



EIPM Campus Archamps pr  
Geneva Franc

## CPOs Workshop:

### "Effective Transformation in Procurement & Supply Chain"

#### Location

- EIPM Academy, Archamps, France

#### Benifits:

- Lectures
- Networking with International experts
- Site visits to Eurpean companies
- Success stories sharing from industry experts

# Programme overview



## Before Session

- One webinar session aiming to explain the overall objectives & pedagogies used during the training roadmap, as well as some practical information.
- Some work to be prepared in the perspective of the face-to-face session

## Face to Face session

Those days will be dedicated to:

- Theory with the EIPM trainers
- Cases, practices and discussions with the EIPM trainers & guests speakers
- Best practices visiting some companies.

EIPM proposes a five-day workshop on the EIPM Campus in Archamps (FR) which is located 20 minutes Geneva city & airport (CH).

This workshop is built on the following model:

- Four days of classes mixing theory, discussions, simulations and a follow up roadmap to fill along the week permitting each participant to build his own potential project.
- Companies visits,
- Guest speakers,
- Evenings out (restaurant by Geneva Lake or Annecy...),
- This week will take place on Monday 21st to Friday 25th August, 2023.

## Programme content

The workshop will focus on strategic purchasing/Procurement

themes such as:

- Purchasing Role Transformation (PRT)
- Category Strategy Transformation (CST)
- Organisation and Digitalisation (O&D)
- MON TUE
- Efficient Suppliers Management (ESM)
- Supply Chain & Risks Transformation (SC&RT) P R T O & D
- Sustainability and Decarbonation (S&D)
- Leadership and Change (L&D)

		WED	THU	FRI
		ESM	S & D	L & C
Lunch				
CST	Cie visit	SC & RT	Cie visit	Debrief

# Programme details

	Morning	Afternoon
Day 1	<p><b>1. PURCHASING ROLE TRANSFORMATION</b></p> <ul style="list-style-type: none"> <li>▪ Helicopter view</li> <li>▪ Purchasing contribution to business</li> </ul> <p>Individual presentations</p> <ul style="list-style-type: none"> <li>▪ Strengths</li> <li>▪ Opportunities</li> <li>▪ Aspirations</li> <li>▪ Results</li> </ul> <p>Purchasing Role Tomorrow</p> <ul style="list-style-type: none"> <li>▪ The world changes, Procurement changes and compliance</li> <li>▪ Impact on business, environment, innovation</li> </ul> <p>Workshop</p>	<p><b>2. CATEGORY STRATEGY TRANSFORMATION</b></p> <ul style="list-style-type: none"> <li>▪ Why a Category Strategy?</li> <li>▪ What a category strategy is</li> <li>▪ How to transform category management to become strategic</li> <li>▪ How to implement it</li> </ul> <p>Guest speaker</p> <p>Dinner</p>
Day 2	<p><b>3. ORGANISATION &amp; DIGITALISATION</b></p> <p>Workshop: Agile supplier selection</p> <p>Organisation option</p> <ul style="list-style-type: none"> <li>▪ Designing the organisation</li> <li>▪ What is an agile organisation</li> <li>▪ Discussion</li> </ul> <p>Digitalisation</p> <ul style="list-style-type: none"> <li>▪ Key success factors for digitalisation</li> <li>▪ Impact on the organisation</li> <li>▪ Discussion</li> </ul>	<p><b>4. COMPANY VISIT</b></p> <p>Visit</p> <p>&amp;</p> <p>D i s c</p> <p>u s s i</p> <p>o n</p>
Day 3	<p><b>5. EFFICIENT SUPPLIERS MANAGEMENT</b></p> <p>Effective Compliance</p> <ul style="list-style-type: none"> <li>▪ Fraud</li> <li>▪ Ethics</li> <li>▪ CSR</li> <li>▪ Suppliers diversity</li> </ul> <p>Transformation SRM</p> <ul style="list-style-type: none"> <li>▪ Suppliers to select</li> <li>▪ Transforming relation to build an efficient SRM</li> <li>▪ Impact on Strategy</li> </ul>	<p><b>6. SUPPLY CHAIN &amp; RISK TRANSFORMATION</b></p> <p>New Supply Chain Models</p> <ul style="list-style-type: none"> <li>▪ What did change</li> <li>▪ Eco system models</li> <li>▪ Reshoring models</li> </ul> <p>New Risks Models</p> <ul style="list-style-type: none"> <li>▪ Risks analysis</li> <li>▪ New contingency</li> </ul> <p>Guest speaker</p> <p>Dinner</p>
Day 4	<p><b>7. SUSTAINABILITY &amp; DECARBONATION</b></p> <p>Workshop</p> <p>Sustainability</p> <ul style="list-style-type: none"> <li>▪ Code of <ul style="list-style-type: none"> <li>▪ Integration in the procurement process</li> </ul> </li> </ul> <p>Decarbonation</p> <ul style="list-style-type: none"> <li>▪ Measurement</li> <li>▪ Circular economy</li> <li>▪ Decarbonation levers</li> <li>▪ Scaling decarbonation</li> </ul>	<p><b>8. COMPANY VISIT</b></p> <p>Visit</p> <p>&amp;</p> <p>D i s</p> <p>c u s</p> <p>s i o</p>
Day 5	<p><b>9. LEADERSHIP AND CHANGE</b></p> <p>Leadership</p> <ul style="list-style-type: none"> <li>▪ Different styles of leadership</li> <li>▪ Cultural impact on leaders</li> <li>▪ Simulations</li> </ul> <p>Change management</p> <ul style="list-style-type: none"> <li>▪ Different models for changing <ul style="list-style-type: none"> <li>▪ How implement those models in Purchasing</li> </ul> </li> </ul>	<p><b>10. CONCLUSION</b></p> <p>Roadmap</p> <p>and</p> <p>Overall Debriefing</p>

# EIPM Team & Guest Speakers

## Programme customisation & Trainers

Francois DOUSSET  
Bernard GRACIA  
Hervé LEGENVRE  
Manish SHANBHAG

## Administration

Contact before contract: Bernard GRACIA  
Programme Manager: Magali MUGNIER  
Project Support: Laetitia JARDRY

Find out more about  
EIPM's products and services:  
[www.eipm.org](http://www.eipm.org)

## Practical information

### Transports

A bus line runs very close to the EIPM campus. However, it is more comfortable to have a car for evening outings

#### Taxi booking

EIPM has negotiated special rates with Accord  
Taxi (42 euros during the week and 52 euros during  
weekend and nights from/to Geneva Airport  
Phone n° +33 (0)6 08 23 40 00  
Email: [accord.taxi74@orange.fr](mailto:accord.taxi74@orange.fr)

Reservations preferably by email mentioning the  
dates of your arrival/departure, flight number and  
landing/taking off schedule. You will receive a  
confirmation by email as well as indication of the  
meeting point

#### Places to visit

Geneva  
(15 min by car)  
International city  
on Lemman Lake.



Anney  
(30 min by car using  
the highway)  
Also called the Venice  
of the Alps.



Salève mountain  
(30 min by car)  
Hiking activities, cable car and  
restaurant on  
top of the mountain.



Chaplin's World  
(1h15 by car)  
Immersive museum  
in Corsier-sur-Vevey,  
near Montreux.

