

## SPECIAL GUEST

world-class procurement expert  
**prof. dr Arjan van Weele**

Arjan van Weele holds the (parttime) NEVI-Chair of Purchasing and Supply Management, at Eindhoven University of Technology, Faculty of Industrial Engineering and Innovation Sciences (IE&IS). He acts as an independent boardroom consultant to many large companies on procurement strategy and governance issues. He also acts as Supervisory Board Member for a few companies and organizations.

Before, he worked for 15 years in management consultancy both at PriceWaterhouseCoopers and Holland Consulting Group where he built his specialised consultancy in purchasing and supply chain management.

His consulting experience includes assignments from large, European manufacturing companies (ABB, Alcatel Bell, DAF Trucks, DSM, Honeywell, Shell International, Heineken, Royal Friesland Foods), construction and offshore industry (Skanska), retail (Ahold, Maxeda) and the service-industry (airlines, banks, public transport).

Apart from strategy he advised clients on such issues as purchasing coordination, centralisation, purchasing organizational structure, procurement benchmarking, performance measurement and improvement and training and development. Currently his research is devoted to developing effective procurement governance, category sourcing strategies, and value creation through building superior supplier relationships.

Over the last 15 years he has published over 100 articles and 15 books on purchasing and supply management.



Lecture: **Creating Business Alignment Through Category Sourcing: Key Success Factors of Category Sourcing Teams (Day I)**

- Category Sourcing: concepts and definitions
- Why we need cross functional sourcing teams
- Why category teams often fall behind
- Key factors that explain category team performance
- How do category teams perform in practice: evidence of academic research
- Six ideas to foster category sourcing team performance

Workshop: **Professional Purchasing: The Next Step (Day II)**

- Presentation and discussion
- Theoretical Framework: Implications of Principal Agent Theory for Purchasing Professionals
- Case Sanofi Poland: From Cost to Value Based Purchasing
- 10 Methods to reduce cost and create business value
- Case Eastern Airlines: About Procurement Governance and Stakeholder Engagement
- Purchasing Governance: rules of engagement
- Effective stakeholder management for purchasing professionals: do's and don't's
- Discussion: Implications for ITPs future purchasing agenda

