

## ONLINE CONFERENCE

### in terms of the International Students Project

### «Challenges in digital procurement transformation - exchange of German-Russian companies»

**Digitalization changes business models and processes. For small and medium sized suppliers, it is particularly important to know how the procurement processes are evolving. Therefore, innovative solutions in e-procurement were analyzed by students from UNECON. They present their results in a joint conference with companies who develop and implement new procurement processes. The project is led by UNECON (www.unecon.ru), BVMW (www.bvmw.de), and Thorsten Gareis (www.thorstengareis.com).**

*26<sup>th</sup> of March, 2021*  
*Beginning 11:00 a.m. (Moscow time)*  
*Ending 15:00 p.m. (Moscow time)*

*The target groups are all SMEs, in particular companies from the pharmaceutical, medical technology, retail, and energy sectors that want to digital transform their procurement.*

## CONFERENCE AGENDA

	<b>Greetings and opening speech:</b>	<b>Speaker</b>
11:00 - 11:05	<i>Welcome</i> <i>DER MITTELSTAND BVMW e.V.</i>	<b>Markus Jerger</b> <i>Executive Director</i> <i>BVMW e.V.</i>
11:05 - 11:10	Welcome Scientific perspective	<b>Dr. Nikolay Toivonen</b> <i>Vice-rector on Strategic Development</i> <i>UNECON</i>
11:10 - 11:15	Welcome SME perspective	<b>Thorsten Gareis</b> <i>CEO</i> <i>Thorsten Gareis</i> <i>Einkauf. Interim Akademie.</i>
11:15 - 11:20	Results of the UNECON students team work in terms of the international project «Innovative solutions in e-procurement: experience of Russian companies»	<b>Prof. Dr. Irina Shapovalova</b> Head of the department of License, Accreditation and Academic Quality Control UNECON
11:20	<b>Presentation of students' project teams and Brief Company presentation and Q&amp;A; moderated by Irina Shapovalova</b>	
<b>Panel I</b>		
11:20 - 11:40	Digital transformation of procurement activities of pharmaceutical companies: current state and opportunities	<b>Yulia Ivanova, UNECON</b>

		<i>Additional notes by Andrey Sogrin, Head of Supplier Development Department, BOCAD</i>
11:40 - 11:55	Key to effective procurement transformation: chances for SME	<b>Michael Schürmann</b> Vice President Indirects - Group Procurement & SCM Körber AG
11:55 - 12:10	Transforming Procurement: 7 things that SME should know	<b>Ralf Garczorz,</b> VP Supply Chain Procurement Johnson & Johnson Medical Devices
12:10 - 12:25	Question and Answer (Q & A) about both presentations	
<b>10 minutes break</b>		
<b>Panel II</b>		
12:35 - 12:45	Digital Instruments in Source-to-Contract: Oil and Gas Sector	<b>Elena Selemeneva, UNECON</b> <b>Evelina Grishkina, UNECON</b>
12:45 - 12:55	Predictive analytics in e-procurement	<b>Serge Khmelevsky,</b> CIO Newtech Group LLC
12:55 - 13:10	Data matters in procurement	<b>Angela Qu</b> SVP & CPO Lufthansa Group
13:10 - 13:25	How can quantum computing transform the supply chain in corporates and SME?	<b>Dr. Jan Goetz</b> CEO and co-Founder IQM
13:25 - 13:45	Question and Answer (Q & A) about both presentations	
<b>10 minutes break</b>		
<b>Panel III</b>		
13:55 - 14:15	E-procurement in retail industry: suppliers, technologies and perspectives	<b>Meri Osipova, UNECON</b>
14:15 - 14:30	Digital Transformation Journey – how the lives of businesses will change	<b>Anna-Kathrin Werkmeister</b> VP Procurement & Logistics Siemens MobilityRolling Stock
14:30 - 14:45	Question and Answer (Q & A) about both presentations	
14:45 - 14:55	Summary of the results and outlook of the project	<b>Thorsten Gareis</b> CEO Thorsten Gareis Einkauf. Interim Akademie.
15:00	End of the event	