

Mega trends and real needs in automotive sector

Žilina became the centre of business and know-how of the automotive industry on November 14th and 15th. It was not just because of the close location of one of our carmakers. The event “CEE Automotive Supply Chain 2017” was attended by six of OEMs. Representatives of them lectured or met and negotiated with other companies how to enter the supply chain of our most important industry.

“CEE Automotive Supply Chain 2017” event was organized by six organizers, the main purpose of whose was to connect its members from Slovakia as well as from abroad to support the development of automotive business. This was more than done, the Holiday Inn hotel in Žilina was fully occupied and the organizers confirmed that the interest exceeded the capacity of at least by 100 potential event attendants. Nearly 400 company representatives from 12 different countries, including Tier 1, Tier 2 suppliers, as well as new companies looking for business connections to this sector, were present.

Denisa Brighton, CEO, British Chamber of Commerce in the Slovak Republic: “This event has been great. All the key players in automotive and associative industries together under one roof created an opportunity for a dialog, for sharing a common issues and finding solutions to these problems.”

Guido Glania, , executive board member, Slovak German Chamber of Industry and Commerce: *“This event is really important because it brings together established OEMs and many companies from supply chain both in Slovakia but also in neighbouring countries. It offers new business opportunities because it makes people meet, sharing information and expectations of the partners. And I think specially in this time when we have lots of challenges in automotive sector, new development, new engines, new business model, it is really important to have this kind of partnerships being established and have really profound conversation about challenges and opportunities.”*

On the first day, the participants learned a lot about the new trends in the automotive industry which we are facing at the moment. One of the most valued was Abel Carrillo's lecture from Impulse Logistics, which explored the theme of industry 4.0. He gave a more detailed view of how this megatrend will hit the development of cars. Frank Schlehuber of CLEPA, the European Association of Car Suppliers, also spoke about the latest trends, not only in the development of automotive production but also in changes in the spare parts market.

Róbert Šimončíč, SARIO: *“For SARIO is important to build supply chain as one of our key tasks. We care not only about the extent of this chain; also we care about profundity and quality. Therefore such events are in the main focus, because communication between manufacturers and suppliers is very practical and intensive. It is important for suppliers to pick up the next trends to be prepared for future.”*

Three car maker representatives - Kia, VW and PSA - allowed the participants to look into their kitchen and talk about their own procurement processes.

Kyuchul Choi, director, Korea Trade-Investment Promotion Agency, Bratislava (KOTRA): *“The automotive industry is undergoing a very big change from traditional combustion engines to electric motors, autonomous cars, robotic vehicles and so on. This means that lower suppliers are getting more important than they have ever been. Through this event can meet car producers and large TIER 1 and 2 suppliers who know each other and they satisfied the new demand of customers. I would like to emphasize that the communication between OEM and TIER 1 and TIER 2 should shift from the vertical to the horizontal. This means that the supplier is no longer just a supplier but should be more a partner rather than a supplier”*

The number of participants considered the most important part of the event to meet new partners and look for new contacts not only during the networking evening, but also on the second day of the event, when they had scheduled business meetings with other participants in advance. A total of 669 meetings were arranged at 15 minute intervals at 50 negotiating tables.

Juraj Sinay, president, Automotive Industry Association of the Slovak Republic: *“We created the platform for about 400 people to meet. They could meet and explain each other their potentials, which they as small and medium enterprises have and can offer to bigger companies especially to group of biggest suppliers TIER 1. So they can become effective part of the supply chain.”*

Martina Le Gall Maláková, president, French-Slovak chamber of commerce: *„On my opinion the very important message of this event is that we joined together. I hope we will also join in the future and will positively influence the business environment in Slovakia and in the region as well.“*

The complete photo gallery can be found at www.zapsr.sk or www.casc.sk. In case you wish to be informed about the next year and receive the invitation in advance, please send an email to info@casc.sk.