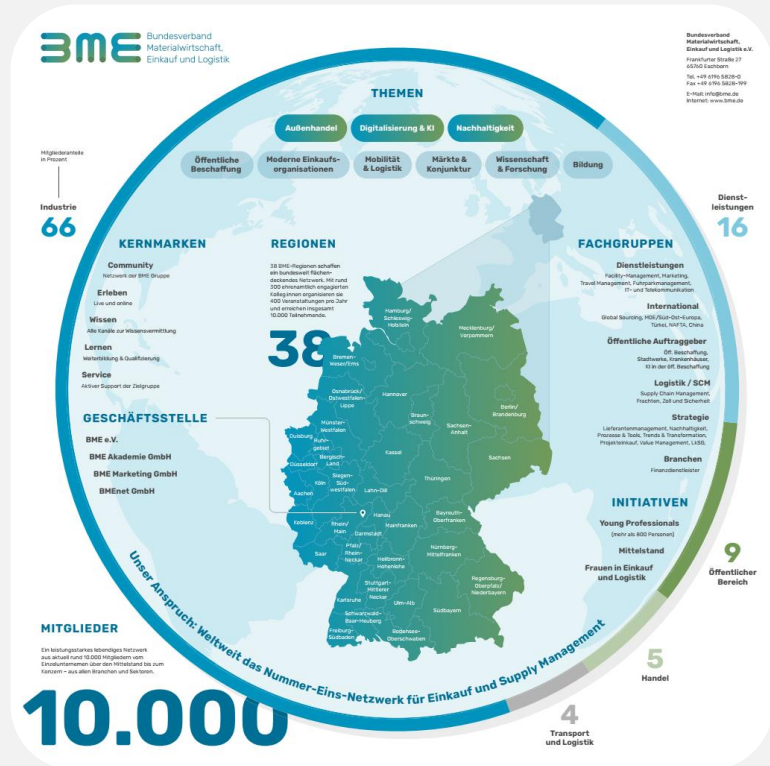




Olaf Holzgrefe
Head of International

DER BME



Plattform – Netzwerk – Partner



Qualifikation

- Seminare
- In-house
- eLearning
- Zertifizierung



Service

- International B2B
- Zertifizierung
- Benchmark
- Compliance
- Job & Karriere



Know How

- PMI-Germany
- Publikationen
- Guidelines
- Expert-Councils
- KOINNO
- Insides



Netzwerk

- Mitglieder
- 38 Regionen
- Kongresse
- Foren
- Young Professionals-Cluster
- CPO- Meetings
- Regional - Network IFPSM

BME Highlights:

1. KOINNO - Kompetenzzentrum Innovative Beschaffung
2. Mittelstand-Digital Zentrum
3. 5 Einkaufsinitiativen – u.a ASEAN und Westbalkan

INTERNATIONALER SOURCING SUPPORT

Events 2025

1st Purchasing Initiative Finland, Baltic States

Finland | Estonia | Lithuania | Latvia
Mainz, Germany | 24-25 March 2025

11th Purchasing Initiative Western Balkan

Serbia | Croatia | Slovenia | Bosnia and Herzegovina | Albania
Kosovo | North Macedonia | Montenegro
Nuremberg, Germany | 4 June 2025

4th Purchasing Initiative ASEAN

Vietnam | Malaysia | Indonesia | Thailand | Philippines | Laos | Cambodia
Online | 16 June – 4 July 2025

2nd Purchasing Initiative India

Online | 11-29 August 2025

11th CEE Procurement and Supply Forum

Hungary | Romania | Bulgaria | Serbia | Croatia | Slovenia | Albania
Kosovo | North Macedonia | Montenegro and more
Krakow, Poland | 30 September 2025

