

IFPSM
INTERNATIONAL FEDERATION OF PURCHASING & SUPPLY MANAGEMENT

ADACI
Italian Purchasing and Supply Management Association

Founding Member of the International Federation of Purchasing and Supply Management

IFPSM Europe - ADACI
International Convention on Public Procurement
ROMA-NOVEMBER 6-7/2025

ADACI

INTERNATIONAL CONVENTION ON PUBLIC PROCUREMENT

Rome, 6-7 November 2025

The Roma Eventi - Fontana di Trevi Conference Centre - Pilotta Square 4 - Rome



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SOUND PROCUREMENT GOVERNANCE LEADS TO BETTER PUBLIC SERVICES AND LIVING STANDARDS

Public Procurement boosts jobs, growth and investment and can create a more innovative, energy efficient, and socially-inclusive economy.

In addition to the cultural changes imposed by digitalization and artificial intelligence, public procurement has to cope with to the new economic environment. From a globalized and open system, we are in fact moving to a multipolar world that is too protectionist and less inclined to pursue the United Nations sustainability objectives.

What will be the impact of this radical change on our supply chains and SMEs? Will the Green Deal and the objectives of sustainability, environmental protection, equity, inclusion and governance become marginal?

ADACI, the Italian Association of Procurement & Supply Management and IFPSM Europe, are pleased to announce the organisation of the first International Public Procurement Forum and the establishment of the International Public Procurement Expert Group.

Practitioners, government officials, researchers and academics, from all over the world, will discuss the hot topics of public procurement and will exchange their best practices,giving rise to a network of the global public procurement community that will exchange studies, research and best practices.



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THE ORGANISERS

IFPSM

The IFPSM, founded in London in 1974, includes 40 national associations and over 250,000 procurement operators who globally manage order books of $ 3.4 trillion. The IFPSM promotes the global development and harmonisation of effective, efficient, innovative and sustainable procurement and supply management processes, as well as international standards for competency certification.

ADACI
Associazione Italiana Acquisti e Supply Management

ADACI, established in 1968, is one of the founding associations of the IFPSM and represents the national reference point in the field of procurement and supply management. Its mission is to support the professional development of its members through conferences, workshops, roundtables, networking activities, studies and research, publications and training and education courses. This mix of initiatives aims to foster the professional growth and qualification of its members and to promote the appropriate positioning of procurement in the Italian business landscape.

ADACI FORMANAGEMENT

ADACI Formanagement is a company controlled by the Association, dealing with training and consultancy in procurement, supply management and logistics.

CATEGORY of PARTICIPANTS	REGISTRATION by 15/10/2025	REGISTRATION from 16/10/2025
Non-Members of IFPSM Associations	**€ 350** + VAT	**€ 450** + VAT
Members of IFPSM Asia Pacif, Africa and South America Associations	**€ 170** + VAT	**€ 250** + VAT
Members of IFPSM European Associations and ADACI members (ordinary members)	**€ 250** + VAT	**€ 350** + VAT
Honorary members, Qualified Members, Corporate Members and Partners	**€ 150** + VAT	**€ 200** + VAT
ADACI under 30 members	**€ 150** + VAT	**€ 200** + VAT
November 6th Dinner	**€ 50** (VAT included)	**€ 60** (VAT included)

The above fee includes 2 business lunches and coffee breaks.
The registration fee income will cover the event management costs.
For VAT holders, the invoice will be issued without VAT, pursuant to article 7-ter of the applicable law. For private users the invoice shall include VAT.

