

PRELIMINARY AGENDA

MONDAY, SEPTEMBER 21, 2009

5th European EXPP Summit
September 21-22, 2009 / AMSTERDAM, THE NETHERLANDS

Stream A: Lecture chaired by André Hintermann, CONCePTAS

09:00 **REGISTRATION WITH COFFEE AND TEA**

09:30 **CHAIRMAN'S OPENING ADDRESS**

- Market Trends and Perspectives
- Bruno Koch, Billentis, Switzerland

10:00 **EUROPEAN GOVERNMENTS AS INNOVATORS AND MARKET DRIVERS**

- The vision of the Pan-European initiative for the entire procurement process from eTendering to ePayment
- Work Packages of the PEPPOL project
- Experience and Status of the Pilot
- Strategy to encompass all EU Member States
- Expected impact on private sector

Mikkel Hippe Brun, National IT and Telecom Agency, The Ministry for Science Technology and Innovation, Denmark

10:40 **NETWORKING WITH COFFEE AND TEA IN THE EXHIBITION AREA**

11:30 **THE CHOICE FOR DIGITAL PAY SLIPS**

- Why decide to innovate HR back office processes?
- What obstacles surface for large and international corporations?
- Legal and technical challenges
- Future possibilities to expand the services for your employees

Peter Lindenbergh, Labour Affairs, Albert Heijn, The Netherlands

12:00 **E-INVOICING AS PART OF A TOTAL DOCUMENT EXCHANGE SOLUTION**

- Electronic supply chain connectivity and document exchange needs
- E-Invoicing: from webshop to integration with customer systems
- Multichannel communication from a single platform
- Key elements to a beneficial partnership

Jan Hemmink, Commercial Manager, Overtoom International Nederland B.V., The Netherlands

Stream B: Lecture chaired by Kjell Warholm, PROGRATOR|gatetrade

11:30 **GLOBAL SHARED SERVICES STRATEGY AND THE ROLE OF INTERNAL AND EXTERNAL E-INVOICING**

- Establishing clear governance models and accountability for Procurement operations
- Embracing the easy wins by reducing Purchase to Pay cycle time
- The Procurement Process in a shared service perspective
- Future development and governance

Terje Kløvås, Head of Business Development and SSC Procurement Director, Telenor Key Partner, Norway

12:00 **INCREASING E-INVOICE SHARE - FROM SUPPLIER ACTIVATION TO ENFORCEMENT**

- UPM approach to increasing purchase E-Invoice share
- E-Invoice implementation business case
- Key success factors and challenges in today's global environment
- Future expectations

Riikka Blomberg, eProcurement Manager, Global Sourcing, UPM-Kymmene, Finland



12:30 **LUNCH AND NETWORKING IN THE EXHIBITION AREA**

Stream A: Lecture chaired by André Hintermann, CONCePTAS

14:00 **FROM E-INVOICING TO E-PROCUREMENT**

- Reasons for introducing electronic and automated processes
- Objectives: optimization of processes and savings
- Suppliers, focusing on them and why it is so important
- Experiences, tips & hints

Nanna Skovgaard, Head of Division, Agency for Government Management, Kingdom of Denmark

14:30 **THE IMPORTANCE OF BUSINESS NETWORKS IN BUILDING NATIONAL CAPABILITIES TO INCREASE THE PENETRATION OF E-INVOICING**

- What did we do in Finland and what have we achieved?
- How could we build similar co-operation within European countries?

Merja Fischer, Director, Global Financial Accounting and Business Control Development, Wärtsilä Corporation, Finland

Stream B: Lecture chaired by Raimund Schlotmann, Itella

14:00 **INTERNATIONAL ROLLOUT IN THE AUTOMOTIVE AFTERMARKET**

- Market structure and the role of TecCom
- Various customer requirements and their different legal constraints
- How we fulfil the demand (marketing, organisational, technical)
- A realistic ROI case study for a supplier

Hubert Hohenstein, Solution Manager TecInvoice, TecCom GmbH, Germany

14:30 **PDF- OR E-INVOICING?**

- Travel industry: Supplier structure, their environment, IT know-how and capabilities
- Mid- and long-term objectives with invoice process automation
- Our step by step approach
- Experience during roll-out

