



## ONCE 2008 Fall Summit

*“Adding Value to Sourcing”*

Jolly Touring Hotel  
Milan, Italy  
October 15 - 17, 2008



**Hosted by:**



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### WEDNESDAY, OCTOBER 15

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7:00 – 10:00pm **Opening Cocktail Reception and Hors d'oeuvres – Jolly Touring Hotel – Sponsored by: HPI**

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### THURSDAY, OCTOBER 16

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- 7:00 – 8:00am **Breakfast and Registration**  
*Buffet in the Jolly Touring Hotel on your own – Registration in Lobby area*
- 8:15 **Meet in Hotel Lobby for Transportation to Plenary Session**  
*From Jolly Touing Hotel to i-Faber HQ offices - Building No. 2 of the Bodio Centre at Via Calabria, 31 – 20158, Milan  
Provided by i-Faber*
- 9:00 – 9:30 **Welcome and Meeting Overview – Building No. 2 of the Bodio Centre**  
*Plenary Session  
Paolo Chiaverini, CEO, i-Faber  
Tom Westbrook, CEO, W3Net – Chairman, ONCE*
- 9:30 – 9:45 **Introductions of Members, Prospective Members and Guests**  
*Dante Briones, President/CEO, BayanTrade – Director & Secretary, ONCE*
- 9:45 – 10:00 **Program Introduction: Tom Westbrook, Chairman, ONCE**
- 10:00 – 10:45 **Summit Keynote – Adding Value to Sourcing & Green Procurement**  
*Luca Guzzabocca, Costs & Logistic Department Manager, Monte dei Paschi di Siena Bank – Co-Chairman, Acquisti & Sostenibilità*
- 10:45 – 11:15 **Break**
- 11:15 – Noon **Program Keynote – Establishing a Global Sourcing Footprint**  
*Chris Haydon, SVP Global Solutions, Quadrem – Director & Treasurer ONCE*
- Noon – 1:00 **Lunch Break – Bodio Centre**  
*Hosted by: i-Faber*

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## THURSDAY, OCTOBER 16

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- 1:00 – 1:45pm **Program Keynote – Adding Value by Supplier Management Activities**  
*Colin Maund, CEO, Achilles*
- 1:45 – 2:30 **Program Keynote – Regional Sourcing with the i-Faber Platform**  
*Paolo Chiaverini, CEO, i-Faber*  
*Paolo Granata, Pre-Sales & Product Development Department Manager, i-Faber*
- 2:30 – 3:00 **Break**
- 3:00 – 4:00 **Program Keynote – Effective Contract Management**  
*Proffe Moberg, Solution Director Procurement EMEA, Oracle*
- 4:00 – 4:45 **Program Keynote – Global Sourcing & SRM**  
*Hamp Wall, CEO, Perfect Commerce*
- 4:45 – 5:00 **Closing Comments**  
*Tom Westbrook, Chairman, ONCE*
- 5:30 **Shuttle to Jolly Hotel**
- 6:00 – 6:30 **Board of Directors Meeting**  
*i-Faber HQ offices - Building No. 2 of the Bodio Centre at Via Calabria, 31 – 20158, Milan*
- 7:30 **Meet in Hotel Lobby – Walk to the restaurant**
- 8:00 **Dinner – Sponsored by Oracle**  
*“La Ranarita” restaurant*  
*Via Fatebenefratelli, 2*  
*Milan City Centre*
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## FRIDAY, OCTOBER 17

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- 7:30 – 9:00 **ONCE Executive Committee (CEO) Breakfast – Jolly Touring Hotel**  
*Charlie Jackson & Bill Le Sage, Co-Chair, ONCE Executive Committee*
- 9:15 **Meet in Hotel Lobby for Transportation to Plenary Session**  
*From Jolly Hotel to i-Faber HQ offices - Building No. 2 of the Bodio Centre at Via Calabria, 31 – 20158, Milano  
Provided by i-Faber*
- 10:00 – 10:15 **Overview of the Day - Building No. 2 of the Bodio Centre**  
*Plenary Session & Workshops  
Tom Westbrook, Chairman, ONCE  
Andrea Tiberi, Marketing & Communication Manager, I-Faber*
- 10:15 – 11:00 **Program Keynote:**  
*Arnd Petmecky, COO, HPI GmbH*
- 11:10 – Noon **Workshop – “Sourcing Knowledge Management”**  
*Facilitator: Chris Haydon, SVP Global Solutions, Quadrem – ONCE Director & Treasurer*
- Noon – 1:00pm **Lunch Break – Bodio Centre**  
*Hosted by: i-Faber*
- 1:00 – 1:45 **Program Keynote – Adding Value with SAP BPO**  
*Xavier Lablancherie, SVP Marketing, Hubwoo*
- 1:45 – 2:45 **Workshop – “Sourcing Change Management”**  
*Facilitator: Tom Westbrook, CEO W3Net – Chairman, ONCE*
- 2:45 – 3:15 **ONCE Executive Committee Presentation - Raising the Bar for Global B2B**  
*Charles Jackson, CEO, Quadrem  
Bill Le Sage, CEO, OFS Portal - ONCE Director*
- 3:15 – 3:30 **Meeting Wrap-up & Member Comments**  
*Tom Westbrook, Chairman, ONCE*
- 3:30 **Shuttle to Jolly Touring Hotel**
- 4:30 **Meet in Jolly Touring Hotel Lobby for Shuttle to Basilica of Santa Maria delle Grazie**
- 5:00 – 7:00 **“Leonardo da Vinci’s Last Supper & Tour of Santa Maria delle Grazie Church**
- 7:30 **No Host Dinner**  
*“Gli Orti di Leonardo” restaurant  
Via De Togni, 6  
Milan City Centre*
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