018

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 26th
- IFPSM World Summit 27th and 28th
- Lunch and refreshments provided on each day 26th-28th
- Dinner on 27th evening (normal price 92,50 €)
- Helsinki Sightseeing (1 hour) by coach

Non Association Member	625 €
Association Member (Member of an IFPSM association)	560 €
IFPSM Member Association Nominated Delegates	
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.

Welcome Dinner	100 €
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Includes ferry, trip to the restaurant, dinner and 2 glasses of wine.

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.

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

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 m² cabin with bay window for two people on deck 11.

A-class cabin: Renewed high-class, comfortable 9 m² sea view cabins for 1-4 people on decks 5, 9 and 10.

Deluxe cabin for 1 person	265 €
for 2 persons	185 €
A-class cabin for 1 person	235 €
for 2 person	175 €

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
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! ●

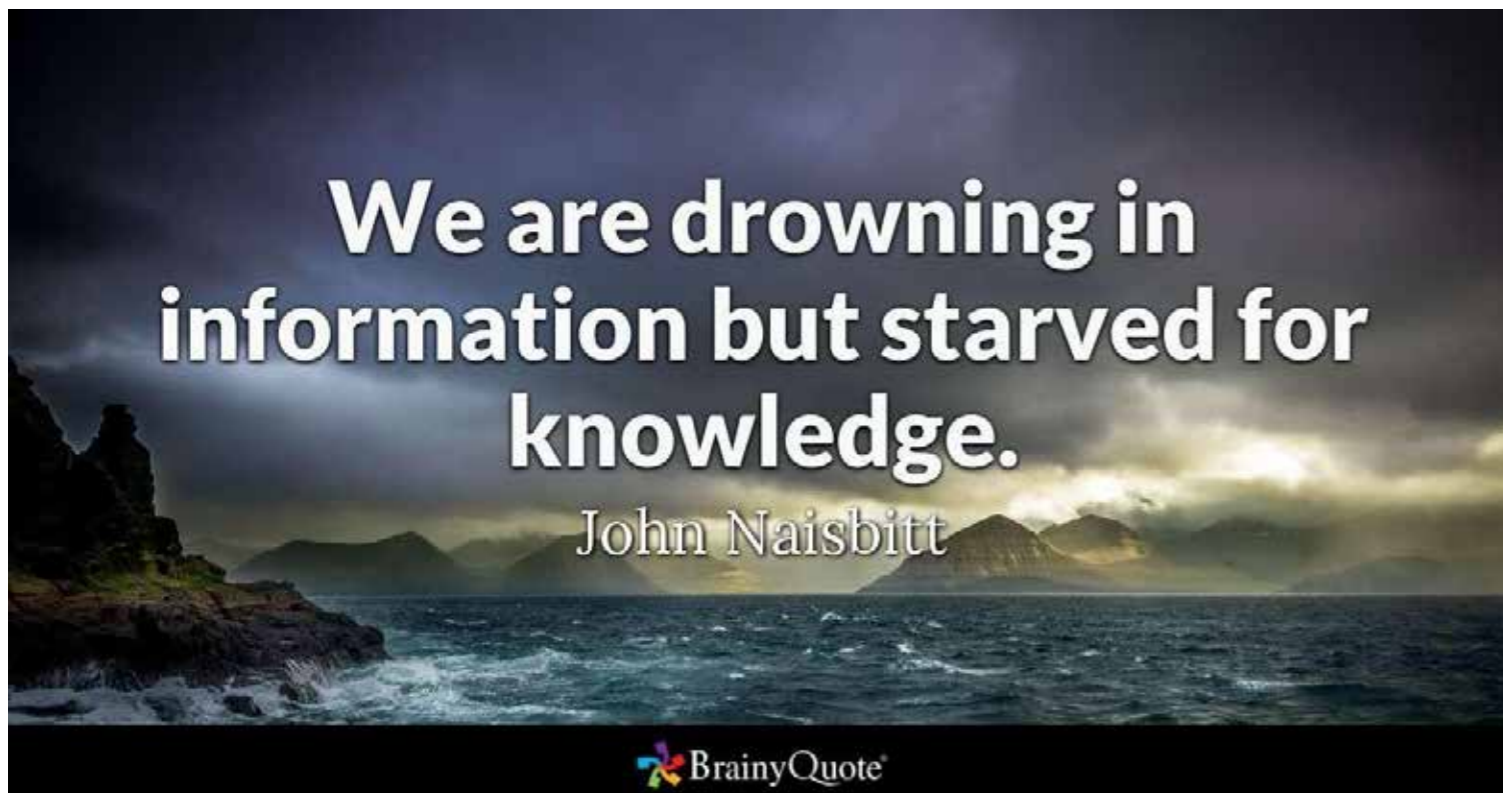


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NETWORKING CRUISE

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- Mr. Markku Henttinen



ENABLING SMARTER PROCUREMENT – TACKLING THE DATA CHALLENGE

THE NEED

Given the ever-growing set of objectives Procurement is expected to support, operating smarter is a must. It is otherwise simply not possible to do so much more without extra resources.