Mirette Huber, Head Financial Accounting, Kuoni Travel Ltd., Switzerland



15:00

NETWORKING WITH COFFEE AND TEA IN THE EXHIBITION

15:45 **A BUSINESS CASE ON SUPPLIER SIDE**

- Why and how E-Invoicing helps drive business forward
- Legal drivers for E-Invoicing: Legislation in Europe and the US
- Financial drivers
- Business Case: Considered components, results in detail

David Crowther, Senior IS Manager, TRW Automotive Aftermarket, United Kingdom

16:20 **PANEL DISCUSSION: ROLE OF FINANCIAL SUPPLY CHAIN IN TODAY'S TURBULENT TIMES**

- Problems faced and how electronic and automated processes can help to solve/overgain
- Do companies hesitate or accelerate for automation
- What are the criteria and current investment priorities
- How to reduce working capital requirements and to maximize the liquidity
- Increasing Automation, Efficiency and Transparency
- The downturn in the economy is of great concern to business owners. How to make sure business gets off to a good start for 2010. What options are recommended?

David Crowther, Senior IS Manager, TRW Automotive Aftermarket, United Kingdom

Gregory Cronie, Head of Sales, Payments & Cash Management, ING Wholesale Banking, The Netherlands

Arturo González Mac Dowell, General Director, Eurobits Technologies, Spain

Tony Fitzhugh, E-Invoicing Global Project Manager, Nestlé Business Services, Switzerland

17:00 **CLOSING REMARKS AND END OF FIRST CONFERENCE DAY**



17:30

ENJOY AN INFORMAL GET-TOGETHER WITH COLLEAGUES AND DINNER

Stream A: Lecture chaired by André Hintermann, CONCePTAS

09:00 THE ELECTRONIC INVOICING MARKET IN LATIN AMERICA

- Market drivers & initiatives in the public and private sector
- Market challenges
 - Multinational Companies doing business in Latin America
 - Portability of European solutions
 - PDF or EDI, electronic signature
- Legal Requirements
- Status & outlook: Mexico, Brazil, Chile

Luis Sanchez, CEO, Indicium Solutions, Mexico

09:40 E-INVOICING IN SPAIN - SMEs POINT OF VIEW

- Regulatory environment and standards
- ASIMELEC working group
- Communication and training
- Success cases

Julián Inza, CEO, Albalia Interactiva, Spain

10:10 TOWARDS A BANKING MODEL FOR E-INVOICING

- A value proposition for SMEs mobilising e-banking
- Network model and standards
- Collaboration with service providers
- Compatibility with EU legislation and frameworks

Charles Bryant, Senior Adviser, Euro Banking Association, Belgium

10:40

NETWORKING WITH COFFEE AND TEA IN THE EXHIBITION

11:30 SUPPLIER ON-BOARDING IN AN INTERNATIONAL ENVIRONMENT

- Realistic expectations with supplier on-boarding
- Align processes on buyer side
- Legal and technical requirements of suppliers
- Structured on-boarding process
- Lessons learned & outlook

Paul Rutten, Manager Financial Solutions, Quadrem International, The Netherlands



Stream B: Lecture chaired by Gilles Collet, B2Boost

09:40 EUROPEAN COMMISSION: E-INVOICING AND E-ORDERING PILOT PROJECT

- Use of E-Invoicing in the public sector in line with the objectives of the I2010 E-Government and the e-Procurement action plan
- The e-PRIOR prototype
- Lessons learned from the pilot with suppliers
- Collaboration with other E-Invoicing and standardization initiatives

Pieter Breyne, EC Project Coordinator
PricewaterhouseCoopers, Belgium

10:10 SUPPLIERS' EXPERIENCE WITH THE EC PROJECT

- High-level architecture of the solution, processes in scope, technicalities
- Implementation view; setup to promote quick and wide deployment
- Day-to-day usage: What are the efficiency gains and what is the further potential
- General conclusion

Catherine Dubu, Head of Billing, BT Global Services, The Netherlands



10:10 SPONSORED SPEECH

EBILLING - DON'T BE SCARED...!

