



CONTACT

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WEB capka-procurement.cz

LOCATION Zbýšov u Brna, Czech Republic

DL Cat. B · active driver · 20,000 km / year

KEY COMPETENCIES

- Procurement strategy & sourcing
- Negotiation & framework contracts
- Vendor management & portfolio development
- Risk assessment & commodity markets
- AI agents & process automation
- Prompt engineering & low-code development

AI & DIGITAL TOOLS

- Claude, ChatGPT, Gemini, MS Copilot
- Copilot Studio, Claude Cowork, Make / n8n
- Lovable (low-code)
- Advanced MS Excel & Word

INFORMATION SYSTEMS

Abra · JDE · Avalon · Sysklass · ASEX · TPV 2000 · Dimenze++

LANGUAGES

Czech — native

English — advanced, daily business communication

EDUCATION

NEWTON University

Postgraduate studies · from 10/2026

Public Administration Academy — Vocational College, Brno

2003–2005 · Public Relations · DiS. degree

Emil Holub Business Academy, Brno

1998–2001 · secondary school diploma

INTERESTS

- Family
- Fitness training — kettlebell, running
- Mountain hiking
- Gemology & precious-metals markets
- Modern AI technology

REFERENCE

Václav Lapáček

Procurement Director, Saint-Gobain CPCZ
contact on request

Ondřej Čapka

DiS.

STRATEGIC PROCUREMENT & DIGITALIZATION INNOVATION

I combine 20 years of procurement experience with building AI tools and process automation — from negotiating terms to digitalizing the entire process.

PROFILE

A well-rounded procurement professional with 20 years of experience across both operational and strategic purchasing — direct materials, commodities, and indirect/IT procurement. I combine traditional supplier negotiation and portfolio management with deep technological expertise: over the past three years I have focused intensively on implementing AI tools, developing autonomous agents, and automating procurement processes. My added value lies not only in negotiating the best terms, but also in radically digitalizing the entire procurement process.

HOW I WORK WITH AI

I bring artificial intelligence directly into everyday procurement practice — from designing a tool through real-world deployment. Selected examples:

- **Procurement Agent** — modular AI assistant with skill library (RFQ matrix, spend baseline, savings tracker, supplier scorecard); auditable skill-based architecture.
- **ZZ Agent** — order-entry assistant; verifies customer orders against production constraints. Claude + Microsoft Copilot Studio, human-in-the-loop oversight.
- **Automation of price quotes** — faster processing and evaluation of RFQs and less routine administration.
- **Interactive dashboards and calculators** — analytical tools built on Excel data (Chart.js, SheetJS) for fast decision-making.
- **Crisis pricing models** — analysis of the impact of energy and commodity prices on material costs with a clear visual output.

WORK EXPERIENCE

Sourcing Purchaser • 8/2016 – 5/2026

Saint-Gobain Construction Products CZ — Glassolutions

Portfolio 200M+ CZK / year · strategic materials for insulating glass production

- Comprehensive negotiation with key local and international suppliers for insulating glass production.
- Preparing and concluding framework contracts; strategic management and development of the supplier portfolio.
- Risk assessment, monitoring of commodity markets, and managing the impact of price fluctuations on material costs.
- **Innovation:** implementing AI tools for market monitoring and quote automation; developing procurement agents and dashboards.

Independent Buyer • 6/2015 – 8/2015 Moravia Propag, s. r. o.

Independent sourcing of materials and services.

Commodity Specialist • 2014 – 2015 Zetor Tractors, a. s.

Commodity purchasing and RFQ management for agricultural machinery production.

Operational Buyer • 2013 – 2014 Franklin Electric, s. r. o.

Operational purchasing, order-cycle management, and supplier communication.

Operations Manager • 2011 – 2012 CBC Vital, s. r. o.

Operations management — organizing, coordinating, and ensuring the day-to-day running of the workplace.

Commodity Buyer • 2006 – 2010 ZKL, a. s.

Commodity purchasing and supplier management in manufacturing.