A recent study by Forrester involving over 400 participants, entitled [Enabling Smarter Procurement](#), took a deeper look at what is required, the obstacles holding Procurement leaders back and what can be done about them today.

Unsurprisingly, when asked what are the highest priorities for Procurement the top answer (67% of respondents) indicated that improving business insight on purchasing activity through reporting and analytics was crucial and needs to be improved. A measly 7% indicated this was not a priority.

When asked which innovations would be most valuable to procurement, if available and affordable, the top response (63% ranked among top innovations and 30% as #1) was data and analytics in context to make smarter decisions.

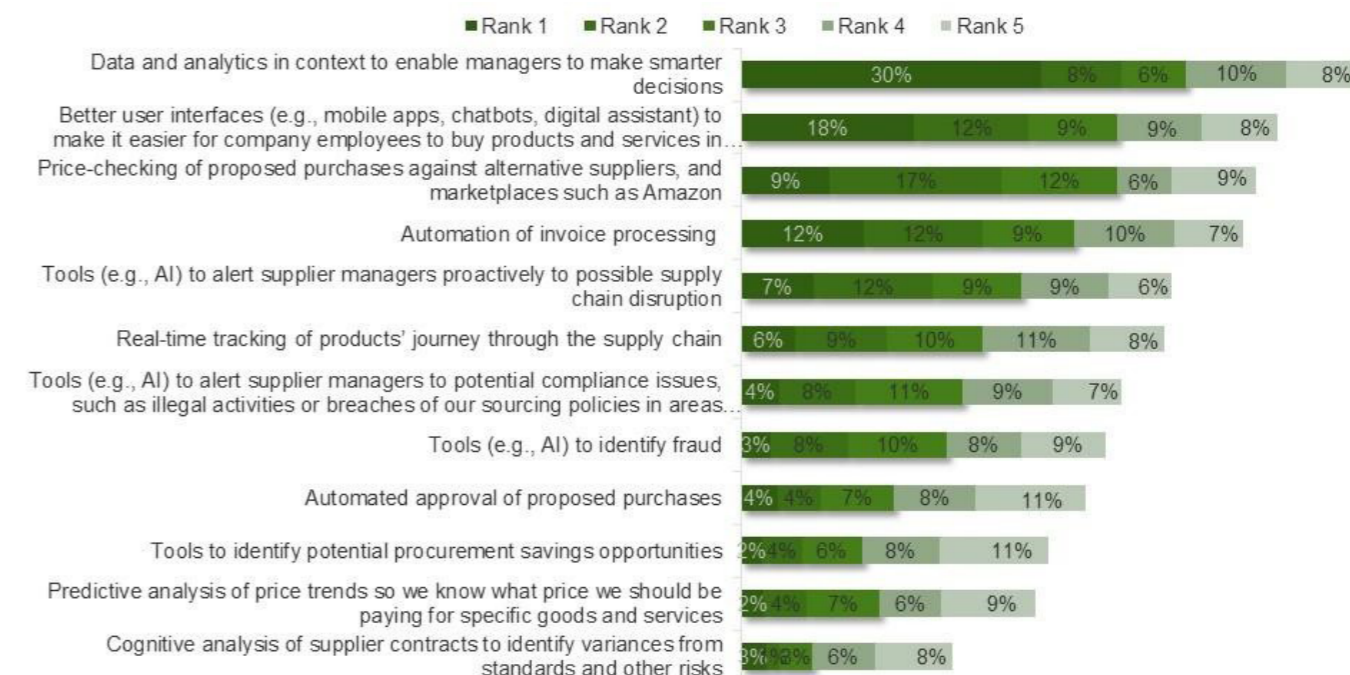
THE PROBLEM

So what is keeping Procurement from more informed, strategic decision-making? The top of the list included poor data quality and the related issue of lack of availability of relevant insights.

Data was a recurring theme throughout survey responses, with less than half of respondents very confident in their data in any area, and far less when it came to spend or supplier risk data. A long list of specific data issues

were flagged, topped by duplicate supplier records, inaccurate data and inability to access relevant data (information overload). Integration between S2P modules and between S2P and backend systems was also highlighted.

As William Pollard so well stated, "information is a source of learning. But unless it is organized, processed, and available to the right people in a format for decision making, it is a burden, not a benefit." Data is the fuel that feeds actionable insights and overall informed decision-making. So major problems with data flow through the entire decision-making process. And as the volume of data available continues to increase at exponential rates, the problem will only worsen and your ability to address it weaken if not tackled now. Poor data also limits the im-



part of innovations such as artificial intelligence (AI), as a [robust study from MIT](#) proved. Recent, independent studies have repeated found that even poorly rated AI algorithms fed with quality data outperform strong algorithms leveraging poorer data.

