

nextGEN

CAIRO

FIRST DAY AGENDA

SEE → TRANSFORM → LEAD → COLLABORATE → INFLUENCE → DELIVER

FROM INSIGHT TO INFLUENCE

How does procurement lead before the pressure hits?

Sunday 6 December 2026

CAIRO
DUBAI

nextGEN

PROCUREMENT
SUMMIT '26

A sharper agenda narrative

A full day built around practical insight, candid debate and audience interaction — not another procurement lecture.

8:30	WELCOME	Coffee, networking & expo access
9:30	OPENING	Hamada Mohsen • Shruti Mittal Chakraborty • Yasser Shaker
10:00	SEE	Before the Disruption Hits: Can Procurement See Risk Coming?
11:10	TRANSFORM	AI in Procurement: What’s Real, What’s Hype — and What’s Next?
12:10	LEAD	The Procurement Leader of 2030 — CIPS keynote
12:35	LUNCH	Networking lunch
1:30	COLLABORATE	The Other Side of the Tender: What Suppliers Wish Procurement Knew
3:00	BREAK	Coffee, expo & networking
3:30	INFLUENCE	Beyond Savings: What Earns Procurement a Seat at the Table?
4:30	DELIVER	The CPO Reality Check: What Wins When Everything Matters?
5:30	PULSE	The NextGen Pulse — Cairo 2026 + networking

Coffee. Connections. First conversations.

Outdoor area opens for networking, coffee and expo access before the official welcome.

9:30 AM | OPENING

A short welcome and a clear promise for the day: practical insight, cross-industry exchange and debate worth staying for.



Hamada Mohsen

Cairo Edition



Shruti Mittal Chakraborty

Dubai Edition



Yasser Shaker

Stage Host for Cairo & Dubai

THEME OF THE DAY

Procurement leadership that sees risk earlier, uses technology better, earns influence faster and delivers value beyond savings.

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BEFORE THE DISRUPTION HITS

Can Procurement See Risk Coming?

Trade conflicts, political instability and supply bottlenecks are reshaping procurement. This session turns resilience into a practical leadership question: how early can procurement read the market signals and act?

KILLER QUESTION

Can procurement become the organisation's early-warning system?

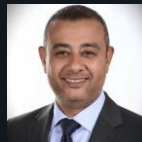
Conversation sparks

- Shorter quote validity and supplier hedging language as early signals
- Scenario planning before disruption reaches the P&L
- Executive alignment when risk is still uncertain



Ahmed Raafat

Moderator • Head of Procurement & Supply Chain, ARM Holding, UAE



Mohamed Kamal

CPO • Misr Italia Property, Egypt



Mira Fouad

Procurement Lead • Supply Chain Department, Servier Egypt



Youssef Makram

Purchasing Manager • Corporate Office Orascom Hotels Management, Egypt

Risk Intelligence • Scenario Planning • Geopolitical Risk • Supply Chain Resilience

Panel language: Arabic with simultaneous interpretation into English

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AI IN PROCUREMENT

What's Real, What's Hype — and What's Next?

Beyond demos and buzzwords: which technologies are already creating measurable procurement value, and where does human judgement remain the real differentiator?

KILLER QUESTION

Where is AI creating measurable procurement ROI today?

Conversation sparks

- Use cases that work now versus experiments still searching for value
- Agentic AI, predictive risk and negotiation intelligence
- The human skills technology cannot replace



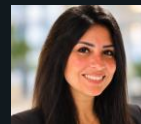
Zyad Khan

Moderator • Associate Director –
Procurement & Contracts, Dubai World
Trade Centre, UAE



Fadi Salama

Procurement Senior Leader • Roche
Middle East



Jacqueline Robeil

Procurement Manager at The American
University in Cairo (AUC)



Manuel Gunzel

Founder & Managing Consultant •
Guenzel Consulting GmbH

AI & Procurement Intelligence • Digital Transformation • Human Judgement • Measurable Value

Panel language: English with simultaneous interpretation to Arabic

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THE PROCUREMENT LEADER OF 2030

What Will Separate the Best from the Rest?

The Future of Procurement Leadership

What does the new procurement leader look like? What skills are essential, and what tools will be deployed to add value to organizations now and in the future?

KEYNOTE SPEAKER



Sam Achampong

Regional Managing Director • CIPS MENA

12:35 PM | LUNCH & NETWORKING

A natural reset after the morning sessions — and the right moment for informal supplier, peer and sponsor conversations.