12th Sourcing Days Italy

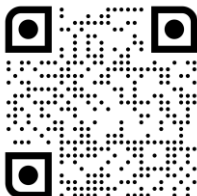
Northern Italy | 21-22 October 2025

4th Purchasing Initiative Maghreb

Algeria | Tunisia | Morocco
Frankfurt, Düsseldorf, Berlin | November 2025

2nd Procurement and Supply Forum Türkiye

Istanbul | 26 November 2025



B2B Matchmaking | Sourcing-Support



www.bmematchmaking.com

Formate

Online: Webinars / B2B
B2B-Foren / Meetings

Unser Erfolg

Seit 2015 mehr als
8.000 B2B

Partner

Partner:
AHK, IHK, OAV, etc



+ 25 Länder | 4 Sourcing-Regionen

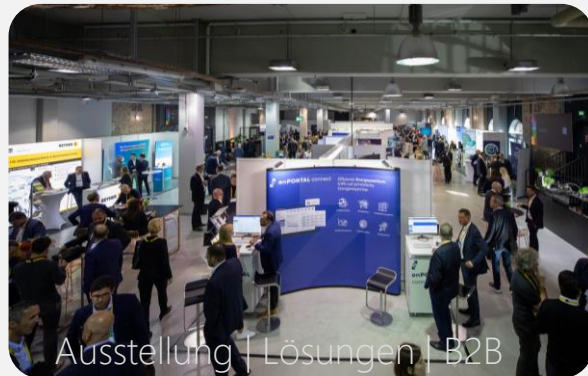


Highlight: BMW Einkaufsinitiativen



+ BME China | Sourcing Support | Netzwerk | Partner

Europas größtes Einkaufssymposium



Geopolitik & Einkauf



2020-2025 ...

Ein andauerndes
Netz aus Krisen und
Herausforderungen

Ukraine War

Trade conflict
USA-China

Energy

Supply Chain Issues

MARKET

CHANGES

CLIMATE

COVID

LOGISTIC

Prices Capacities

China+1

FUTURE

TRENDS

Sustainability

Electromobility

INFLATION

Zölle

TRUMP

2020-2025 ...

Ein andauerndes
Netz aus Krisen und
Herausforderungen

KI

TRANSFORMATION

Ukraine War

Trade conflict
USA-China

Supply Chain Issues

MARKET
CHANGES
CLIMATE

China+1

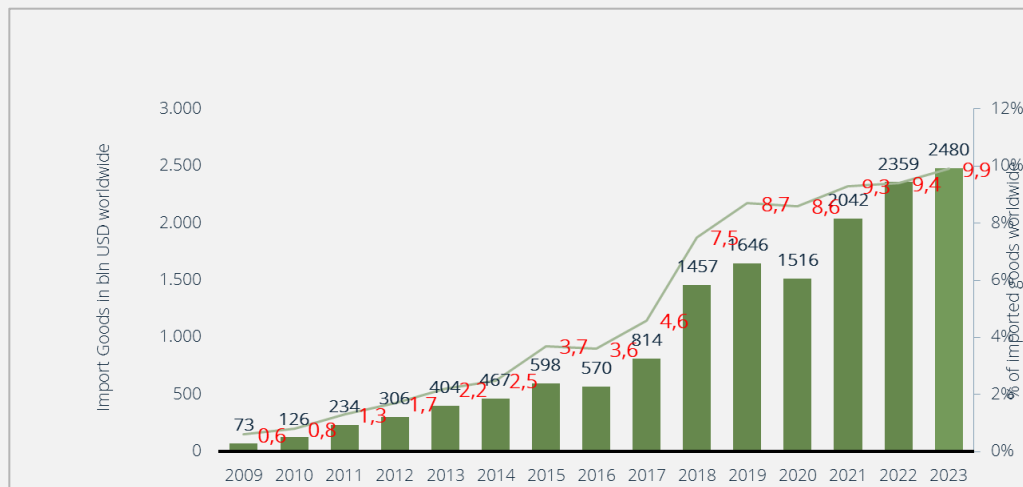
FUTURE
TRENDS

Sustainability

Electromobility

INFLATION

TECHNICAL
Capacities



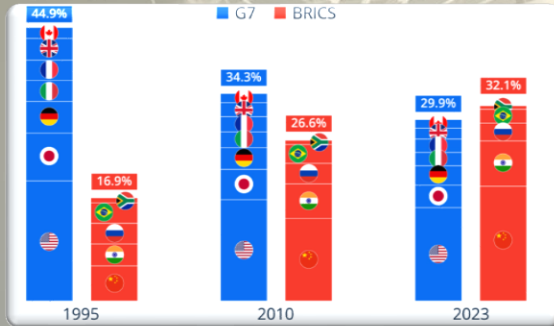
De-Globalisierung? Nein – Globalisierung im Wandel



De-Globalisierung? Nein – Globalisierung im Wandel



De-Globalisierung? Nein – Globalisierung im Wandel

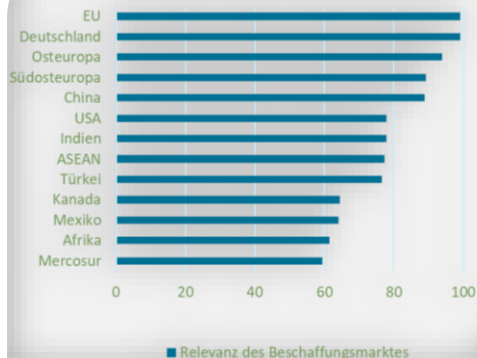


EUROPE – Quo Vadis?

