



Attend the 15th Global E-Invoicing Congress

Exchange Summit 2017

October 9 and 10, 2017 in Barcelona, Spain

E-Invoicing / E-Billing: Accelerator for Digitization

Our International Speakers Give New Insights And Share Experience In 30+ Presentations And Interactive Round Tables

- Successfully Solving the Challenges in Vendors' Onboarding
- New Ideas for E-Invoice Exception and Error Handling
- Machine Learning and the Opportunities for Accounts Payable Automation
- Identifying and Implementing Added Value Services for E-Invoicing Solutions
- E-Receipt as Part of the E-Invoicing Standardisation
- How Blockchain is Applied to E-Invoicing
- What Support is in Place for the Implementation of EN16931
- Why AI & Robotic Process Automation Disrupts Work in Finance
- How to Leverage Due-Diligence Programs and Automate Compliance Programs
- Ways to Take the Hurdles of Formats, Mapping, Attachments and Integration
- Update of Digital Transformation and Tax Compliance in Asia
- E-Invoicing as Leverage for a Digital Strategy: Snapshot Supply Chain Finance

Hear Important Key Players During the Panel Discussion

Implementing the New European Core Invoice Standard EN1693

Learn From Bruno Koch How The Future of E-Invoicing Will Look And Why A Significant Market Transition Lies Ahead Of Us!

See all details inside and on

www.exchange-summit.com



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Partners





Senders and Receivers of Invoices Learn How To

- Move the E-Invoicing Focus from Cost Saving to Customer Service Excellence
- Process E-Invoices in a Legally and Tax Compliant Way
- Increase Automation Rates in Invoice Processing
- Manage the Challenges of Onboarding Suppliers

Dear colleagues,

E-Invoicing is one of the most important topics around the world. It represents one of the key success factors for the digitization of the supply chain. Initiatives around the globe accelerate the adoption and also in Europe with the now published Core Invoice Standard EN16931 the next huge step towards a wide adoption of E-Invoicing has been made.

The Exchange Summit as the leading event dedicated to E-Invoicing brings together experienced practitioners and innovative strategists to provide an in-depth learning and networking experience. This year you can expect several round tables and presentations in order for you to discuss with experts from Bayer, Grupo Bimbo, Richemont, CIAT, European Commission and many others. New hot topics in the field of AP/AR automation such as Machine Learning, Blockchain and E-Receipts will be presented as well as updates on the must-haves compliance, standards and formats.

The high level international speaker panel gives deep insights and shares best practices. We will cover the key topics in these fields during the two days of the conference:

- Corporate experience and management of supply chain automation
- Regulatory impacts on market developments
- Technology developments e.g. supply chain automation, blockchain, analytics
- Standards and Interoperability as business drivers for digitisation
- B2C developments in EIPP

Now with its 15th edition, the Exchange Summit has long been THE global networking platform for the E-Invoicing community to gain new relevant insights and learn about the latest developments in the industry. It is the place to meet and network with experts, thought leaders and professionals in E-Invoicing, Purchase to Pay, E-Procurement, Supply Chain Finance and AR/AP. Get involved and benefit from this great opportunity to learn and to share experiences on a truly global level!

I am wishing us all two days full of new contacts, best networking and very interesting presentations and talks!



Johannes von Mulert
Founder Exchange Summit & CEO
Vereon AG

**“In fact this is the only place in the world
to meet your E-Invoicing peers and exchange experiences
on a truly international scale!”**

Lead Supporter



EESPA is the European E-Invoicing Service Providers Association. It is an International Not-for-Profit Association (AISBL/IVZW) organised under Belgian law. EESPA acts as a trade association at European level for a large and vibrant community of E-Invoicing Service Providers, drawn from organisations that provide network, business outsourcing, financial, technology and EDI services. Formed in 2011 EESPA already has over 50 full and associate members.