THE PATH FORWARD

So what's to be done? Many Procurement professionals have come to accept poor data as an inevitability. Clearly a defeatist attitude, but is it true?

Fortunately not. Even better, much of what can be done does not even require a unique project or solutions / budget.

First, stop producing poor data by digitizing Source to Pay by individual process. By slicing up your Procurement Process you end up duplicating data. In the past, many companies debated between best of breed, with disparate solutions from different providers, or an integrated suite from one provider. Today, capabilities of leading suite providers are on par with niche providers in many cases so this tradeoff is no longer necessary.

Furthermore, be careful in what various providers mean by integration. As vendors have rushed to fill their suites, many offer integration only at the workflow level, eventually getting

to a consistent UI. Unfortunately, that won't solve the data issue. Integration must exist at the data level, with a fully unified data model. That means, to take one prime example, a single supplier record across the entire S2P process. In practice, this means you can run a true supplier 360 report and see what you are spending, what contracts are in place, what orders you have made and invoice/payment status, without having to run separate reports or search for different supplier records. With a unified data model, new activity generates clean data that can be used for effective reporting.

Improving data capture helps new information in those systems, but does not fix existing data issues or those in back end systems. Here, some extra work is unfortunately required, but it is well worth it. Look to master data management (MDM) solutions. If available within existing suites as add-ons, this simplifies the effort. MDM solutions can tie together your disparate back end systems, normalizing data and linking records so you can improve visibility and position yourself to better gain from AI innovations. Whirlpool is an example of a company tackling this well, using vendor master management to integrate vendor data in S2P with 23 backend systems and actually clean supplier records in those systems.



A holistic approach to both fixing existing issues and digitizing to improve new data quality, Procurement leaders can empower their teams to operate smarter and ultimately achieve their objectives. Its not easy, but by making this part of evaluation criteria for existing initiatives, you can make it manageable.

About Ivalua: Ivalua is recognized as a leader by Gartner, Forrester and Spend Matters. It offers an Integrated Source-to-Pay suite for both direct as indirect spend that has unique capabilities in data management and is built from the ground up on a single platform. Ivalua has over 250 customers worldwide and has an industry leading customer retention rate of 98%.

This article was first published on the Ivalua Blog, for this and similar blogs go to: <https://www.ivalua.com/blog/>



Kuva: Laura Vanzo / Visit Tampere

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

We power the biggest, most expert community in transport logistics.



Your partner,



www.transporeon-group.com



TRANSPOREON GROUP

TRANSPOREON IS THE CLOUD-BASED LOGISTICS PLATFORM THAT ENABLES
A WORLDWIDE COLLABORATIVE NETWORK OF LOGISTICS PROFESSIONALS.

This global platform for intelligent transport logistics creates a digital connection between shippers and carriers, achieving smarter, transparent and more cost-effective movement of goods around the world. By digitizing the entire logistics supply chain, it also enables real communication and collaboration across the worldwide shipper-carrier community.

The company links a global network of more than 1,000 shippers (manufacturers, suppliers, and retailers), 65,000 carriers (logistics and transportation service providers, 3PLs, freight forwarders, and brokers), and more than 100,000 users in over 100 countries through a range of software-as-a-service solutions currently available in 24 language versions.

Unique in the market, Transpore-

on Group solutions include onboarding, consultancy, and lifetime support with multilingual customer support. This ensures a customized fit for each organization, boosting shipper/carrier performance and cutting costs while optimizing carrier margins and lowering CO2 emissions. Transporeon services are ISO-27001 certified, and the group has global presence with offices across Europe, Russia, Asia, and the USA.

FIND OUT MORE ABOUT:

- faster sourcing process
- transparency & traceability
- compliance
- how easy connectivity with transport providers works across the largest community in Europe

- how to flexibly respond to market fluctuations with automated freight handling
- what the advantages are of industry-specific time slot management
- how transports can be mobilized and tracked in real time
- how you can tender loads with the largest transport service provider in Europe - across all types of transport
- how to manage freight rates with maximum flexibility and manage freight bills

Visit us at booth 5 in the Foyer (2nd floor) and meet our experts Marcus Andersson, Business Development Manager Scandinavia and Soeren Hjetting, Key Account Manager Scandinavia and Central.

