

The Sibos forum for corporates

Advancing critical dialogue between corporates and banks

Final programme

Sibos 2010 Amsterdam

26-27 October 2010

What is Sibos?

Much more than a conference and exhibition, Sibos is the world's premier financial services event, attracting the industry's leading figures and firms for the last 30 years. With the power to draw over 5,000 participants including financial institutions, corporates, application and middleware vendors, Sibos is the opportunity to reach the entire financial services industry.

The Sibos forum for corporates

The Sibos forum for corporates is a dedicated two-day programme during the annual Sibos conference and exhibition encompassing practical case studies and information exchange on the latest developments and challenges facing the corporate-to-bank space. Designed for treasury, trade and senior finance professionals from corporations and financial institutions, the forum is a unique opportunity to network, learn about new opportunities to optimise cash and liquidity management and derive the most from your treasury and supply chain operations. This year, electronic bank account management (EBAM), digital identity and supply chain issues such as working capital optimisation and e-invoicing feature high on the agenda. Industry debates and interactive workshops will complement the agenda, leaving room for networking and increased interaction.

Who should attend?

- Corporate treasurers, regional treasurers, treasury managers, finance directors, trade service practitioners, head of shared service centres
- Global bank cash management, trade services and transaction services managers
- Accounts payable and receivable managers
- Existing SWIFT corporate users or corporates seeking to optimise their communication platforms with their financial institutions

Why attend?

- Learn from corporate case studies how to streamline treasury operations, obtain visibility on cash positions, implement payment factories and adopt the latest ISO 20022 standards;
- Join panel discussions by industry experts about the value of SWIFT for corporates and its supply chain portfolio and how the offering is evolving for existing customers;
- Hear about SWIFT's value proposition for corporates, how to make a compelling business case and understand the roadmap for practical implementation. For financial institutions, learn how others are using SWIFT to grow market share;
- Meet all your senior bank relationship managers in one place to put priorities and business requirements high on the agenda of the financial institutions that serve you;

- Visit the exhibition to discover the latest solutions from application and connectivity vendors;
- Network with peers and professionals from the financial industry

The Sibos forum for corporates is organised by SWIFT with the support of leading financial institutions Bank of America Merrill Lynch, Barclays, Citi, HSBC, ICBC, J.P. Morgan, Royal Bank of Scotland, Société Générale, Standard Chartered, SWIFT partners Accenture and GXS and media partners including gtnews, IBS Publishing, TMI, Treasury Today and Exporta.

We look forward to seeing you in Amsterdam.

The SWIFT for corporates and supply chain teams

For additional information, please visit www.sibos2010.com or email corporate.forum@swift.com

The Sibos forum for corporates programme at a glance

Tuesday 26 October

8:15 Registration, coffee and networking

9:00 Forum for corporates: Present and Future – “SWIFT for corporates” - Community room 1

Update on SWIFT for corporates and SWIFT's trade and supply chain portfolio including future developments.

- Finn Otto Hansen, Clearing and Settlement Strategies, DnB NOR Bank ASA, Norway and Chairman of SWIFT's Banking and Payments Committee
- André Casterman, Head of Trade and Supply Chain, SWIFT
- Elie Lasker, Head of Corporate Market, SWIFT

10:00 Digital identity: protecting reputation and transactions - Community room 1

From concept to practice. Hear why 3SKey pilot corporates and banks see an urgent need for personal signatures and learn about their experience using this new SWIFT interoperable solution.

- Martine Boutineau, Head of International Cash Management, Société Générale
- Christophe Douteaux, Group Treasurer, Ipsen Group
- Marie-Laurence Faure, Head of marketing e-channels products, BNP Paribas
- Pierre Jalade, VP Treasury, Airbus SAS
- Sébastien Jean, Global Head of Marketing and Sales, Crédit Agricole CIB
- Olivier Laborde, Marketing and Innovation Manager, Natixis
- Francois-Xavier Nivoit, Manager PCM Product Development, HSBC France
- Hervé Postic, CEO, Utsit (moderator)

11:00 Big Issue Debate - Rebuilding Trust: Our industry's response to restoring confidence

12:00 Lunch and networking time

13:00 Corporate classroom - Interactive Workshop Part 1: Building the business case - Community room 1

This session will give you the building blocks of how to prepare your business case and advance your project to further optimise your cash and treasury operations.

- Dmitry Bepalov, Global Banking Manager, JT International
- Damien McMahon, Partner – Financial Management and Corporate Reporting, PricewaterhouseCoopers
- Hans van den Bosch, Head of Treasury, Unilever

14:00 SWIFT Plenary

16:00 Optimising working capital efficiency: The integration of cash and trade - Conference Room 1

A new attitude towards integrated cash management and trade finance – a key aspect of the Financial Supply Chain – now prevails. What are the benefits corporate customers can expect? How can they best optimise their working capital and better manage supply chain risk?