www.eespa.eu

Partners



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www.basware.com



Canon provides a comprehensive portfolio of next generation Finance & Accounting services and software solutions that deliver better cashflow management and spend control and are available in multiple delivery options, including software as a service and full outsourcing. Services overview: invoice composition and enhancement, e-billing – including hybrid invoicing (paper and electronic), Purchase-to-Pay services – including e-purchasing, invoice processing, contract management, expense management and spend analysis.

www.canon-europe.com/purchase-to-pay



The eurodata group develops and markets cloud-based software solutions for commercial networks, tax consultants and small and medium-sized companies as well as software products for implementing Smart Services for multi-stage processes and data integration. More than 50,000 customers put their trust in eurodata's high-performance computing centres, a secure cloud 'made in Germany' providing professional business intelligence-, web and cloud services. We thus also take on responsibility for the smooth operation of our solutions. Today, over 500 employees focus effectively on the success of our customers across Europe. eurodata AG was founded in 1965, its headquarters are located in Saarbrücken (Germany).

www.eurodata.de

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www.fabersystem.it



Gosocket is a B2b network that establishes and manages relationships between buyers and suppliers through the use of compliant electronic invoicing in Latin America. From this connections provides value added services with a focus in supply chain finance. Founded in 2012, connects with more that 500 million electronic invoices over 1 million companies throughout Latin America. Access is via a web portal www.gosocket.net, which can also be accessed through mobile devices either by their mobile web version m.gosocket.net or through native applications for your smartphone or tablet iOS, Android, Windows Phone or Windows 10.

www.gosocket.net/en/

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www.inposia.de



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GROUP

The Interface Financial Group is one of North America's largest alternative funding sources for SME's, providing Digital Supply Chain Finance and Digital Invoice Finance through its global marketplace platform. With more than 150 offices and over 45 years of experience, the company serves clients in more than 30 industries in the United States, Canada, Singapore, Australia, New Zealand, UK, Ireland, Mexico and South Africa and offers cross-border transaction facilities.

www.interfacefinancial.com/supply-chain-finance.php



PwC's Global e-Invoicing and e-Archiving Network brings together process, technology, tax, legal and accounting experts making your e-Invoicing business case reality! For over 15 years now, PwC has been at the forefront of e-Invoicing and e-Archiving. PwC has laid down the cornerstones for both the first and second e-Invoicing Directive, is helping the European Commission with the implementation of the e-PRIOR project, and is involved in several e-Invoicing fora.

www.pwc.com



Bundesdruckerei, DATEV, SGH, Neopost Deutschland, Asterion, BeCloud und b4value.net haben sich mit einer gemeinsamen technologischen Basis zu einem bislang einzigartigen Business-Netzwerk mit Namen TRAFFIQX® zum Austausch von Geschäftsdokumenten zusammen geschlossen. Damit beseitigen sie wesentliche Einstiegshürden für Unternehmen zum elektronischen Dokumenten- und Datenaustausch.
 Bereits seit 2004 wird mit Unterstützung des Deutschen Forschungsinstituts für Künstliche Intelligenz (DKFI) mit Sitz in Kaiserslautern eine Technologie entwickelt, mit der Geschäftsdokumente zwischen Sendern und Empfängern unabhängig von der jeweiligen Systemumgebung ausgetauscht werden können. Der Zusammenschluss von Providern mittels einer gemeinsamen technologischen Basis ist weltweit einzigartig und bietet durch die wegweisende Technologie und wirtschaftliche Unabhängigkeit jedes einzelnen Providers eine beachtenswerte Größe und Sicherheit. Dieses Netzwerk revolutioniert den Markt!

