

P2P Transformation Summit

Drive Change, Deliver Value

2015 APN Annual P2P Summit



The Waldorf Hotel, London
9th June 2015

Headline Sponsor: 

#APNTransform

APN

APN is the only not for profit organisation focussed on promoting best practice for UK purchase to pay professionals. With practical advice on matters of interest – such as e-invoicing, fraud, AP automation, compliance, tax issues and best practice – as well as highlighting the latest in new technologies and trend prediction, APN aims to be the virtual “Ask the Expert” sitting at the heart of P2P teams across the UK.

www.apn.today

The Venue

The Waldorf Hilton, Aldwych, London WC2B 4DD

The event will be held at the magnificent rooms of The Waldorf Hotel. Situated on the Aldwych in the heart of London’s theatre district, the Waldorf Astoria is one of the capital’s most iconic and historic hotels



Dear APN partners and readers,

Welcome to APN's first annual P2P summit, where we'll be spending the day exploring the theme of Finance Transformation. From large corporates and public bodies to SMEs - organisations expect more from their finance function than ever before. Companies need strategic control on cost, risk and efficiency. But what does Finance Transformation mean on a practical level and what will change mean for you and your team?



Learn from industry experts and highly regarded keynote speakers such as former Olympian Roger Black, MBE and Senior Analyst at Aite Group, Enrico Camerinelli together with a host of expert P2P industry presenters. All our presenters are highly experienced at getting to the heart of an issue, using strategic teamwork to extract the best possible value and business outcomes for their departments and organisations as a whole.

I hope you enjoy a fantastic day, and if you've entered into our AP Awards - the very best of luck! I'd also like to say a special thank you to our headline sponsor, Basware – and to all our sponsors and partners for making the day possible.

Ellen Leith
APN Director & Editor

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Thank you to our Exhibitors and Sponsors

basware

Basware provides open, secure, cloud-based purchase-to-pay and e-invoicing solutions to organizations of all sizes, resulting in greater efficiencies in procurement, accounts payable and accounts receivable.

Companies across all industries, from small businesses to corporate giants use Basware solutions to drive sustainable cost savings, proactive insight to cash flows and improved buyer–supplier relationships. The Basware Commerce Network is founded on the principles of openness, where all types of organization can collaborate and trade, making it the largest in the world. Today we connect millions of business users in 900,000 companies across over 100 countries.

Basware is the global leader in providing solutions for better buying, better selling and connected commerce. Find out how Basware boosts financial performance and profitability at www.basware.co.uk

KOFAX

Kofax® is a leading provider of software to simplify and transform the First Mile™ of customer engagement.

Kofax TotalAgility®, combines award-winning capture, process management, data integration, mobile, e-signature and analytics capabilities into a unified smart process application development and deployment platform.

Kofax solutions for accounts payable automation streamline the AP process by automatically capturing invoices to increase processing speed and reduce data entry costs. By automating these processes organizations can significantly reduce cycle times and costs while optimizing process control and cash flow management.

More than 20,000 customers globally rely on Kofax software to improve the customer experience, reduce operating costs, differentiate and grow.

FISCAL
TECHNOLOGIES®
Protecting Organisational Spend

FISCAL Technologies is the world's leading provider of accounts payable forensic software for corporations and government organisations to protect spend, reduce risk, cut costs and improve processes.

FISCAL's AP Forensics® enterprise suite analyses accounts payable transactions, master supplier files and tax entries. It has been designed specifically for purchase-to-pay staff to run easily on a constant monitoring, daily or weekly basis. It works alongside any accounting system and has been used to protect hundreds of millions of transactions across the globe over the last 12 years. For more information, visit www.fiscaltec.co.uk.

 **taulia**

Taulia is the fastest growing SaaS platform and network for Supplier Financing, eInvoicing, and Supplier Portals. Through turning every invoice into a revenue opportunity, Taulia enables organizations to strengthen supplier relationships while adding millions to the bottom line.

