

Lecture Series of the Research Institute for Supply Chain Management



October 9th, 2017, 5.00pm – 6.30pm

Building EA, room EA.6.026, Welthandelsplatz 1, 1020 Vienna

Please register by October 7th, 2017 at our [registration portal](#)

DR. SANDRA KONNERTZ

**THE VALUE CHAIN IN AN INTERNATIONAL PROJECT DRIVEN COMPANY
FOCUS: THE PROCUREMENT DEPARTMENT**

The process of marketing, purchase, production and delivery of complex engineering products as trains and rail vehicles is challenging. The activities within the value chain require the cooperation of several important departments. The presenter provides a praxis-oriented overview about all phases of the value chain, based on the example of the sale of trains. Special attention will be paid to the commercial and legal challenges of the procurement department.

Dr. Sandra Konnertz is a German lawyer. She worked in an international project driven company which sells trains in the whole world for twelve years. Besides having lead the legal department she has profound expertise in project management, bid management and commercial management. She worked both in the headquarter and in production sites.

For further information please contact sekretariat.itl@wu.ac.at