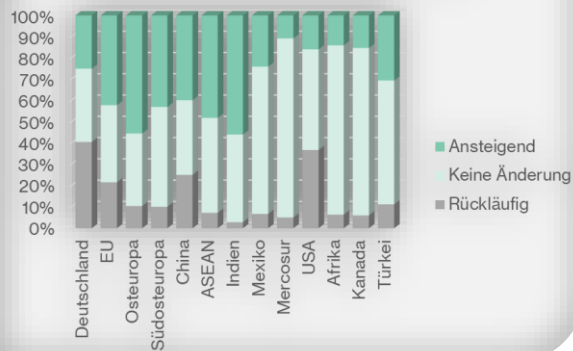


Arbeitskräfte CHINAS NEUE ROLLE
BRICS wächst
AUFSTIEG INDIENS
INNOVATIONEN
Märkte im Wandel
WIRTSCHAFTSMOTOR Wirtschaftswachstum

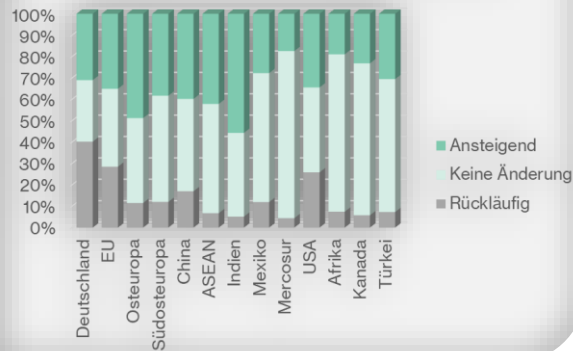
Relevanz des Beschaffungsmarktes



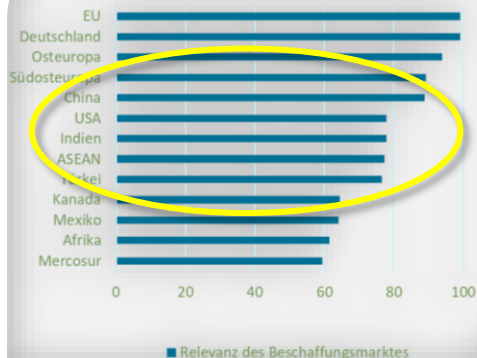
Änderung der Sourcing Märkte



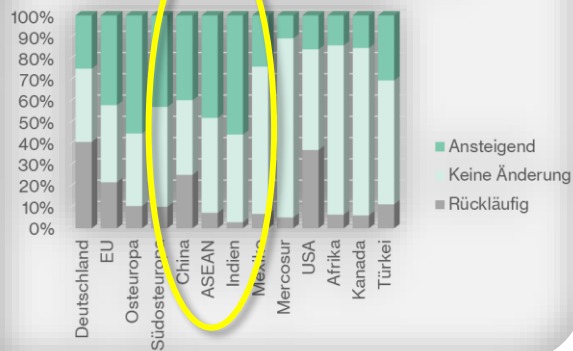
Investitionen in den Sourcing Märkte



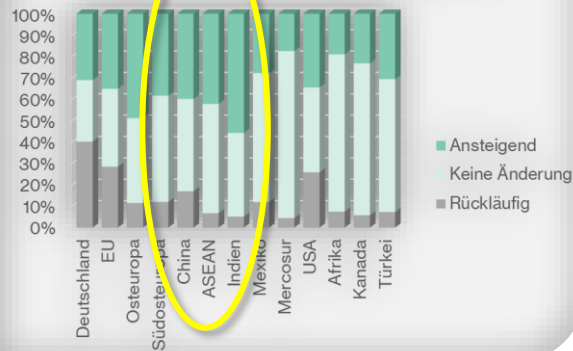
Relevanz des Beschaffungsmarktes



Änderung der Sourcing Märkte



Investitionen in den Sourcing Märkte





GTAI GERMANY
TRADE & INVEST

🏠 > EU > EU und Indonesien einigen sich auf ein Freihandelsabkommen

Zollbericht | EU | Freihandelsabkommen (Warenursprung, Präferenzen)