Some of the most innovative brands in the world rely on Taulia, including Coca-Cola Bottling Co. Consolidated, Pfizer, John Deere, Hallmark, and many other Fortune 500 companies. For more information, visit www.taulia.com.

ITESOFT

ITESOFT are a multi-award winning international software vendor with an ambition to help their clients reduce costs by streamlining and automating their manual document–centric processes.

These market leading solutions are used in 22 countries world-wide and automatically process in excess of 1 billion documents every year in an accurate, fast and effective manner.

ITESOFT's Financial Process Automation software adds value and integrates seamlessly with all the leading Finance and ERP systems available today. Utilising the latest technology the aim is to streamline financial processes and optimise cash flow: process receivables faster and benefit from improved visibility, take advantage of early payment discounts and eliminate late payment penalties.

Let commerce flow

Basware empowers companies to unlock value across their financial operations, in turn speeding the flow of commerce across markets and economies globally.

Basware can help you simplify and streamline key financial processes to strengthen control, reduce costs and boost cash flows for your business.

By doing this, you'll not only unlock benefits for your organisation: you'll also unlock value for your suppliers and customers – and across the world of commerce as a whole.

Together we're releasing a new wave of economic value and potential, one e-invoice, one automated financial process at a time.



UNLOCK THE POTENTIAL OF YOUR SUPPLY BASE

PAY SUPPLIERS FASTER, STRENGTHEN RELATIONSHIPS AND IMPROVE CASH FLOW WITH OUR NEW FINANCING SERVICES.

Basware Pay is the new early payment solution provided in partnership with MasterCard. It offers you the ability to extend payment terms whilst enabling your suppliers to receive payments early to boost their cash flows and confidence. It provides total payment process flexibility for companies of all sizes and is transforming the way companies pay and get paid.

Let commerce flow.

Talk to us at the Basware stand or read our latest research paper at www.basware.co.uk

Meet our Keynote and Speakers



Roger Black, MBE

For fourteen years Roger represented Great Britain at the highest level in the world of athletics, both as an individual 400 metre runner and as a member of the 4x400 metre relay team, winning fifteen major Championship medals including European, Commonwealth, and World Championship Gold medals.

His greatest achievement was winning the Olympic 400 metre Silver medal in 1996 and he is particularly admired for his triumphs over adversity, successfully overcoming several serious injuries and set-backs throughout his career.

Roger has been British Men's Team Captain and was awarded the M.B.E. in 1992.

Roger will focus on the space between talent and performance and the attitude and behaviours of world class performer.

There are many similarities between high performance in the worlds of sport and business, and delegates will recognise many of the themes which Roger will be addressing in his session:

Ownership/accountability.....Synergy - surrounding yourself with talent

Change management...Talent is not enough.....Overcoming adversity.....Teamwork

Leadership..... Pro-active v Re-active.....Need to achieve v Fear of failure

Sponsored by:  taulia®

Speakers

Matthew Pike



Matthew is a well-known voice in the P2P Transformation space, having been successful in new strategy and process implementations at companies such as Alliance Healthcare and now as an International P2P Lead at NBC Universal. Matthew's presentations on the topic of financial transformation are always fact-filled with excellent, accessible take-aways.

Helen Harris



Helen has been instrumental in achieving turn-around results at companies such as Orange Business Services and The Walt Disney Company. She is currently the Head of P2P Operational Efficiency at Dixons Carphone.

Enrico Camerinelli



As a Senior Research Analyst for Aite Group, and a current Consultant Editor for GT News, Enrico brings a wealth of experience in all areas around the financial supply chain. A well recognised voice in the industry, Enrico is also a subject matter expert at the United Nations Economic Commission for Europe (UNECE).

John Dickens



John is Head of Finance Operations at British Gas, having been Director of European Financial Shared Services at Discovery Channel and heading up the Shared Service Centre at NEC Europe. An extremely knowledgeable finance professional with a highly valued ability to recognise and implement best practice.