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TrustWeaver provides a comprehensive Cloud-based compliance service for electronic invoicing and other legally critical documents for more than 55 countries. From a single technical interface and through our unique Compliance Map™ concept, more than 60 world-leading B2B integration brokerage vendors in our partner network automatically provide interoperable legal certainty to trading partners that use their solutions, regardless of changes in legislation. TrustWeaver's unique blend of legal and technical components allows modern organizations to execute their ERP, workflow, archiving and B2B consolidation strategies with guaranteed respect for the multiple national and sectoral laws governing such transactions as well as their long-term retention and auditability. In business since 2001, TrustWeaver is headquartered in Stockholm, Sweden.

www.trustweaver.com

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The E-invoicing Platform (formerly known as EEI Platform) is the independent platform for professionals around electronic invoicing and invoice processing.

www.einvoicingplatform.com



Fintech News Switzerland covers stories about the Fintech Ecosystem – i.e. Mobile Payment, Personal Finance, Bitcoin, Blockchain, Robo Advisor and Lending - and Startups in Switzerland and Europe. Fintechnews.ch also provides a bi-weekly newsletter with the most important information about the Fintech industry in Europe.

www.fintechnews.ch



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www.paymentsandcardsnetwork.com

THE PAYPERS

The Paypers is the Netherlands-based leading independent source of news and intelligence for professionals in the global payment community. Our products are aimed at merchants, payment services providers, processors, financial institutions, start-ups, technology vendors and payment professionals and have a special focus on all major trends and developments in payments-related industries including online and mobile payments, online/mobile banking, cards, cross-border e-commerce, e-invoicing and SEPA. We are also keen on keeping our readership informed with regard to online fraud prevention innovations and the most significant trends in the e-identity space.

www.thepayers.com



PPN is a not for profit organisation founded in 2008 to form a focal point for the purchase to pay community. Since then it has been successful in providing leading P2P professionals with a sharp insight into the latest news and up-to-date information on key processes and technologies. Today, PPN attracts over 14,000 readers to download white papers, discover how and why other organisations may do things differently, attend insightful webinars, add their voice to surveys, and to successfully benchmark themselves against others. In short, in just a few years, PPN has established itself firmly at the heart of the P2P business community.

www.p2pnetwork.org



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Agenda - Monday, October 9, 2017

Sunday, October 8, 2017

18:00 – 21:00

Registration and Icebreaker Reception

Kindly supported by



Monday, October 9, 2017

08:30

Registration and Breakfast in the Exhibition

09:45

Welcome Address

Johannes von Mulert, Founder Exchange Summit



ANALYST KEYNOTE

10:00 - 10:45

A Day in the Life of an E-Invoice

The invoice is just the starting point of a longer journey that touches many stages of a company business: remittance information, FX services, regulatory compliance checking for cross-border invoices, tax regulations compliance, data analytics on prompt-payment behaviour, access to finance, interoperability of standards, workflow management of paper-to-digital-to-paper exchanges. These are but few of the business opportunities that lie in the field of an E-Invoice processing service provider. If chances are not taken, someone else will do this and maybe commoditize E-Invoicing as a side-service in favour of added value services.

Enrico Camerinelli, Senior Analyst, Aite Group, Italy

ANALYST KEYNOTE

10:45 - 11:30

The Status & Future of E-Invoicing

- (E-)Invoicing world in figures
- Mega-trends regarding market demand & legal requirements
- Significant market transition lies ahead
- How to successfully manage future challenges
- Gaze into the crystal ball: Future market radar & the role of cloud platforms

Bruno Koch, Market Analyst, Billentis, Switzerland

GENERAL SESSION

11:30 - 12:00

E-Invoicing and Digital Supply Chain Finance: Supplier Centric vs. Buyer Centric solutions

As a result of the wave of innovation that is spurring rapid development and adoption of e-invoicing technology as well as its “ecosystem”, Supply Chain Finance is now poised to significantly grow its share of the €2.5 trillion p.a. global invoice finance market. This trend is fueled by quickly emerging technology driven Digital Supply Chain Finance (DSCF) or early payment solutions with imbedded ability for flexible integration with E-Invoicing, procure2pay and source2pay platforms, which creates new and exciting opportunities for all the players involved.

This presentation discusses some of the major challenges in Digital Supply Chain Finance, pros and cons of the Buyer Centric and Supplier Centric solutions, as well as the latest developments in machine learning application for early payment services.