- The billing workflow in practice
- Auto-generate digitally signed and VAT compliant PDF and XML files
- Long-term archiving
- Benefits for suppliers and buyers

Wolfgang Stier, Director Sales, gotomaxx GmbH, Germany

Roundtable chaired by Friso de Jong, EEI Platform, The Netherlands

11:30 ROUNDTABLE: PDF, EDI OR BOTH

- Strong trend towards PDF-Invoicing in some countries
- Reasons for the popularity of using PDF-Invoicing
- Is it just cost shifting to customers or real saving?
- Why many PDF-invoices are not tax compliant
- EDI and/or DIE?
- Best of both worlds - possible migrations paths

Vice-Chair: Markus Hautala, Member of EC Expert Group, ISO20022 T&S SEG and EBA E-invoicing Workinggroup

Vice-Chair: Gerhard Laga, Head of e-Center of The Austrian Federal Economic Chamber

Stream A: Lecture chaired by André Hintermann, CONCePTAS

12:00 **PAN EUROPEAN E-INVOICING DEPLOYMENT OF A CENTRALIZED COMPANY**

- International company structure and billing landscape
- Challenge to comply with various local E-Invoicing legislation
- The A/R E-Invoicing global deployment project
- Combining customers' technical specifics and requirements with different national legal obligations
- Automation and saving potential

Shaun Campbell, Director of Category Management,
Electronic Arts Europe, Switzerland

Stream B: Lecture chaired by Bas Beltman, Accounting Plaza

12:00 **E-INVOICING - ADDED VALUE SERVICES**

- Content Checking, Validation & Credit Ratings
 - Improve payment flows
 - Reduce fraud
 - Reduce bad debts
 - Improve discounting terms
- White labeling of E-Invoice platforms & logistical services

Ian Dunning, President, RefData srl, Italy

12:30

LUNCH AND NETWORKING IN THE EXHIBITION



Stream B: Lecture chaired by D-Trust

14:00 **SYNERGIES THROUGH MEMBERSHIP: NETWORKING CUSTOMERS, EXPERTS, AND PARTNERS**

- International Document- & Data-Exchange for SME and Global Player
- Interconnection of technical & financial processes across companies and providers
- Roaming in the network integrated and with 3rd party-platforms designated

Prof. Dr. Andreas Dengel, Advisor b4value.net GmbH,
Member of the Management Board, German Research Center
for Artificial Intelligence (DFKI), Germany

14:30 **STANDARDISATION, FROM AN E-BUSINESS PERSPECTIVE**

- What is interoperability?
Basic Interoperability / Interoperability - a peek under the hood
- Business Opportunities
- Why standardisation?
- Developments of standards for eBusiness
- The audience - the Business
- The challenges
- Conclusion and next steps

Peter Potgieser, Chair of eBusiness Interoperability Forum,
The Netherlands

Roundtable chaired by Joost Kuipers, Belastingdienst Rivierenland

14:00 **EQUAL TREATMENT OF ELECTRONIC AND PAPER INVOICES**

- Status
 - In most countries legal treatment differs, but in some countries equal treatment accepted
 - EC Proposal for equal treatment in Future
- Interpretation: What exactly is equal treatment
- What it means in practice
 - for automation of processes
 - for the audit process
- Pros/Cons

Vice-Chair: Christiaan van der Valk, TrustWeaver

Vice-Chair: Karl-Heinz Haydl, GE Corporate



15:00 **PRESENTATION OF THE ROUNDTABLE RESULTS**

15:15 **INVOICING AS KEY ITEM FOR eEUROPE**

- Why E-Invoicing is so important for Europe
- Focus of the European Commission
- Related projects pushed by the Commission (E-Invoicing, eID, eSignatures, E-Procurement, ...)
- Outlook

Gerd Heinen, DG Internal Market and Services, European Commission, Belgium

15:45 **WRAP-UP AND OUTLOOK FOR 2010**

16:00 **END OF THE EUROPEAN EXPP SUMMIT 2009**