

# Meet the CPOs in Champagne

26th CPO Round Table  
4 & 5 July 2019



Hosted by  
LVMH Wines & Spirits

# Enabling Business & Revenue Generation



Over the past 10 years, Purchasing has evolved into a function that impacts the total cost of ownership, sustainability and innovation. Today, as purchasing teams are more strategic to the business, new opportunities emerge for them to enhance the total business performance.

In this context, during the Round Table we will explore how Purchasing contributes to generate new business advantages and to nurture revenue making opportunities.

Our focus will be to identify different levers that can be activated to make this happen. We will also look at the conditions for success, including the development of a vibrant community of Buyers who see their roles evolving.

**CPO: KEEP UP WITH CHANGES AND CONTRIBUTE TO THE BUSINESS COMPETITIVENESS!**

## 04 July Day 1

The first day of the Round Table will be dedicated to analyse the opportunities which Purchasing can explore to be the driving force behind the generation of business and revenue. We'll focus on:

- **Creating revenue opportunities**
- **Growing together with suppliers**

## 05 July Day 2

On the second day, the focus will be on how to create a network of willing professionals sharing the same values and the same enthusiastic approach to Purchasing.

- **Developing a vibrant people community in Purchasing**

## WEDNESDAY - 3rd JULY

- 18.00 Departure from CDG Airport by shuttle to Reims (optional)
- 19.00 Arrival in Reims
- 20.00 Welcoming dinner

## THURSDAY - 4th JULY

- 09.00 Opening presentation by Hervé Legenvre - EIPM  
*How Purchasing Contributes to Generate Business and Revenue: Setting the Context*
- 09.30 Presentation by the Host Company - LVMH Wines & Spirits  
*Supplier Activation Plan at Moët Hennessy Purchasing*
- 10.30 Networking break
- 11.00 Presentation (TBC)
- 12.00 Defining the workshop for the afternoon session
- 12.30 Lunch
- 13.45 Opening of the afternoon session by Hervé Legenvre - EIPM  
*Workshops*
- 14.45 Workshops' feedback debrief
- 15.30 Departure for Epernay  
Visit of Moët & Chandon cellar & dinner at Epernay  
Return to the Hotel in Reims after the dinner

## FRIDAY - 5th JULY

- 08.30 Opening presentation by the Host Company - LVMH Wines & Spirits  
*Creating an Unified Network at Moët Hennessy Purchasing*
- 09.15 Presentation by Essilor (TBC)  
*Creating a Purchasing Community at Essilor*
- 10.00 Presentation by E.ON
- 10.45 Debriefing of the morning
- 11.00 Visit of the Veuve Clicquot crayères, followed by lunch
- 13.45 Short workshop
- 14.30 Debriefing of the workshop
- 15.00 Final presentation by Hervé Legenvre  
*The Rise of Large Scale Open Source Collaboration*
- 15.30 Departure for CDG Airport

# Practical Information



03

- ARRIVAL AT CDG AIRPORT
- SHUTTLE TRANSFER TO REIMS
- WELCOMING DINNER



04

- ROUND TABLE DAY 1
- MOËT & CHANDON CELLAR VISIT
- DINNER AT CHANDON HOTEL



05

- ROUND TABLE DAY 2
- VEUVE CLICQUOT CRAYERES VISIT
- SEQUEL OF DAY 2
- CLOSING & SHUTTLE RETURN CDG

## ABOUT THE ROUND TABLE

The EIPM CPO Round Table provides the opportunity to tackle the major challenges Purchasing is facing, as well as exchange best practices and benchmark in a private and selected environment.

This well-established forum brings together a limited number of leading executives and guest speakers during two days of intensive exchanges. The event includes short company cases, interactive workshops and high level debates.

## FEES

Registration includes meals, visits, local ground transportation and documentation. Does not cover accommodation expenses.

## REGISTRATION

To register, please visit [www.eipm.org](http://www.eipm.org) or contact Ms Silmara Codeville at [scodeville@eipm.org](mailto:scodeville@eipm.org) or +33 4 50 31 5686.

**Credit Card payments 1'500 € + VAT**  
**Bank Transfer payments 1'700 € + VAT**