Speakers

Rakesh Sangani



Rakesh is a recognised thought leader in Finance & HR Transformation, Shared Services and Outsourcing, and regularly presents at conferences across Europe, Asia and North America. With board level roles within the NHS, and charities, Rakesh has the gravitas to influence executives on business transformation, shared services and outsourcing. He is a qualified chartered accountant, certified project manager, and Black Belt Lean Six Sigma.

Michelle Bailey



A seasoned HR professional, Michelle has more than 20 years' experience creating workplaces that encourage higher levels of employee and customer engagement. Michelle is a strong promoter of SMEs, and as a Director of People Essentials, combines pragmatic expertise and business insight to support their growth and into how Enterprise organisations can engage with their supply chain. She is also a member of the government backed Engage for Success movement.

Jay Hussain



Jay is an experienced business assurance advisor, having spent the past 17 years delivering governance, risk and advisory services to public, private and not for profit organisations. He has a substantial track record of delivering high profile engagements, the most recent of which was the Cabinet Office Major Contracts Review. As a director with Moore Stephens, Jay has developed a progressive approach to internal and contract auditing, working closely with the firm's international and fraud and corruption teams to draw out wider best practices from work in areas such as institutional risk assessments, capacity and capability support to government ministries, as well as performance and efficiency reviews of funding institutions.

Agenda

From 8:45 - 9:15am Registration

8:45 - 9:30am Refreshments and Networking in the Exhibitor Zone

9:30 - 10:00am **Opening remarks**

10:00 - 11:00am **Keynote Speaker - Roger Black, MBE - Sponsored by Taulia**

11:00 - 11:30am Morning Coffee in the Exhibitor Zone - networking with Keynote

11:30 - 12:10pm Breakout sessions - Tracks one and two

- **Track one:** How to Develop a Cross Department Transformation Project
- **Track two:** Align Your People Development with your Strategic Goals

12:20 - 1.00pm Breakout sessions - Tracks one and two

- **Track one:** Define a Transformation Roadmap for Success - Maximise Profitability, Raise Visibility
- **Track two:** How to Develop the Role of P2P within the Organisation

1.00 - 2:00pm Buffet Lunch - Meet the Exhibitors

2:00 - 2:40pm Breakout sessions - Tracks one and two

- **Track one:** Control Your Exposure to P2P Fraud and Manage Risk
- **Track two:** Improve Your Business Decisions with Integrated P2P Technology

2:50 - 3:25pm **How e-Invoicing is Driving a Quiet Revolution in Supply Chain Finance**

3:25 - 3:45pm Coffee and Afternoon tea - Meet the Exhibitors

3:50 - 5:00pm **AP Awards, Prize Giving & Champagne reception**

5:00pm Closing remarks

- **Track one:** P2P Transformation - Adelphi Suite 3
- **Track two:** Leadership and Best Practice - Aldwych Suite (1st Floor)
- Networking breaks - The Palm Court
- **Plenary sessions - Adelphi Suite 3**

Tracks and sessions

Opening Keynote: Achieving Success - People, Process and Performance - Adelphi Suite 3

Roger Black, MBE

There are many similarities between high performance in the worlds of sport and business, and delegates will recognise many of the themes which Roger will be addressing in his session - from change management and overcoming adversity to leadership and accountability. In particular Roger will be looking at the space between talent and performance and the attitude and behaviours of world class performers.

How to Develop a Cross Department Transformation Project - Adelphi Suite 3

Matthew Pike, International P2P Lead, NBC Universal

Navigating the ever-changing P2P landscape is an adventure and a challenge. Developing and implementing a successful transformation project cross department is often a demanding task. This session explores the approach you should take on your path to success, while exploring the pitfalls to avoid along the way.

