

Tuesday | 3 March 2020

10:00 a.m. - 5:00 p.m.

The whole hardware world will meet in Cologne from 1 to 4 March 2020. With 2,770 exhibitors from 58 countries, EISENWARENMESSE - International Hardware Fair Cologne is the largest and most international exhibition worldwide. The offer ranges from tools through fasteners and fittings to construction and home improvement supplies. Every two years, on 144,000 square metres of exhibition space, the entire global industry presents what is important and what will become important in the hardware sector.



The Association for Supply Chain Management, Procurement and Logistics (BME e.V.) is once again a partner of EISENWARENMESSE - International Hardware Fair Cologne in 2020 and will provide the EISENforum with trade themes of relevance for procurement and approaches to solutions for the optimisation of your procurement process throughout the day on Tuesday, 3 March 2020.

Participation in the event is free of charge. For the purposes of better planning, however, we do ask you to register in advance at salvatore.rissel@bme.de

Moderation: Dr. Frithjof Kilp | Head of Association/Communication | BME e.V. | Eschborn

10:00 - 10:10 a.m. Welcome and Opening

Dr. Frithjof Kilp | Head of Association/Communication | BME e.V. | Eschborn

10:10 - 10:45 a.m. Efficient Procurement through Standardisation

- Standardise standard products? An overview
- Kanban - standardisation as opportunity
- Suppliers as development partners
- Forecast

Matthias Kelp | F. REYHER Nchfg. GmbH & Co. KG | Hamburg

10:45 - 11:15 a.m. Strategic Procurement | Timetable for the Transformation of Procurement

- Quantitative and qualitative procurement analysis
- Transformation and concrete approaches
- Planning of a programme for implementation

Prof. Dr. Mario Büsch | Professor of Supply Chain Management | International School of Management (ISM) | Cologne

11:15 - 11:45 a.m. Best Practice | Purchasing Transparency

David Richter | Global Commodity Manager | Gardner Denver Deutschland GmbH | Simmern

Lunch Break (self-catering via offered fair catering on site)

1:30 - 2:15 p.m. Market Development | Short and medium-term Trends on the Steel Market (from the Perspective of the Steel Trade in Germany)

- How do markets, supply and demand develop?
- What can be expected in future?

Oliver Ellermann | Management Board | BDS AG - Federal Association of German Steel Traders | Düsseldorf

2:15 - 3:00 p.m. Industry 4.0 | C-parts Management in the Context of Industry 4.0

- What stage is the realisation of Industry 4.0 at?
- New technologies and trends in the context of Industry 4.0
- Possibilities for helping medium-sized companies in the context of Industry 4.0

Dipl.-Logistiker Michael Lücke | Head of Supply Chain Operations | Fraunhofer Institute for Material Flow and Logistics IML | Dortmund

3:00 - 3:45 p.m. Supply Chain | Implementing C-parts Management in Practice

- From ordering screws to C-parts management

Markus Zischler | Sales Director | BUFAB Germany GmbH | Märfelden Walldorf

3:45 - 4:15 p.m. Operational Procurement 4.0 | Practical examples for the application of robotics, data analytics and artificial intelligence in operational procurement

- Robotic process automation: The first step to operational procurement 4.0
- Data analytics for fact-based process improvement in procurement
- Artificial intelligence for optimising procurement processes

Maik Müller | Head of Global Transaction Center Procurement & IT | KWS Berlin GmbH

As of 4:15 p.m. BME Kölsch Evening | Directly afterwards in the EISENforum with ice-cold drinks and Kölsche Tapas and the opportunity to network