- Current trends in Supply Chain Finance
- E-Invoicing, Procure2Pay, Source2Pay, Payment technology platforms and Early Payment Solutions
- Complementarity/dovetailing between Dynamic Discounting and Third Party Early Payment services
- How does a Buyer-Centric DSCF model work? And how is a Supplier-Centric system different and what are some of its main benefits?

George Shapiro, CEO, The Interface Financial Group

“It is a unique opportunity to meet experts, understand challenges and market trends and get back to business with meaningful information.”

- Raquel Clemente, Swift -

FOCUS SESSIONS

12:00 - 12:45

A: **Machine Learning and the Opportunities for Accounts Payable Automation**

In recent times, digitalization has revolutionized financial services. As we look towards the future, machine learning will make as much, if not more, of an impact. Machine learning stands for programming computers with data. It has many valuable applications in the world of financial services.

Your benefits of attending:

- Understand Machine Learning beyond the buzzword
- Recognize how Machine Learning technology evolves over time and how this evolution effects your company
- See Machine Learning in action - from raw data to predictive insights in 5 minutes
- Experience the interaction between predictive models and digital assistants (Alexa)

Amir Tabakovic, Vice President Business Development, BigML, Spain

B: **Developing a 6 Step Analytics Roadmap for the P2P Process**

Within the P2P process, there are often challenges to define and manage spend, accounts payable performance and supplier related data. There can be challenges with obtaining the data fast and well enough to drive the decision making process. Yet P2P data and analytics requirements will continue to grow in importance for most organizations. This means that today's P2P processes need systems, processes, and capabilities to ensure that timely and accurate analytics are available. This discussion follows a step-by-step process as we help develop a 6 step analytics roadmap for your P2P process.

Your benefits of attending:

- Develop a roadmap for your P2P analytics process
- Identify the typical "Pain Points" in the P2P process
- Prioritize the Top Ten P2P Analytics
- Learn how to use P2P analytics in the decision making process

Chris Doxey, CAPP, CCSA, CICA, CPC, President, Doxey, Inc., USA

C: **Implementing B2G E-Invoicing in Scotland**

The Scottish Government has delivered a national P2P shared service since 2002 and now has an active user community of over 100 public administrations. E-Invoicing is the last piece of the 'P2P jigsaw' to be enabled and this session will provide delegates with an overview of the approach being taken by the Scottish Government to enable B2G E-Invoicing in public procurement, progress to date as well as lessons learnt, the development of best practice and future plans.

Lynn Peterson, Head of eCommerce, Scottish Procurement, Scottish Government

12:45 **Networking and Lunch in the Exhibition**

ROUND TABLE SESSIONS

14:00 - 14:45

Break free of traditional presentation sessions. Set a focus on your favorite topic and gain 45 minutes of high-level peer-to-peer discussion and networking with other experts who understand the backgrounds and opportunities. Each session is facilitated by a moderator. No Powerpoint, no microphones, just you and your biggest challenges addressed as a group, by the group. Limited to 25 persons per session!



Supplier Onboarding and Exception Handling

Pieter Niemeijer / Jurgen Martens
Euroservices Bayer



Identifying and Implementing Added Value Services

Enrico Camerinelli,
Aite Group



E-Receipt as Part of the E-Invoicing Standardisation

Pirjo Ilola, Finance Finland



Distributed Ledger - a Missing Link for E-Invoicing?

