

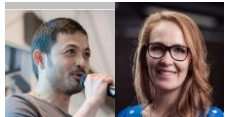
#SOSUEE

SOURCING SUMMIT ESTONIA

TALLINN, 6 JUNE 2019

REGISTRATION & NETWORKING 8:45 - 9:30am

WELCOME INTRODUCTIONS 9:30 - 9:40 AM



HUNG LEE
PIRET LUTS



SOCIAL NETWORK UNBOUND

IRINA SHAMAEVA // BRAIN GAIN
@braingain
12:30- 1:00pm // **MAIN HALL**



VISUALISING DATA FOR POWER SOURCING

JIRÍ HERODEK // ACCOLADE
@jiri_herodek
12:30- 1:00pm // **BREAKOUT ROOM 1**



SELLING FOR A NEW AGE

JOANNA LOCKWOOD // SEE
CHANGE HAPPEN
@jo_lockwood1965
9:40 - 10:20am // **MAIN HALL**

NETWORKING LUNCH 1:00-1:50PM



21 CENTURY SOURCING PROBLEMS & THEIR SOLUTIONS

KAREN AZULAI // EVERYTHINGSOURCING.COM
@karenazulai
9:40 - 10:20am // **MAIN HALL**



RETHINKING TECH & SOURCING WITHOUT TOOLS

GUILAUME LHOTE // Philip Morris International
1:50 - 2:20pm // **MAIN HALL**

TEA BREAK 11:00 - 11:20 AM



SEARCHING FOR SEARCH ENGINES UTOPIA

RONNIE BRATCHER // Arete Alliance, LLC
@ronniebratcher
11:20am - 11:50am // **MAIN HALL**



APPLYING BEST-PRACTICE OSINT TO SOURCING TOOLS

Kim Lokenberg - De Bruijn // WESCON
@Kimmetjedb
1:50 - 2:20pm // **BREAKOUT ROOM 1**



EVENT SOURCING AUTOMATION

VICTOR SOROKA //SELECT*
@Sorvict
11:20am - 11:50am // **BREAKOUT ROOM 1**



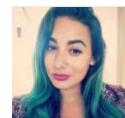
ASSESSMENT - THE MISSING PUZZLE IN SOURCING SUCCESS

JUHO TOIVOLA // ELISA
@juhotoivola
2:25 - 2:55pm // **BREAKOUT ROOM 1**



EMAIL REDUX FOR MODERN SOURCERS

EVA BALÚCHOVÁ // LEVELUP VENTURES
@evabaluch
11:55 - 12:25pm // **MAIN HALL**



CODING FOR SOURCERS - PRODUCTIVITY WITH FUN CODES

TEDDY DIMITROVA // BLOOMON
@tedstertje
2:25 - 2:55pm // **MAIN HALL**



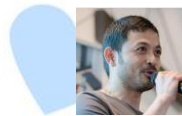
EFFICIENT SOURCING FOR EFFECTIVE SOURCERS

YVES GREIJN // MAVEN
@YvesG89
11:55 - 12:25pm // **BREAKOUT ROOM 1**



USING EMOTIONS IN DAILY SOURCING

DANIELA HOEFLER // EPUNKT
2:25 - 2:55pm // **BREAKOUT ROOM 2**



MESSAGE MASTERY TO STAY AHEAD IN THE SOURCING GAME

HUNG LEE // WorkShape.io
@HungLee
4:30 - 5:05pm // **MAIN HALL**



THE PSYCHOLOGY OF SOURCING & SOURCERS

NICOLAS REVOL // SERIAL SA
@RevolNicolas
3:00 - 3:30pm // **MAIN HALL**

DRINKS & SOCIAL NIGHT 5:30 - 9:00 PM



CASE STUDY – COMMUNITY SOURCING

ANNA PIVOVAR // ZALANDO SE
3:00 - 3:30pm // **BREAKOUT ROOM 1**



PIRET LUTS

SOSUEE PARTY 7:00 - 9:00 PM



CASE STUDY – FINDING HARD TO FIND DATA ENGINEERS

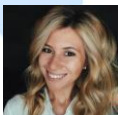
JENNI KIVIKOSKI // SOLITA
@jennikivikoski
3:00 - 3:30pm // **BREAKOUT ROOM 2**

TEA BREAK 3:00 - 3:30 PM



SEE-THINK-DO. ATTRIBUTION MODELLING IN SOURCING

MATEJ MATOLIN // STRV
@MatejMatolin
3:50 - 4:25pm // **MAIN HALL**



ASYNCHRONOUS COMMUNICATION FOR MODERN SOURCERS

ANASTASIA PSHEGODSKAYA // GITLAB
3:50 - 4:25pm // **BREAKOUT ROOM 1**



TRAINING SOURCING TEAMS

YULIA KUZMANE // AMAZING HIRING
3:50 - 4:25pm // **BREAKOUT ROOM 2**

#SOSUEE

SOURCING SUMMIT ESTONIA

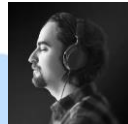
TALLINN, 7 JUNE 2019

MORNING TEA 9:00 – 9:30 AM

DAY TWO WELCOME 9:30 – 9:40 AM



HUNG LEE
PIRET LUTS



FINDING NEW SOURCING OPPORTUNITIES & GIGS

DOV ZAVADSKIS // EXPEDIA GROUP
@DovZavadskis
12:15 - 12:50pm // **BREAKOUT ROOM 1**



DIVERSITY SOURCING – THE MYTH, THE TRUTH & THE UGLY REALITY

BALAZS PAROCZAY // CIELO TALENT
@thebalazs
9:50 - 10:30am // **MAIN HALL**



TALK HUMAN WITH ME

PIRET LUTS // NORTAL
@iivel
1:40 - 2:10pm // **MAIN HALL**



HIRE 500 DEVELOPERS WITH GROWTH TACTICS

MARCEL VAN DER MEER // Rabobank
@marcel_vdmeer
10:40 - 11:20am // **MAIN HALL**



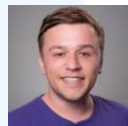
RECRUITMENT MARKETING FOR SOURCING SUCCESS

PATRICK BOONSTRA // RABOBANK
@PatrickBoonstra
1:40 - 2:10pm // **BREAKOUT ROOM 1**



SOURCING PARTNERSHIP AT FACEBOOK

ANNA STENBECK // FACEBOOK
@AnnaStidelius
10:40- 11:20am // **BREAKOUT ROOM 1**



BUILDING A SOURCING TREASURE BOX

DENIS DINKEVICH // iDeals Solutions Group
@SourcingDenis
2:15 - 2:55pm // **MAIN HALL**

TEA BREAK 11:10 – 11:30 AM



NURTURING SOURCING SPIRIT

KASIA BOROWICZ // KMBOROWICZ.COM
11:30 - 12:05pm // **MAIN HALL**



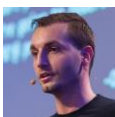
VOICE TECHNOLOGY – HARBINGER OF NEW SOURCING DAWN

OSCAR MAGER // EVERTALENT
@OscarMager
3:00 - 3:30pm // **MAIN HALL**



DEVELOPING DEVELOPERS IN COLLABORATIVE SOURCING

ILYA MIKHALEV // SMARTLY.io
11:30 - 12:05pm // **BREAKOUT ROOM 1**



SOURCING IN THE TRANSHUMAN AGE

JOSEF KADLEC // GOODCALL
@JosefKadlec
12:15 - 12:50pm // **MAIN HALL**