Align Your People Development with your Strategic Goals - Aldwych Suite

Michelle Bailey, HR & Engagement Consultant

So you've set your strategic goals for the year, but are your team best placed to be able to reach them? Achieving success within your organisation and team depends on the abilities, commitment and buy-in of the people challenged to drive and achieve it. Find out how you can improve your business outcomes by making sure your team are on board.

Define a Transformation Roadmap for Success - Maximise Profitability, Raise Visibility - Adelphi Suite 3

Helen Harris - Head of P2P Operational Efficiency, Dixons Carphone

Often, organisations plunge headlong into a P2P transformation project, without a clear vision or definition of success. This session will explore how Dixons Carphone took the journey from a complex, diverse and reactive P2P department - to one where success is defined, cost savings realised and the level of visibility substantially enhanced. Walk away with specific tips to help your organisation do the same.

How to Develop the Role of Purchase to Pay Within the Organisation - Aldwych Suite

Rakesh Sangani, Managing Partner Proservartner and non-exec Director, NHS Trust

With the capacity for collaboration between the different areas of P2P increasing, continuing to operate in silos is seen as having a negative impact on business. This session explores how the function has changed over the last few years, how you can benefit and how to make your voice heard in the wider business by focusing on the business outcomes that matter. The session will explore cost-saving and efficiency driving ideas as well as managing change.

Control Your Exposure to P2P Fraud and Manage Risk - Adelphi Suite 3

Jay Hussain, Director, Moore Stephens

Fraud is at an all-time high, with organisations such as Financial Fraud Action UK reporting a surge in invoice fraud this year, and local government reporting of fraud at a 25 year high. This presentation will outline the risk factors you need to be aware of, and how you can overcome them.

Improve Your Business Decisions with Integrated P2P Technology - Aldwych Suite

John Dickens - Head of Finance Operations, British Gas

How often have you heard the phrase "you can't manage what you can't measure"? Nowhere is this more true than in the world of modern, strategic purchase to pay processing. Organisations are being challenged to achieve more, often with fewer resources. How can you be sure your business decisions are pertinent unless you have the right technology and processes to define them? Find out how creating the right departmental structure, as well as taking advantage of the latest technologies can improve results and maximise profitability.

How e-Invoicing is Driving a Quiet Revolution in Supply Chain Finance - Adelphi Suite 3

Enrico Camerinelli - Senior Research Analyst for Aite Group

Over the last 2-3 years, organisations have woken up to the power that lies within their supply chain. The old methods for increasing working capital have been joined by new models. Hear how the dramatic growth in non bank finance providers has facilitated access to finance for SMEs, putting e-invoicing at centre stage as the first step in a process that triggers more powerful purchase to pay.

APN Awards

You are invited to join us in Adelphi 3 to celebrate excellence in Accounts Payable. Even if your team or organisation has not been nominated, come along and hear some exceptional transformation stories from your peers.

The annual APN Awards offer a chance to shine. Created to recognise excellence across the sector from AP professionals working in Treasury, Purchase Ledger and P2P environments - winning demonstrates commitment, dedication and excellence in the field.

We know that every individual within a finance team has a part to play in the overall success of the department and to the organisation as a whole. These awards make sure that those achievements are recognised. Staying ahead of the game in this challenging business environment demands focus and dedication. Success is an outstanding achievement which we think needs rewarding.

We are delighted to present the 2015 AP Awards for outstanding success in accounts payable in the following categories:

- **AP Team of the Year**
Sponsored by Basware
- **AP Manager of the Year**
Sponsored by FISCAL Technologies
- **Outstanding Contribution to AP of the Year**
Sponsored by Kofax
- **Young AP Ambassador of the Year**
Sponsored by Taulia

#APNAwards



The awards will be followed by prize giving, so please make sure you visit the various sponsors' stands for a chance to win some fantastic raffle prizes including an iPad, a Red Letter Day worth £150, a Livescribe Smartpen, a £150 Virgin experience voucher and an iPod Nano.

**Attendees will need to be present to claim their prize.*



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