Matthias Henn, COO, TTO Tangram
TeleOffice

FOCUS SESSIONS

14:45 - 15:30

A: **Do You Know Whom You Are Doing Business with? - Identity Management Globally with the Legal Entity Identifier (LEI)**

- Today's problems with ID Management
- Costs and benefits of adopting the LEI for public and private purposes
- Outlook: Integration of the LEI with Digital Certificates and Seals

Stephan Wolf, CEO, Global Legal Entity Identifier Foundation (GLEIF), Switzerland

B: **E-Invoicing in Australia**

- An update on the Digital Business Council
- The Council's approach to Adoption
- Australian Government progress on adoption
- Westpac Bank's experience to date

Emma Dobson, Director, Global Transaction Services, Westpac Institutional Bank and Chair of the Digital Business Council's Adoption Working Group, Australia

15:30 **Networking and Refreshments in the Exhibition**

PANEL DISCUSSION

16:00 - 16:45

Implementing the New European Core Invoice Standard - EN16931

- The standard is published and available - what next?
- Implementation challenges - semantics and syntax
- Core invoice usage specifications and extensions
- Engaging with public administrations and their supply chains
- The role of service and solution providers

Panelists:

André Hoddevik, Secretary General, OpenPEPPOL AISBL, Norway

Cyrille Sautereau, Chair of the French National Forum of E-Invoicing, France

Nikita Stampa, Head of Unit Innovative and e-procurement, DG GROWTH, European Commission, Belgium

Andrea Caccia, Chairman of CEN/TC 434 on E-Invoicing, European Committee for Standardisation

Moderator: Charles Bryant, Secretary General, EESPA, Belgium

KEYNOTE

16:45 - 17:30

Future Scenarios: Finding Patterns in an Uncertain World

- Global hotspots and hypotheses of new world orders
- European renationalization versus renaissance
- Potential of new economic paradigms
- Society between digital advancement and new forms of interaction
- Strategizing 4.0

Prof. Dr. Peter Dürr, Department of Applied Social Sciences, University of Applied Sciences Munich, Germany

17:30 **Individual Meetings and Networking**

18:30 **Departure for the Networking Dinner**



Agenda - Tuesday, October 10, 2017

08:30 **Welcome Coffee in the Exhibition**

FOCUS SESSIONS

09:00 - 09:45

A: **Do All Roads Lead to Rome? How Countries Look and See E-Invoicing**

What, why and how do different countries seek with their national E-Invoicing programs

Vinicius Pimentel de Freitas, Head International E-Invoicing Coordination, Interamerican Centre of Tax Administrations – CIAT, Panama

B: **Blockchain Applied to E-Invoicing**

- Registering and tracking e-factoring operations for export E-Invoices of Chile
- Blockchain for other functions related with E-Invoicing, i.e. payments, e-factoring operations of México

Mario Fernández, CEO, Gosocket, Chile

C: **Achieve Tomorrow's Financial Goals Today: Working Capital Management Strategies for Modern Finance**

Cut costs while enabling growth. Whilst it might seem like mission impossible most financial professionals are hindered by their inability to get full transparency into their accounts payables and receivables. As a result, organisations are missing an opportunity to manage cash more efficiently, improve business margins and improve return on capital employed. In this session you'll learn how new working capital optimisation services help streamline processes, reduce risk and unlock the full potential of your financial supply chain. Attend and discover how you can release capital trapped within your business to achieve tomorrow's financial goals today.

Sami Nikula, Director, Network Business Area Nordic, Basware, Finland

ROUND TABLE SESSIONS

09:45 - 10:30

Break free of traditional presentation sessions. Set a focus on your favorite topic and gain 45 minutes of high-level peer-to-peer discussion and networking with other experts who understand the backgrounds and opportunities. Each session is facilitated by a moderator. No Powerpoint, no microphones, just you and your biggest challenges addressed as a group, by the group. Limited to 25 persons per session!



Developing a Regulatory Compliance Roadmap

Chris Doxey,
Doxey, Inc.



Support for Implementation of EN16931

Caroline Corneau,
European Commission (DIGIT) and
Martin Forsberg, Standardisation
Expert, Sweden



Solving the Challenges in Vendors' Onboarding

Antonio Parisi,
Richemont International SA



Costs and Benefits of Adopting the LEI for Public and Private Purposes

Stephan Wolf
GLEIF



More Round Tables

Use our new networking tool ConnectMe and schedule individual Round Tables in order to discuss pressing topics with your peers.