GOODPACK

NETWORK @ WORK

4M

RETURNABLE
CONTAINERS

6M

ANNUAL
MOVEMENTS

8M

PAYLOAD
TONS



4,800

DELIVERY & COL-
LECTION POINTS

80

COUNTRIES WITH
GOODPACK OPS

18

SUBSIDIARIES OVER
SIX CONTINENTS



ENABLING A GLOBAL SUPPLY CHAIN ECOSYSTEM

GOODPACK DELIVERS VALUE THROUGH EFFICIENT SUPPLY CHAIN SOLUTIONS,
A GLOBAL NETWORK AND SMART RETURNABLE CONTAINERS.

Supply Chain Solutions

Goodpack is leveraging its history as an innovator in packaging and storing some of the world's most challenging payloads to enable and support the development of the supply chain ecosystem of today – and of the future.

Through partnerships and networking, Goodpack delivers end-to-end solutions that ensure visibility and control of assets as they make their way around the world to service and support its customer's goals.

Global industries are rapidly adopt-

ing digital solutions to optimize operations, lower costs and reduce their environmental impact. Goodpack solutions support these goals and focus on providing targeted solutions to address each of these requirements.

Goodpack's patented metal intermediate size containers are collapsible and stackable. Constructed to ensure protection against harsh conditions and contamination, they are quick, easy and safe to set up by a single individual.

Goodpack in Short

- 4 million returnable containers
- 6 million annual movements
- 8 million payload tons moved annually
- 4,800 global delivery and collection points
- 22 regional offices
- 31 countries with operational depots
- headquarters in Singapore

www.goodpack.com



Step into the next level of digitalized procurement – with Cloudia.

sales@cloudia.com +358 20 766 1071 www.cloudia.com

YOUR DIGITAL JOURNEY MAY BE SLOW BUT STANDING STILL IS NOT AN OPTION

IF YOU'RE MANAGING PROCUREMENT IN TODAY'S TECHNOLOGY ENVIRONMENT,
YOUR CHALLENGES WILL BE COMPLEX AND MANY.

For most, your digital journey still lies ahead, while 'born digital' companies are adopting new technologies at speed, leaving late adopters behind. But digital procurement need not be a challenge. We see it as your greatest means for success.

Every journey starts with a single step. First, we must admit that in today's hectic business world we all need partners to succeed. When choosing the right partner, I think we all want

to work with people we can trust. And people who have experience and results to show for it. Don't concentrate on promises but the facts. In digitalization, words come easy but realizing them is another thing. Demand proof and references, it's your right as a customer.

At Cloudia, we know what lies ahead for you and how to help you stay ahead of the competition. We believe in showing rather than telling. That's

because the best e-procurement and contract management solutions are built with a deep understanding of the daily life of procurement professionals in mind; and through a dedication to achieving greater business impact and driving revenues. This committed approach has made us one of the leading e-procurement, supplier management and contract lifecycle management solution providers in the world today.

We can work with you to transform



ARE SAARINEN

CEO, CLOUDIA

your business, but it doesn't have to happen overnight. Cloudia procurement solutions have been developed for a digital journey that is gradual and effective. The most important thing is to take the first step. Then to invoke the old proverb: don't be afraid of going slowly be afraid only of standing still.

- Are Saarinen Cloudia CEO

OUR CUSTOMERS ACHIEVE SIGNIFICANT SAVINGS

Apartment block renovation tendering in City of Helsinki:

"We compared the result with the cost estimate and found that we had achieved savings of way over three million euros, so we can be very satisfied with that."

Mika Nieminen, Project Engineer, City of Helsinki

North Karelia saved hundreds of thousands of euros with the online auction

"We achieved more than half a million euros saving in the procurement for office multifunction devices."

Mika Purmonen, Procurement Manager, City of Joensuu

The City of Helsinki has saved mil- lions of euros using the online auction

"The auction only took a few hours and achieved a saving in excess of two million euros for the contractual term"

Kari Gröndahl, Development Manager at City of Helsinki

Reductions in workload and tendering time have brought about significant savings

"Savings in time and workload at the Construction Service Unit were achieved using Cloudia services. The most distinct and largest savings are related to tender processing and comparison."

Liisa Katajala, Project Director, City of Helsinki



ABOUT US

Cloudia is a global provider of digital procurement process performance solutions. Consistent growth of +50% for the past 4 years indicate our excellence in the business. Our comprehensive product portfolio includes data security certified and easy-to-use solutions for both strategic and operational aspects of procurement – eSourcing, Contract Management and Supplier Management. Furthermore, we provide a digital marketplace intended for suppliers and buyers to network, where the annual procurement volume exceeds EUR 20 billion. Cloudia's dynamic, cloud-based services help companies respond to the challenges of the information age and to make use of the growing amount of data simply and effectively. Our services can be produced using Equinix data centers, on five continents and using over 180 nodes.

Our solutions:

- Cloudia Planning
- Cloudia Sourcing
- Cloudia Order
- Cloudia Contract
- Cloudia Supplier Management
- Cloudia Marketplace



World Summit 2018
Helsinki Finland 26.–29.9.2018