REGISTRATION:
Registrations must be done online on the website https://www.adaciconvention2025.com , by entering all the required information in the various fields.
Facilities are provided for registration of more participants of the same company.
Contact Eng. Fabrizio Santini ***fabrizio.santini@adaci.it*** to request a quote

CANCELLATION:

within 15.09.2025	ADACI will reimburse 100% of the amount paid
from 16.9 to 31.10.2025	will reimburse 50% of the amount paid
from 1.11.2025	No reimbursement

THURSDAY 6TH NOVEMBER

8:30 Participant registration and welcome coffee
9:10 Greetings from

- **FABRIZIO SANTINI**, President of ADACI
- **CHRIS OANDA**, President of IFPSM
- **MIRELA SENICA**, IFPSM Regional Chair of Europe

9:30 Introduction by **GIOVANNI ATTI**, Past President ADACI

FROM 10:00 TO 13:00

FOUR OPEN ROUND TABLES ON THE FOLLOWING THEMES:

1. HOW TO ENHANCE COMPETITION IN PUBLIC PROCUREMENT *

Moderator: **GIUSEPPE FRANCO FERRARI**, *Emeritus Professor of Constitutional Law at Bocconi University, Vice President and Member of the Board of the IACL – International Association of Comparative Law*

Specific subjects discussed during the round table:

- Strategies to boost supplier's participation maximizing the benefits of effective competition.
- Participation of SMEs in public procurement: opportunities, challenges and policy implications.
- Fostering competition among suppliers, ensuring fair evaluation processes, and preventing anti-competitive practices.
- Towards a more strategic public procurement that fosters effective and fair competition.

2. P.P. PERFORMANCE MANAGEMENT: A FRAMEWORK FOR MEASURING EFFICIENCY, COMPLIANCE AND PLANNED TARGETS

Moderator: **DAVIDE VANNONI**, *Full Professor of Applied Economics, Director of the School of Management and Economics, University of Turin*

Specific subjects discussed during the round table:

- Importance of measurement and evaluation and recommended key indicators.
- Tools and methods for performance analysis: balanced score card and capability maturity models.
- OECD indicators and weaknesses detected.
- Problematic practices and systemic inefficiencies of PP in Europe (European Court of Auditors).

3. ENHANCED PROFESSIONALISM AND DISCRETION OF P.P. OPERATORS

Moderator: **IVO LOCATELLI**, *Senior Expert and Team Leader for Strategic Procurement, European Commission*

Specific subjects discussed during the round table:

- Giving frontline staff the power to make exceptions and improve outcomes.
- Focus on compliance, but also on performance and effective interests of the community.
- Enhancing professionalism to unleash PP full potential through training and education, improved skills and competences, certification, incentives and career development, technology.
- The role of the Marketing Decision Support System (MDSS).

RISK MANAGEMENT 4.0 – PROACTIVE PROCUREMENT IN THE PUBLIC SECTOR
GIL ZEFONI, *CEO IPLMA*
Transforming procurement from a technical function into a strategic driver of value, resilience, and innovation.

4. GOVERNANCE AND ORGANISATION OF CONTRACTING AUTHORITIES

Moderator: **MARIO COMBA**, *Lawyer and Full Professor in Comparative Economic Law and Comparative Public Law, Department of Law of University of Turin*

Specific subjects discussed during the round table:

- Proper mix and synergies between national, regional and local PP.
- Central coordination or centralized procurement?
- Clear definition of roles and responsibilities and greater integration between roles.
- Collaborative approaches and open dialogue with supply markets. More flexible and efficient proceeding; automation supported by AI agents, KPIs and financial audits.

**Simultaneous Translation English-Italian-French*

13:00 Lunch buffet

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THURSDAY 6TH NOVEMBER

FROM 14:00 TO 17:00

FOUR OPEN ROUND TABLES ON THE FOLLOWING THEMES:

5. AUTOMATION AND AI TO IMPROVE EFFICIENCY, TRANSPARENCY AND PRODUCTIVITY IN P.P. *

Moderator: **MAURIZIO PETRONZI**, *Head of Procurement & Operations Cassa Depositi e Prestiti (CDP)*

Specific subjects discussed during the round table:

- From dynamic e-procurement to AI applications.
- Importance of data and integration of public procurement platforms.
- Prerequisites, risk and benefits of traditional and generative AI.
- Good and bad experiences in AI project design and implementation.