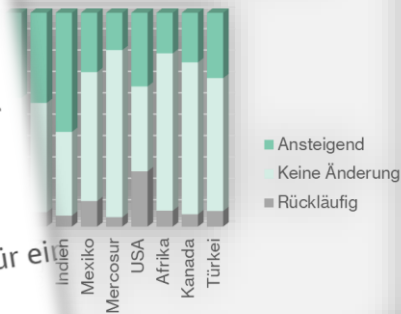
EU und Indonesien einigen sich auf ein Freihandelsabkommen

Die EU und Indonesien haben eine politische Einigung erzielt, die den Weg für ein umfassendes Freihandelsabkommen ebnet.

14.07.2025

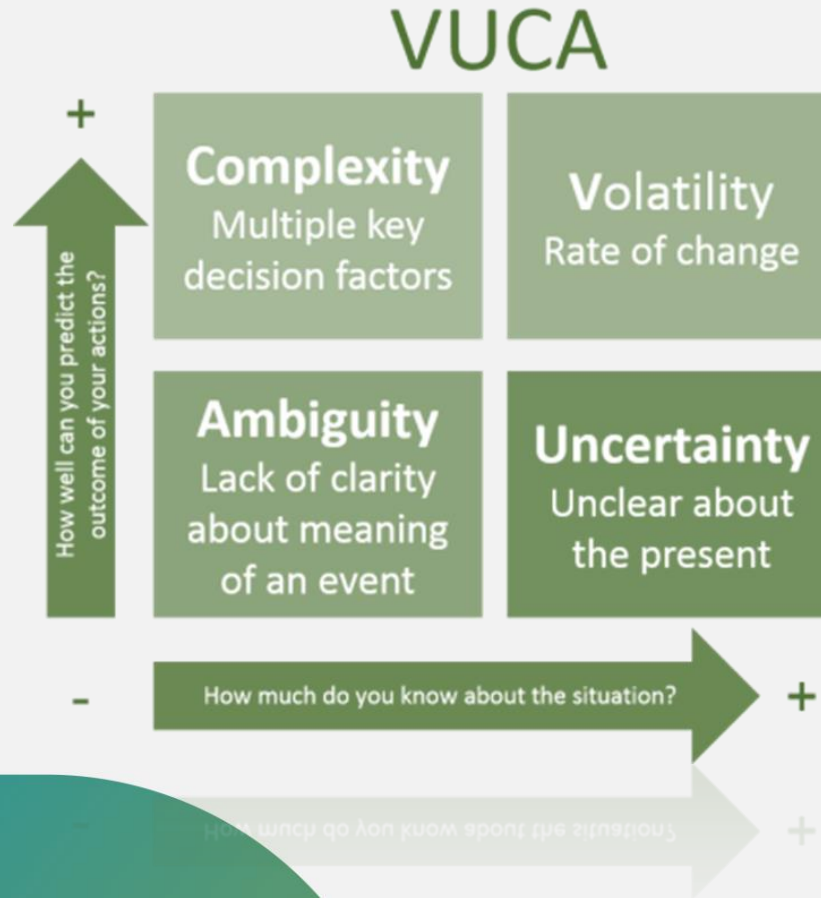
Länder Branchen

Veränderungen in den Sourcing Märkten



Megatrends im Einkauf



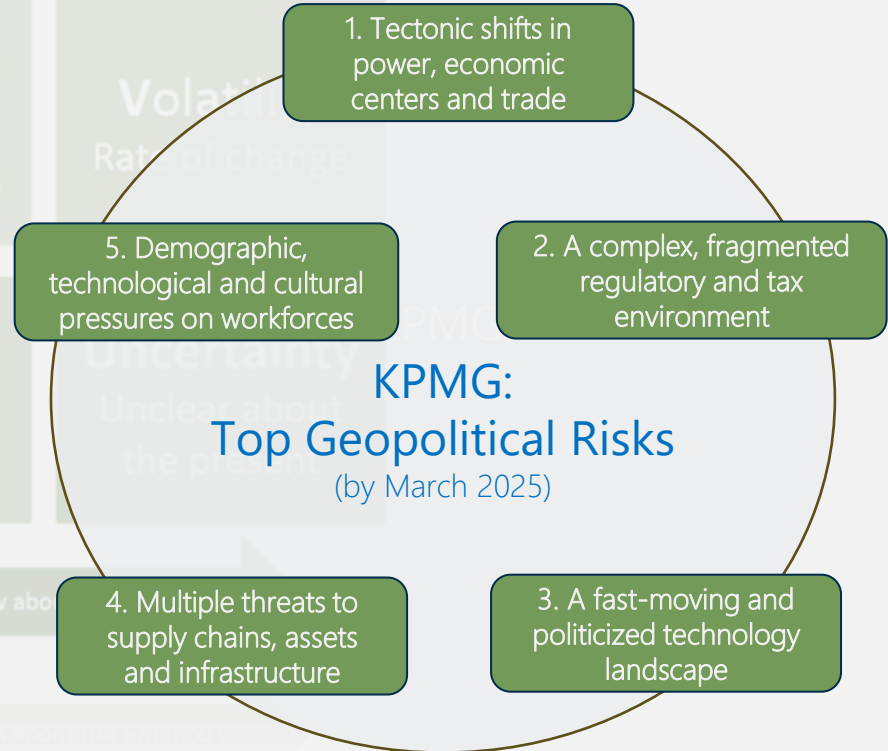


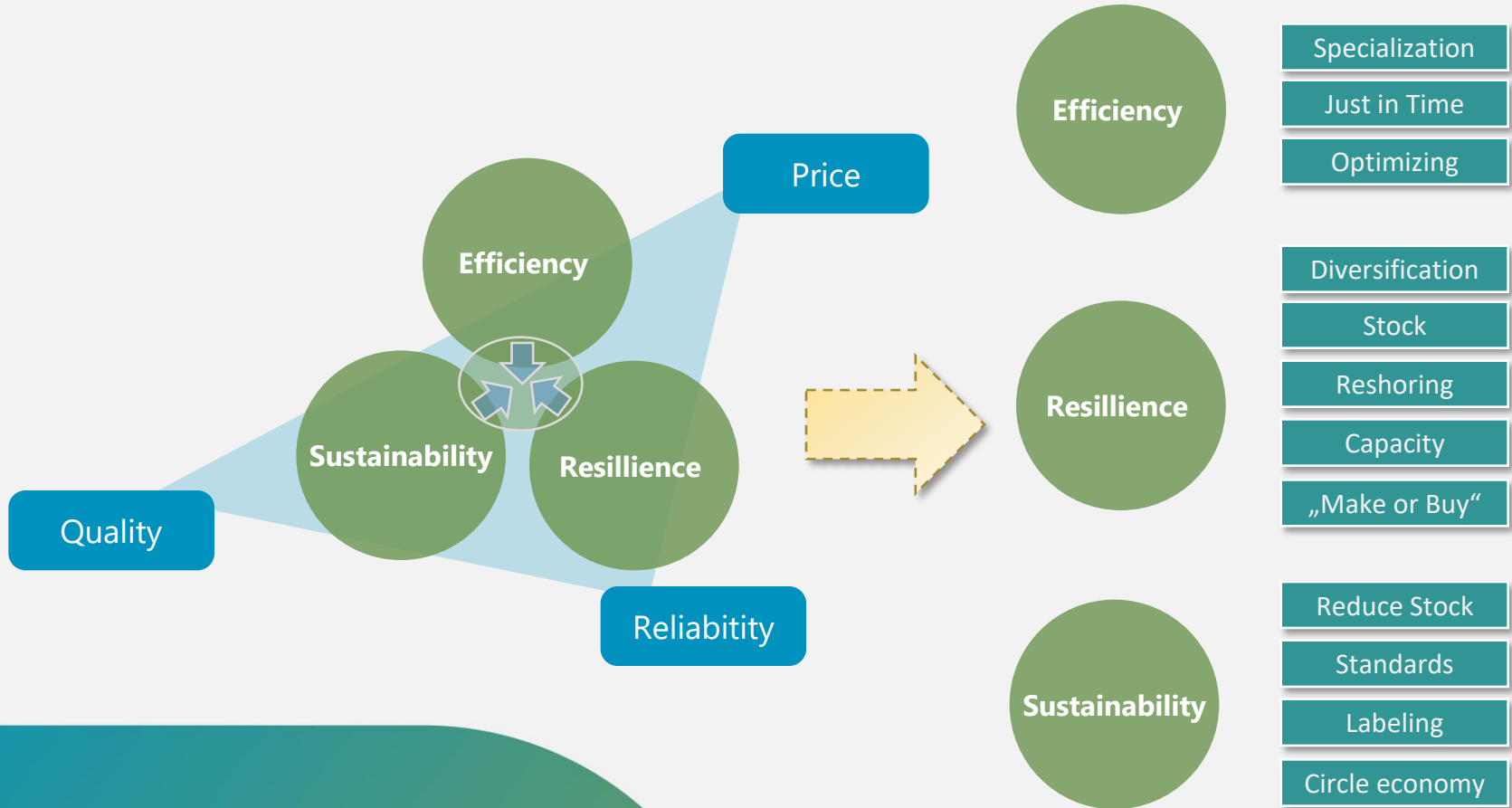


Supply Chain Trends Table of Contents

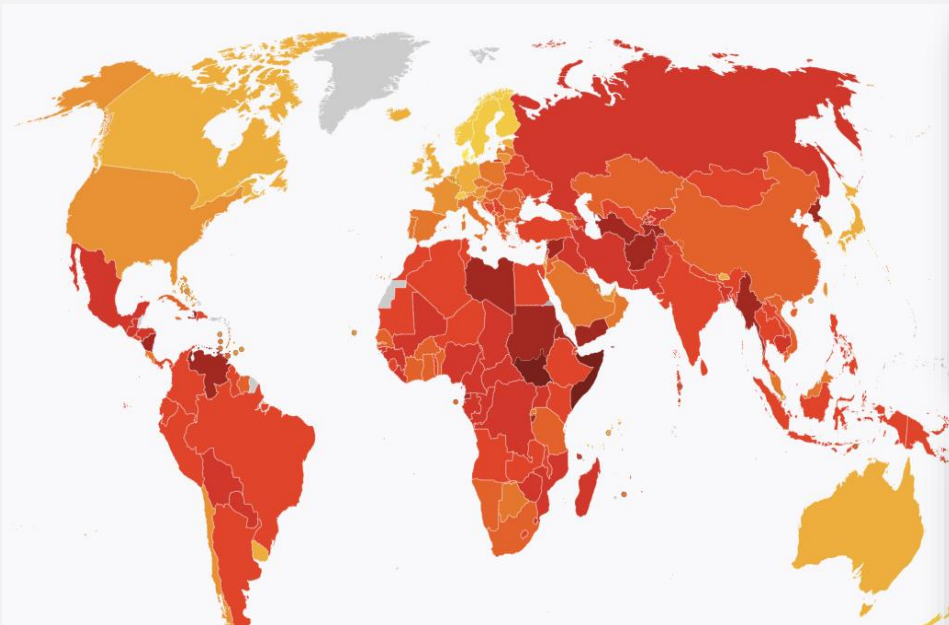
- | | |
|--|--|
| 1 Supply chains are going green | 8 A Standard certification process for SCM |
| 2 Circular supply chains are the future | 9 Better transparency in the supply chain |
| 3 More supply chain integrations | 10 Blockchain tools to handle information |
