

NOHRCON



NORDIC PUBLIC PROCUREMENT FORUM 2024

COPENHAGEN: 18 - 22 NOVEMBER

Register **3**
Pay **for 2**

WELCOME TO A WORLD OF PROCUREMENT KNOWLEDGE IN WONDERFUL COPENHAGEN!

Nohrcon bridges the gap between knowledge and practice with hundreds of courses and conferences across the Nordics - primarily on public procurement and construction.

The jewel in our crown is our annual Nordic Public Procurement Forum (NPP) - and this year, we host the conference for the 18th time - with several new program additions!

We promise there's something for everyone, and it's going to be pretty fantastic! So, why not invite your colleagues to a week of the latest new knowledge and practical experiences from the frontline of public procurement to wonderful Copenhagen?

Feel free to contact us, if you have any questions:
[+45 70 20 11 46](tel:+4570201146) / info@nohrcon.com

Best regards
Team Nohrcon



Nordic Public Procurement Forum 2024

Join the most important public procurement event in Northern Europe! ...And don't forget to bring your colleagues with our special offer:

DISCOUNT CODE:
NPP2024DM

(Expires 11 October)



NPP PROGRAM OVERVIEW

WORKSHOPS

18 November

- Green Procurement
- Category Management *NEW!*

19 November

- Framework Agreements
- Contract Award

22 November

- Defence Procurement

CONFERENCE

20 November

- NPP Forum Day 1
- Conference Dinner

21 November

- NPP Forum Day 2

BONUS

9 December

- Free AI-Webinar with Albert Sanchez *NEW!*

PRACTICAL INFORMATION

Customize your own program

You choose which parts of the program and how many days you wish to join. You can choose from 1 to 5 days and all of them will provide you with the exact knowledge you need.

Copenhagen or online?

We hope to see as many as possible at the venue in Copenhagen: Scandic Spectrum Hotel. But if you are unable to meet with us, then most of the event will also be available for online attendance (except the Workshop on Contract Award).

Conference language

Main conference and workshops: English. Special days: national languages.

Pricing

Each day costs: 899€ ex VAT
Conference Dinner: 125€ ex VAT

Read more at [Nohrcon.com](https://www.nohrcon.com)

Workshops

This exciting workshop provides you with thorough insights into Category Management while introducing you to practical tools and new knowledge.

Learn how to optimize your procurement processes and build stronger supplier relationships. Ready to take your purchasing to the next level? Join us and find out how!

Moderator

Morten Munkgaard Møller
Cand.merc. and Ph.D.,
Associate Professor
Aalborg University (DK)

NEW!



Category Management:
*Optimize your purchases and **boost** your profit*



Green Procurement:
Gain new skills and work towards a greener world

At this important workshop on Green Public Procurement, we will cover the fundamentals of GPP and dive into new developments in the field.

Gain insights on green procurement trends and immerse yourself in vivid case studies, actionable examples, and rich training content. Sounds good, right?

Moderator

Rasmus Horskjær Nielsen
Lawyer and PhD
Andel Holding A/S (DK)

Framework Agreements:

Dive into the newest developments and the fundamentals



Master the essentials of Framework Agreements with this practical workshop, where you will get the latest knowledge and plenty of practical tools within the area. Discover how these procurement techniques streamline large-scale buying and reduce administrative burdens!

The workshop will ensure that you're fully equipped to navigate through the complexities of Framework Agreements.

Moderator

Rasmus Horskjær Nielsen
Lawyer and PhD
Andel Holding A/S (DK)

Become a regular Contract Award genius within EU Public Procurement with this hands-on workshop.

Forget about "*because that's what we have always been doing*" and focus on award criteria that truly reflect the goals and values of your procurement process.

Moderator

Jan Telgen
Emiritus professor
University of Twente and Public Procurement Research Centre (NL)

**Not available for online participation*



Contract Award:
Overcome your practical issues in **determining** the best bids

Main conference day 1

09:15 09:30	Welcome to the conference By our moderator Susie Smith, lawyer, procurement consultant and trainer
09:30 10:00	Oops! Avoid these tender evaluation mistakes No more surprises and shame, with Jan Telgen
10:15 10:45	EU Commission PP update Dive into the latest news from the procurement world from the EU Commission
11:00 11:30	Fixing the flaws: an insightful take on EU public procurement Helga Berger on ECA's critical report on EU public procurement practices
11:45 12:45	Lunch
12:45 13:15	Debunking the myth of general competition Rethink EU procurement law together with Trygve Losnedahl
13:30 14:00	Unlock the secrets behind successful pricing Master fair and competitive pricing strategies with Dagne Sabockis
14:30 15:00	Public procurement is not that friendly Boost innovation with 50 new ideas from Fredo Schotanus
15:15 15:45	Buying artificial intelligence? EU regulations got you covered! Explore the world of artificial intelligence with Christoph Krönke
15:45 16:15	Panel discussion - Future forecast: exploring AI's impact on public procurement!
19:00	Conference Dinner at Restaurant no. 2

Jan Telgen

Professor Emeritus //
University of Twente
and Public
Procurement
Research Centre (NL)



Helga Berger

Member //
The European
Court of
Auditors (EU)



Trygve Gudmund Harlem Losnedahl

Doctoral Research
Fellow // University
of Oslo (NO)