10:30 **Networking and Refreshments in the Exhibition**

PLENARY SESSION

11:15 - 12:00

How EESPA is Building the EESPA Community as the Voice of the Industry

- Creating the interoperable eco-system
- Cooperation with OpenPEPPOL
- Contributing to public policy and regulatory initiatives
- Communicating the benefits of E-invoicing and supply chain automation

Marcus Laube, Co-Chair, Tim Cole, Christiaan van der Valk and Charles Bryant, EESPA, Belgium

12:00 **Networking and Lunch in the Exhibition**

FOCUS SESSIONS

13:30 - 14:15

A: **Implementing Compliant E-Invoicing in Latin American Countries**

- Key learnings transitioning from traditional model to E-Invoicing
- Frontline and back-office strategy
- Leverage opportunities to improve B2B processes (order-to-cash, procure-to-pay)
- The evolution and digital strategy

Rodrigo Alvarez, IT Manager, Grupo Bimbo, Chile

B: **Digital Transformation and Tax Compliance - A General Update and Focus on Asia**

We are in the middle of a paradigm shift on tax controls. How is the rapid development towards real-time tax controls affecting businesses worldwide? How can enterprises best prepare for what's to come? What's happening in Asia?

Christiaan van der Valk, President and Yinghan Miao, Legal Counsel, TrustWeaver, Sweden

ROUND TABLE SESSION

14:15 - 15:00

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OASIS UBL - ISO/IEC 19845:2015

G. Ken Holman,
OASIS



Looking into Machine Learning as an Option to close the Gap Between Unstructured and Structured Data

Herbert Wenger, Porsche Informatik



Defining the Key Success Factors for National E-Invoicing Programs

Vinicius Pimentel de Freitas,
CIAT



More Round Tables

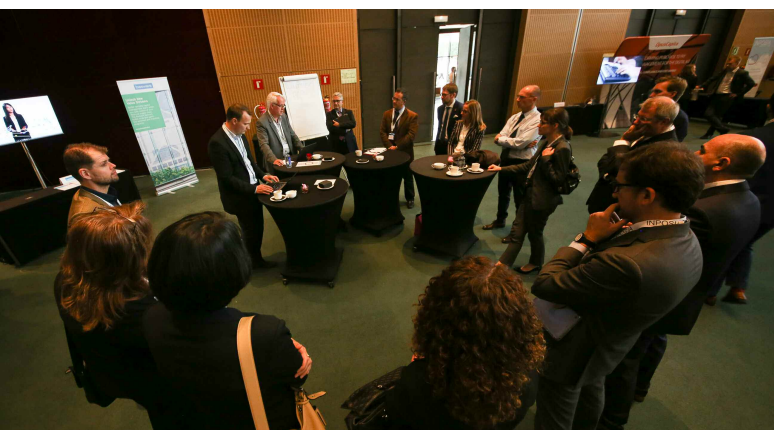
Use our new networking tool ConnectMe and schedule individual Round Tables in order to discuss pressing topics with your peers.

15:00 **Open Space for Networking and Refreshments in the Exhibition**

16:00 **End of Exchange Summit 2017**

“It is a perfect gathering of E-Invoicing and E-Procurement experts, enablers and makers. A nice place to meet people that really care and drive E-Invoicing!”

- Catherine Dupuy-Holdich, Esker France -



Participants



Group Discounts Available!

Benefit from our attractive group discounts!

For more information visit

www.exchange-summit.com/group-discounts

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Save The Dates



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Hilton Miami Airport

Miami, FL, USA



17th Exchange Summit

October 8 to 9, 2018

Pullmann Berlin Schweizer Hof

Berlin, Germany

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October 9 to 10, 2017
Barcelona, Spain
EUR 1'950

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Surname _____

Position _____

Department _____

Telephone _____

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Title _____

First Name _____

Surname _____

Position _____

Department _____

Telephone _____

Email _____

Company

Street _____

Postcode | City _____

Country _____

Billing Address

Your PO Number _____

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