| 4 Workforce globalization and challenges | 11 Extensive adoption of IoT |
| 5 The Spread of SCaaS and SCM on tap | 12 Robotic automation of the supply chain |
| 6 The Effects of faster product lifecycles | 13 Automation through AI, AR, and VR |
| 7 The Rise of elastic logistics | 14 More agile supply chains |

[14 Supply Chain Trends for 2024: New Predictions To Watch Out For - Financesonline.com](https://www.financesonline.com)





Herausforderung - Compliance



90	Denmark	1
88	Finland	2
84	Singapore	3
83	New Zealand	4
81	Luxembourg	5
81	Norway	5
81	Switzerland	5
80	Sweden	8
78	Netherlands	9
77	Australia	10
77	Iceland	10
77	Ireland	10
76	Estonia	13
76	Uruguay	13

76	Estonia	13
76	Uruguay	13
75	Canada	15
75	Germany	15
74	Hong Kong	17
72	Bhutan	18
72	Seychelles	18
71	Japan	20
71	United Kingdom	20
69	Belgium	22
68	Barbados	23
68	United Arab Emirat...	23
67	Austria	25
67	France	25

WESTERN EUROPE / EUROPEAN UNION

GERMANY

Score

75/100

[What does the CPI score mean?](#)

Rank

15/180

Score change

↓ -3 since 2023

Score changes 2012 - 2024



AMERICAS

UNITED STATES OF AMERICA

Score

65/100

[What does the CPI score mean?](#)

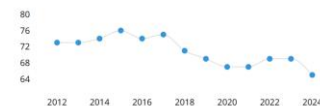
Rank

28/180

Score change

↓ -4 since 2023

Score changes 2012 - 2024



ASIA PACIFIC

CHINA

Score

43/100

[What does the CPI score mean?](#)

Rank

76/180

Score change

↑ +1 since 2023

Score changes 2012 - 2024



FIGURE C

Global risks ranked by severity over the short and long term

"Please estimate the likely impact (severity) of the following risks over a 2-year and 10-year period."