6. GOALS AND PRINCIPLES FOR THE MODERN PUBLIC PROCUREMENT

Moderator: **ROBERTO CARANTA**, *Full Professor in Administrative Law, Department of Law University of Turin, Coordinator of SAPIENS Network*

Specific subjects discussed during the round table:

- Does the 'best value for money' goal justify some form of norm flexibility or should the compliance with law continue to be the overarching goal of the procurement cycle?
- Understanding the basics of public procurement: open competition, proportionality, accountability, fairness (equal treatment and non-discrimination), transparency, integrity and social utility.

7. INNOVATION TO DRIVE THE ADOPTION OF NEW OR IMPROVED SOLUTIONS TO PUBLIC NEEDS

Moderator: **NADER SABBAGHIAN**, *Adjunct Professor Department of Management and Technology Bocconi University of Milan, Partner @ 360 Capital*

Specific subjects discussed during the round table:

- What does innovation mean in public procurement and why do we need to innovate?
- Innovation in rule-making.
- Innovation in procurement negotiations and procedures.
- Innovation in products and services and the role of suppliers.
- Pre-commercial in procurement.
- The OECD framework for the effective use of innovative procurement

8. GREEN PROCUREMENT AND ESG

Moderator: **PASQUALE PANTALONE**, *Associate Professor of Administrative Law, Department of Italian and Supranational Public Law, University of Milan*

Specific subjects discussed during the round table:

- Is environment still a priority?
- How ESG and circular economy can drive sustainable business
- Best practices for the evaluation of corporate and product carbon footprint
- Extensive sustainability reporting or due diligence process?
- Are ESG requirements new barriers to trade?
- ESG and the role of suppliers.

17:00 Closing session

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FRIDAY 7TH NOVEMBER

8:30 Participant registration and welcome coffee

9:00 Opening of the Convention
Greetings from **FABRIZIO SANTINI**, President of ADACI
CHRIS OANDA, President of IFPSM
MIRELA SENICA, IFPSM Regional Chair of Europe

9:20 CAI JIN, Vice President of IFPSM and President of CFLP China
'Features of Chinese Public Procurement'

9:40 IVO LOCATELLI, Senior Expert at European Commission and Team Leader of Strategic Procurement for Innovation, Green and Social Procurement.

10:00 LILANTHA SUBASINGHE, President ISMM - Institute of Supply and Materials Management Sri Lanka

10:20 ERIC KIMUTAI KORIR, Director Public Procurement Kenya

10:40 CLAUDIO CONTESSA, President of the Jurisdictional Section of the Council of State

11:00 Coffee break

11:20 SAŠO MATAS, Director-General Public Procurement Directorate of Slovenia
'Competitiveness and Challenges of the EU Public Procurement System'.

11:40 MARLENE GRAUER, Senior Project Manager BME Germany
'Market Management Techniques for Innovation in Public Procurement'

12:00 CONSUELO DEL BALZO, Advisor to the Italian National Anti-Corruption Authority

12:40 Lunch Buffet

13:40 FRANCO MASSI, Magistrate and Secretary General of the Italian Corte dei Conti, the national jurisdictional body for public accounting
'Public finance and P.P. contracts: key levers for the development of the national economic system. How to simplify and speed them up without compromising the expected performances.'

14:00 PHILIPPE MARAVAL, Director of DAFG, Direction des Achats et Marchés France
'Payment by Results: 15 Years Feedback from France Travail'

14:20 LAWRENCE KAIRU KANYINYI, Project Manager and Director of Government Procurement System, Kenya

14:40 FRANCESCO LICCI, CONSIP
'the Italian state-owned company that provides frameworks and consultation for the procurement of public goods and services'

15:20 Speaker from SACE
'the Italian state-controlled company that provides insurance and financial services to support Italian businesses in their growth and internationalization efforts both domestically and abroad'

15:40 Summary of the research of ADACI Working Group on Public Procurement

16:40 Closing of the Convention

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TOUR

Booking deadline: October 3, 2025

Discover Rome through two exclusive walking tours and explore ancient wonders and baroque beauty in the heart of the Eternal City.