Dagne Sabockis

Jur. Dr., Senior
Associate //
Vinge (SE)



Fredo Schotanus

Professor of Public
Procurement //
Utrecht University
School of Economics
(NL)



Christoph Krönke

Professor of Public
Law // University of
Bayreuth (DE)



Moderator

Susie Smith

Lawyer,
Procurement
Consultant and
Trainer // Bevan
Brittan (UK)



Panel discussion featuring

Christoph Krönke // University of
Bayreuth (DE)

Marlene Winther Plas // DLA Piper (DK)

Linda Heimisdóttir // Miðeind (IS)

Milena Anguelova Krogsgaard // Poul
Schmith / Kammeradvokaten (DK)

The last speakers will be announced at [Nohrcon.com](https://www.nohrcon.com)

Main conference day 2

09:15 09:25	Welcome to the conference By our moderator Susie Smith, lawyer, procurement consultant and trainer
09:25 10:10	The exclusions in the EU Procurement Directives: interpretation, application and a critique How does the ECJ interpret exclusions of suppliers? Learn from Sue Arrowsmith
10:10 10:40	The power of central purchasing bodies The secret behind the power of CPB's according to Pauliina Juntunen
11:10 11:55	Key cases from the EU Court of Justice in the last year Expert eplanation of the key PP cases from the ECJ from Sue Arrowsmith
11:55 12:45	Lunch
12:45 13:45	Workshop: Mastering sustainable procurement Be more green and reduce your company's carbon footprint with Maud Vastbinder
13:45 14:30	Wait for something exciting here The speaker will be announced soon
14:45 15:15	Exploring the untapped potential of PPP's for a greener world Why and how can PPP's help us to be more sustainable according to Iryna Zapatrina
15:30 16:00	DPS vs. Framework Agreements: who wins? Are DPS and framework agreements fighting each other? Asks Carina Risvig Hamer
16:00 16:30	The future of centralisation in public procurement Kirsi-Maria Halonen shares news on the latest centralisation trends and challenges
17:00	Thank you so much for today!

Sue Arrowsmith

Professor Emerita //
University of
Nottingham (UK)



Pauliina Juntunen

Legal Counsel //
Hansel Oy (FI)



Maud Vastbinder

Operational
Manager //
CO2-Performance
Ladder Europe /
Foundation for
Climate Friendly
Procurement &
Business (NL)



Iryna Zapatrina

Professor and
Founder //
PPP Academy
and Edu4Bis
(UA/NL)



Carina Risvig Hamer

Professor of
Administrative Law
and Public
Procurement Law //
University of
Copenhagen (DK)



Kirsi-Maria Halonen

Law Professor //
University of
Lapland (FI)



Moderator

Susie Smith

Lawyer,
Procurement
Consultant and
Trainer // Bevan
Brittan (UK)



Sign up and
join us for
a week of PP
knowledge!

Workshop

Dive into the complexities of Defence Procurement and NATO policies. This crucial workshop covers special rules, exemptions, and the impact of global conflicts like the war in Ukraine. Gain insights from Baltic legal experts, engage in practical exercises on local components, and explore NATO standards. Network with industry leaders and enhance your procurement expertise.

Join us to deepen your defence procurement expertise!

Moderators

Dr. Carri Ginter

Partner // Sorainen (EE)

Mario Sõrm

Senior Associate // Sorainen (EE)

Katrīne Pļaviņa-Mika

Senior Associate // Sorainen (LV)



Defence Procurement:
Navigate through rules and tackle security challenges

9 DECEMBER



**NB. Only available to individuals who attend other days at NPP 2024*

FREE AI-Webinar*:
Navigate AI procurement challenges and explore latest trends

Join us as **Albert Sanchez-Graells**, a dynamic Professor of Economic Law from the University of Bristol (UK), leads the way! Specializing in EU and UK law, Albert focuses on competition, public procurement, and digital regulation.

NEW!

International Project Leadership Program



EDUCATOR

Michael Stig
Ørbech
TEMENE (DK)

Join our dynamic International Project Leadership Program and transform your project management skills! Engage in a collaborative learning environment where the experienced educator and fellow participants share insights and strategies.

Through practical exercises and real-world case studies, you will master the art of leading projects across borders and cultures. This program covers everything from project planning and execution to navigating complex international landscapes.

DATES 2024

1-2 Oct: module 1

11-12 Dec: module 2

LOCATION

Copenhagen Marriott Hotel (DK)

PRICE

21.899 DKK // 2.950 EUR
(prices ex. VAT)

MODULE 1

Your personal development as a project manager



Discover your personal leadership style and strengths in this first module. Gain essential tools for self-leadership, helping you communicate effectively, solve problems, and inspire your team. By the end of this module, you'll be equipped to lead with confidence and drive your projects to success.

MODULE 2

Negotiation, meeting management, and conflict resolution



Master the art of leading efficient meetings, resolving conflicts, and negotiating with stakeholders in international projects. Learn international facilitation techniques for planning, running, and following up on meetings. Enhance your negotiation skills and understand various styles for effective outcomes.

Procurement-game.com

UPDATED VERSION!



Play for free!



Do like more than 1,300 others and play your way through the procurement process in our free educational game. Now also from the **bidders perspective**. Including **green procurement** and **updated content**. Available in **12 languages!**

NOHRCON

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