- Etienne Bernard, Head of GTS Eurozone, The Royal Bank of Scotland
- Herbert Broens, Head of Export Department, Bayer AG
- Enrico Camerinelli, Senior Analyst Europe, Aite Group (moderator)
- Diane Quinn, Managing Director, J.P.Morgan
- C.J.Wimley, EVP, Corporate Solutions, SunGard

17:30 Buses leave the RAI to Sofitel for cocktail

18:00 Corporate and Supply Chain cocktail - by registration - Sofitel Hotel

20:00 gtnews Global Corporate Treasury Awards - (by invitation)

<http://www.gtnewsawards.com/>

The Sibos forum for corporates programme at a glance

Wednesday 27 October

9:00 Where's my invoice? The challenges and benefits of automation - Community room 1

Corporate customers are increasingly dematerialising invoices and related processes. How are those corporate customers engaging in this journey? What do they expect from their banking partners? How does e-invoicing contribute to optimising the efficiency of financial supply chain?

- Johanna Andersen, Vice President, Nordic Head of Payment & Collection Services, Nordea
- Ovaska Pirjo, E-invoicing Co-ordinator, Global Finance Service Center, Stora Enso
- Jonathan Richman, Global Product Head, Trade and Financial Supply Chain, Global Transaction Banking, Deutsche Bank
- Christiaan van der Valk, CEO, Trustweaver (moderator)
- Garry Young, Director, Saas & Corporate Services, Global Products Business Logica

10:00 Corporate classroom - Interactive Workshop - Part 2: Implementing SWIFT in practice (a case study) - Community room 1

Explore the implementation lifecycle of a corporate connecting to SWIFT, starting with the blueprint, selecting the appropriate connectivity method and partners, testing and finally going into production.

- David Blair, VP Treasury - Huawei, Shenzhen, PRC
- Marcus Copper, SWIFT for Corporates Product Manager – Barclays (moderator)
- Paul Davis, Barrister & Solicitor – PacNet

11.00 Big Issue Debate - Recovery - Transaction banking one year on

12.00 Lunch and networking time

14.00 Managing risk after the crisis: what has changed? - Conference room 2

This session examines how corporates have changed or adapted their practices post credit crisis. What lessons have been learned regarding liquidity risk and counterparty risk? It also takes a hard look at their expectations of financial and other business partners and begs the question, what more can be done?

- Jose Franco, Global Head of Corporate Banking Liquidity, Bank of America Merrill Lynch
- Shoji Nakano, Managing Executive Officer, Deputy Chief Executive, global Business Unit, The Bank of Tokyo-Mitsubishi UFJ
- Helen Sanders, editor-in-chief, TMI (moderator)
- Peter van Rood, Corporate Director Treasury, AkzoNobel
- Matt West, Director, Assistant Treasurer in Global Treasury, Procter & Gamble

15.00 Coffee break, exhibition and networking

15.30 Corporate classroom - Part 3: Trade and Supply Chain - Community room 1

The SWIFT Trade and Supply Chain portfolio enables corporates to optimise their working capital by integrating cash and trade processes and flows. Alcatel-Lucent, Surecomp DOS GmbH, and Credit Agricole will give one example of the product portfolio, explaining how they have geared up with TradeConnect DocX to move Alcatel-Lucent's guarantees business on to SWIFT.

- André Casterman, Head of Trade and Supply Chain, SWIFT (moderator)
- Patrick Boiteau, Product Manager, Trade and Supply Chain, Crédit Agricole
- Uwe Grabenhorst, Corporate Treasurer, Alcatel-Lucent, Germany
- Detlef Lietfien, Product Director, Surecomp DOS GmbH

16.30 Paperless account management - what's in it for you? - Community room 1

How has electronic bank account management (eBAM) lightened the burden for management of accounts? Hear how corporates and banks are benefiting from automating these processes and learn what the future holds.

- Marc Eliseo, Director, Head Global Cash Management, Swiss Re
- Susan Feinberg, Senior Research Director, Towergroup (moderator)
- Loretta Gannon, Vice President-Planning and Strategy, Product Management, BNY Mellon
- Gary Greenwald, Chief Innovation Officer, Global Transaction Services, Citi
- Denis Sweeney, Deputy Treasurer, General Electric

17.30 Closing

Sibos 2010 Exhibitors

The following exhibitors indicate they have a trade and supply chain, treasury and/or cash management offering for corporates at Sibos in Amsterdam:

Accuity	A264	Mysis	A329
ACE Software Solutions	C319	NATIXIS –Groupe BPCE	C207
Australia and New Zealand Banking Group Limited	A309	NTT DATA Getronics Corporation	B205
Banco Bradesco	A622	Pinnacle Solutions Incorporated	A656
Bankersalmanac.com	A753	Premium Technology Inc.	A754
BNY Mellon	A343	PricewaterhouseCoopers	PS01
Business Information Systems	B202	SEB	A407
Calypso Technology	C219	Sentential	A732
China Systems	A733	SIA-SSB Group	A714
Clear2Pay	A358	Sterci	A630
Commerzbank AG	A461	Sterling Commerce, an IBM Company	C216
Complex Systems Inc	A122	SunGard	C310
Copp Clark	A215	Surecomp	A239
Demica	PS02	Sybase	A645
Fiserv	A634	Synergy Financial Systems Ltd.	A247
Fujitsu Limited.	A754	TAS Group	C312
IMGROUP	C413	Travellex Global Business Payments	A319
Incentage AG	A373	Unisys	A615
J.P. Morgan	A228	Value Team	A742
Logica	A730	Wells Fargo	A363
MIT	C111	WestLB AG	A542

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