Thursday, November 6 – Ancient Rome & Colosseum

Type: Guided walking tour with professional tour guide
Meeting point: ADACI Conference Center, 09:00 AM
Duration: Approximately 4.5 – 5 hours
Itinerary:
Trevi Fountain | Piazza Venezia | Vittoriano | Theatre of Marcellus
Capitoline Hill | Roman Forum | Palatine Hill | Colosseum
Cost: €49 per person (including entrance tickets)
Group tour: Minimum 20 participants
Booking deadline: October 3, 2025

Friday, November 7 – Baroque Rome & Castel Sant'Angelo

Type: Guided walking tour with professional tour guide
Meeting point: ADACI Conference Center, 09:00 AM
Duration: Approximately 4.5 – 5 hours
Itinerary:
Trevi Fountain | Pantheon | Piazza Navona |
Via de' Coronari | Castel Sant'Angelo | Piazza Pia
Cost: €41 per person (including entrance tickets)
Group tour: Minimum 20 participants
Booking deadline: October 3, 2025

LOCATIONS



The 2025 International Convention will take place at ROMA EVENTI – Fontana di Trevi, an exclusive congress center just steps from one of the world's most iconic landmarks, the Trevi Fountain. This prestigious venue combines elegant architecture, modern facilities, and a central location that embodies the essence of Rome.

MAIN VENUE: **ROMA EVENTI – FONTANA DI TREVI**

All keynote sessions, opening addresses, and plenary meetings will be held at ROMA EVENTI – Fontana di Trevi, featuring fully equipped conference rooms, comfortable networking areas, and an inspiring atmosphere in the heart of the Eternal City.



DINNER – **NOVEMBER 6**

The D'ARC Foundation (Refuge of Contemporary Art), founded in 2024, is a permanent center dedicated to contemporary art. It hosts exhibitions, artist residencies, cultural events, and educational activities. Its origins trace back to the private collection started by Giovanni and Clara Floridi in the 1990s, which now forms the heart of the Foundation. The collection spans from Futurism and post-WWII Abstract Art, to Kinetic and Programmed Art, Arte Povera, Postmodernism, and the multifaceted languages of the new millennium.

The Foundation's mission is to promote and support contemporary art and culture as shared values, fostering partnerships with institutional and business stakeholders. Deeply rooted in the local context, the Foundation serves as an exhibition hub and cultural catalyst, attentive to current artistic languages.

PAYMENTS

Registration fees and optional dinners must be paid on-line within 14 days of the confirmation of registration, according to one of the following methods:

a) bank transfer to ADACI Formanagement Srl S.U.
at INTESA SANPAOLO SPA Via Buonarroti 22, 20145
Milano IBAN: IT 41 N 03069 01789 100000006687 - S WIFT/BIC: BCITITMM;

b) Credit card (Visa, Mastercard, Maestro, American Express, PostePay, Apple Pay)
After sending the above confirmation, ADACI Formanagement will provide you a regular invoice which must be paid within the aforementioned deadline.

HOTEL ACCOMMODATION

Hotel booking by participants with free cancellation by 31 August 2025

ROME TIMES HOTEL****
Via/street Milano 42 - 12 minutes walk from conference center
https://www.rometimeshotel.com/
double room single use: **€ 170 breakfast included + € 7,5/day City tax**
double room: **€ 180 breakfast included + € 7,5/day city tax**

ROME LIFE HOTEL ****
Via/street Palermo 10 - 12 minutes walk from conference center
https://www.romelifehotel.com/
double room single use: **€ 170 breakfast included + € 7,5/day City tax**
double room: **€ 180 breakfast included + € 7,5/day city tax**

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