Risk categories

- Economic
- Environmental
- Geopolitical
- Societal
- Technological

2 years

1 st	Misinformation and disinformation
2 nd	Extreme weather events
3 rd	State-based armed conflict
4 th	Societal polarization
5 th	Cyber espionage and warfare
6 th	Pollution
7 th	Inequality
8 th	Involuntary migration or displacement
9 th	Geoeconomic confrontation
10 th	Erosion of human rights and/or civic freedoms

10 years

1 st	Extreme weather events
2 nd	Biodiversity loss and ecosystem collapse
3 rd	Critical change to Earth systems
4 th	Natural resource shortages
5 th	Misinformation and disinformation
6 th	Adverse outcomes of AI technologies
7 th	Inequality
8 th	Societal polarization
9 th	Cyber espionage and warfare
10 th	Pollution

Source

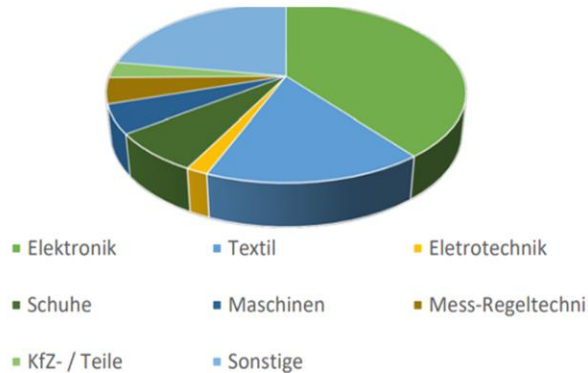
World Economic Forum Global Risks
Perception Survey 2024-2025.

Global Risks Report 2025

SOURCE:

https://reports.weforum.org/docs/WEF_Global_Risks_Report_2025.pdf

Südostasien – Eine strategische Einordnung



BME
International
Connecting
markets



Die BME-Sourcing Events 2025



11th CEE Procurement & Supply Forum
30 September 2025 | Face2Face | Cracow (PL)
Countries: Poland, Czech Republic, Hungary, Slovakia, Baltic States, Romania, Bulgaria, Slovenia, Croatia and Western Balkans

11th BME / ITKAM Sourcing Days Italy
21-22 October 2025 | Face2Face | Northern Italy
Country: Italy
free of charge

4th Purchasing Initiative Maghreb
11-15 November 2025 | Face2Face | Location: Frankfurt / Düsseldorf / Berlin
Countries: Algeria, Morocco and Tunisia
free of charge

1st Sourcing Tour Hungary
3-6 November 2025 | Face2Face | Budapest
Country: Hungary

2nd Procurement and Supply Forum Türkiye
25-26 November 2025 | Face2Face | Istanbul (TR)
Country: Türkiye
free of charge

4th Purchasing Initiative ASEAN
From 16 June 2025 | Online B2Bs
Countries: Vietnam, Malaysia, Thailand, Philippines, Indonesia, Laos and Cambodia
free of charge

11th Purchasing Initiative Western Balkans
4 June 2025 | Face2Face | IHK Nürnberg
Countries: Serbia, Croatia, Slovenia, Bosnia-Herzegovina, Kosovo, Albania, Montenegro and North Macedonia

2nd Purchasing Initiative India
From 11 August 2025 | Online B2Bs
Country: India
free of charge