Future Procurement Leadership • CIPS Perspective • Capability Building • Business Value

Keynote language: English with simultaneous interpretation to Arabic

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THE OTHER SIDE OF THE TENDER

What Suppliers Wish Procurement Knew

A candid supplier-side conversation about tender experience, evaluation behaviour and what makes suppliers invest in stronger, longer-term partnerships.

KILLER QUESTION

What makes good suppliers bring their A-team — or walk away?

Conversation sparks

- Do complex RFPs always create better outcomes?
- When does chasing the last 2% destroy value?
- What should procurement fix in the supplier experience?



Hossam Tawfik

Moderator • Strategic Procurement & Supply Chain Leader | Vendor Management | CIPS Direct Associate | Digital Transformation | Business Lecturer & Consultant

TBC

Service Provider

Marketing / Professional Services perspective • TBC

TBC

Materials Supplier

Engineering / Projects supplier perspective • TBC

TBC

Technology Provider

IT / Digital provider perspective • TBC

Supplier Collaboration • Tender Experience • TCO & Value Creation • Innovation

Panel language: English with simultaneous interpretation to Arabic

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Coffee. Networking. Unscripted value.

A focused break for delegates, sponsors and exhibitors to continue the conversations started on stage.

Suggested activation

We will invite delegates to answer the live poll before returning to the stage lineup: “Does procurement have a genuine seat at your strategy table?” or something else; we are still evolving the activation and engagement scenarios. This is just a draft agenda for sponsors and speakers’ review.

3:30 PM | Return to main stage

BEYOND SAVINGS

What Earns Procurement a Seat at the Table?

This session flips the conversation. Instead of procurement explaining its value, the business challenges procurement on speed, risk, growth, innovation and financial impact.

KILLER QUESTION

What does the business really expect from procurement?

Conversation sparks

- CEO lens: when should procurement be involved earlier?
- CFO lens: What value matters beyond savings?
- COO/CMO lens: does procurement accelerate or slow the business?



Dr. Christina

Moderator • Board Member, Malaysia
Independent Non-Executive Director
Association

TBC

CEO Speaker

Business & growth perspective • TBC



Mr. Muralidhar Menon

Current CFO/COO at CG Foods Egypt,
Europe / Africa
Ex. CFO Landmark Group

CFO Panelist: Value, risk & capital perspective

TBC

COO / CMO Speaker

Execution, customer & innovation
perspective • TBC

Strategic Influence • Value Beyond Savings • C-Suite Collaboration • Business Growth

Panel language: English with simultaneous interpretation to Arabic

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THE CPO REALITY CHECK

Cost. Risk. AI. Growth. Sustainability. What Wins When Everything Matters?

A practical closing panel built around competing business priorities. No theory, no perfect answer — only trade-offs, prioritisation and real execution choices.

KILLER QUESTION

You cannot prioritise everything. What goes first?

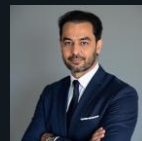
Conversation sparks

- CEO: cut costs by 10% while the business moves faster
- Operations: no disruption; ESG: reduce emissions
- CFO: reduce working capital; IT: adopt AI



Matteo Perondi

Under final confirmation
Moderator • CPO, Bulgari, LVMH Group,
Italy



Ahmed Raafat

Head of Procurement & Supply Chain,
ARM Holding, UAE



Zyad Khan

Associate Director – Procurement &
Contracts, Dubai World Trade Centre,
UAE



Nihal Hashish

Under final confirmation
EMEA Procurement Director at PepsiCo

Strategic Decision-Making • Prioritisation • Trade-Offs • Measurable Impact

Panel language: English with simultaneous interpretation to Arabic

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THE NEXTGEN PULSE — CAIRO 2026

What does Cairo's procurement community really think?

One live question in every session. One final reveal at the end of the day. The audience becomes part of the agenda — and the results become post-event content.

- 01 ☐ Can your organisation see Tier-2 disruption before it hits?
- 02 ☐ Has AI delivered measurable procurement ROI yet?
- 03 ☐ Do suppliers see procurement as a customer, partner — or obstacle?
- 04 ☐ Does procurement have a genuine seat at your strategy table?

NETWORKING • COFFEE • EXPO

Exercises and announcements: Arabic with simultaneous interpretation to English

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Less conference. More conversation.

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Acknowledge: NEWLEVEL, the summit owner company, used an AI engine, a marketing specialist, a designer and a corporate procurement expert to produce this agenda, and it is still for review purposes only.