 **BME Sourcing Events 2025**
Scan me

BME
www.bmematchmaking.com

www.bmematchmaking.com

Formats

Online B2B-Meetings
Congresses on site

Our success

Since 2015 more
than 7.000 B2B

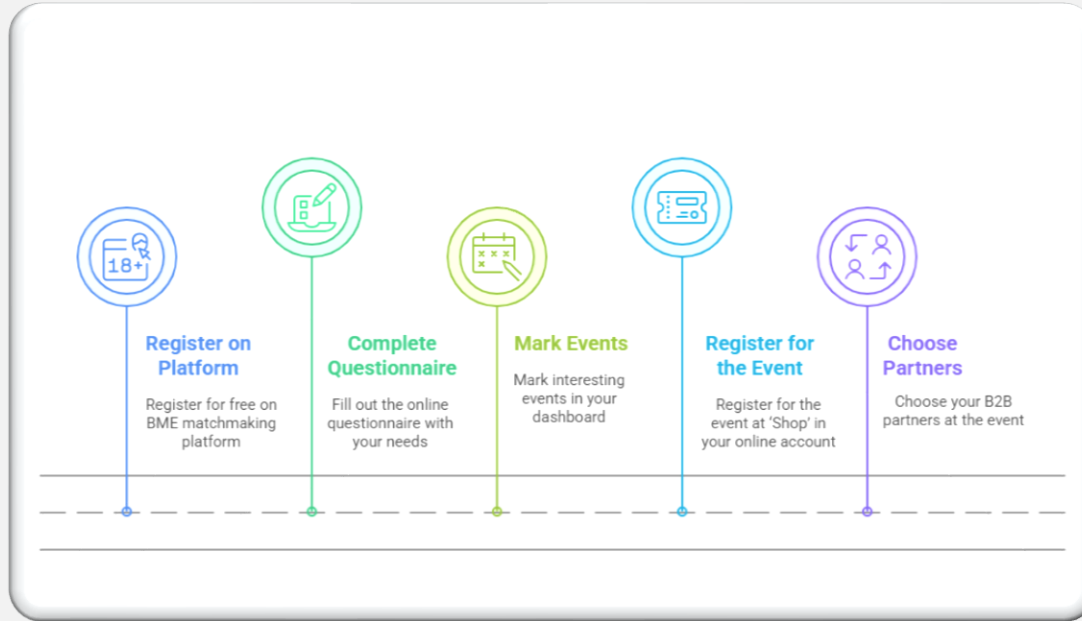
Partner

Partner:
AHK, IHK and more

BME has been commissioned to carry out purchasing initiatives as part of the market development program for SMEs.

The market development program is a funding program of the Federal Ministry for Economic Affairs and Climate Action.

Ihr Bedarf – Ihre Auswahl



Ihr Bedarf – Ihre Auswahl



International Sourcing Webinar

Event Date: 2025
Location: Online
Partners: AHK Serbia + 4 AHKs in the Western Balkans

The BME Global Sourcing webinars aim to bring more transparency and know-how into the procurement region that are covered by our matchmaking events. The aim is to support buyers in their sourcing activities.

[OPEN EVENT PAGE](#)

11th Purchasing Initiative Western Balkans

Event Date: 4 June 2025
Location: IHK Nürnberg, Nürnberg, Germany
Partners: AHK Serbia + 4 AHKs in the Western Balkans

Focus sector: metal construction, cast and forged parts, stamping and bent parts, injection molding, plastic and electronic components

[OPEN EVENT PAGE](#)

4th Purchasing Initiative ASEAN

Date: 16 June – 4 July 2025
Location: Online
Partners: AHK ASEAN, GfK – German Asia Pacific Business Association

Participation cost: Free of charge

Focus sector: Drawing parts, metal, electronics, cast parts, welded assemblies, etc.

2nd Purchasing Initiative India

Event Date: 11 – 29 August 2025
Location: Online
Partners: AHK India, GfK – German Asia Pacific Business Association

Participation cost: Free of charge

Focus sector: Metal construction, cast and forged parts, stamped and bent parts,

11th CEE Procurement and Supply Forum

Event Date: 30 September 2025
Location: Venice Hotel Kraków, Kraków, Poland

12th CEE Procurement and Supply Forum

Event Date: 10 October 2025
Location: Hotel Kraków, Kraków, Poland

Supplier Profiles:

[Download Filtered Results \(Excel\)](#)
[Download All \(Excel\)](#)

Show entries

Company	Country	Main products	Σ Buyers	Questionn. completed	Σ Ev.	Reg.	Invite	↑	↓
2 Easy Group	Croatia	Metal Working	0	yes	11		Invite	no	No
4 CNC TEH d.o.o.	Croatia	Metal Working	2	yes	5		Invited	no	No
4G-Metal d.o.o.	Croatia	Metal Working	0	yes	18		Invite	no	No
AC GROUP d.o.o.	Croatia	Metal Working	3	yes	16	registered	Invited	no	No
Access Construction Group import-export Skopje	North Macedonia	Metal Working	0	yes	31		Invite	no	No

Showing 1 to 5 of 260 entries

Previous 2 3 4 5 ... 52 Next



Olaf Holzgrefe

**The best way to
orchestrate the
future** is to create it.