

The Only Meeting Place for All P2P, AP, Procurement Experts!

# Exchange Summit Americas

## E-Invoicing: Accelerating Digitization in the Supply Chain

AP/AR Automation +++ Supply Chain Finance +++ E-Invoicing +++ E-Procurement

April 25 and 26, 2017 | Orlando, Florida | USA

### Key Topics of the Exchange Summit Americas 2017

- Identify Global E-Invoicing Trends: Road Mapping, Market Analysis and Best Practices
- B2G: Hear the Latest Developments in LATAM and US Public Procurement
- Learn How to Maximize ROI for a Global E-Invoicing Roll-Out
- Realize Why Compliance Automation is an Immediate Necessity for E-Invoicing
- Find Out How Digitization and Robotic Process Automation Will Disrupt Work in Finance
- Understand the Challenges and Benefits of Effective Supplier Onboarding
- Experience Supply Chain Finance as a New Way for SMEs to Find Capital
- Discover How Blockchain Technology Impacts P2P and Supply Chain Finance



20+ Speakers



10+ Countries from 3 Continents



20+ HRS Networking, Trends & Innovation



2 Pre-Workshops

### America's most distinguished E-Invoicing speaker faculty includes:



**Todd M. Albers**  
Sr. Payments Consultant,  
Federal Reserve Bank of  
Minneapolis, USA



**Diego Escorza**  
AIG, Ecuador



**Adrian Guarneros**  
General Administrator for  
Tax Payer Services  
SAT, Mexico



**Camille Hintz**  
Manager,  
Siemens, USA



**Peter Strong**  
CEO,  
Council of Small Business  
Organisation of Australia





## Did You Know?

Brazil has seen a \$58 billion (USD) increase in tax revenue as a result of plugging gaps in invoicing and reporting.

Mexico increased tax collections by 34% in the first wave of its E-Invoicing rollout, before mandates on reporting even went into effect.

Source: Billentis Market Report 2016 by Bruno Koch

To get the full report visit: [www.exchange-summit.com/market-report](http://www.exchange-summit.com/market-report)

Dear Colleague,

did you know that according to a recent study by the Hackett Group top performers in the industry process invoices for half of the cost and with over twice the productivity than their peer organizations?

Invoicing, one of the most fundamental processes of business, is transforming rapidly these days. Today's chance and challenge is to utilize E-Invoicing to drive excellence into your accounts payable process by not only lowering costs but to continuously increase value; to move from a mere transactional to a more analytical approach. That said the task of achieving a higher level of automation is not an easy one. Additionally, different national regulations and processes add complexity to the transformation.

Taking these global developments as well as new disruptive technology trends such as Robotic Process Automation and Blockchain into account, the demand for a platform to share best practices, cross-industry case studies and discuss new ideas is greater than ever. Bringing over 12 years of providing THE E-Invoicing platform to the table, we proudly present the next edition of the

## Exchange Summit Americas Exchange

Don't miss this opportunity to prepare for future challenges and to leave with a clearer understanding of how to use E-Invoicing to optimize your business. This event connects top organizations from all industries and uncovers what each needs to know about compliance, automation, implementation, standards, supply chain finance and more.

It is time to set your goals, strategy and tactics to truly embrace the possibilities of the digital age.

We are looking forward to welcoming you in Orlando in April 2017!



*A. Bayer*

Alexandra Bayer  
Director Business Development & Strategic Partnerships  
Vereon AG



*Johannes von Mulert*

Johannes von Mulert  
Founder Exchange Summit & CEO  
Vereon AG

## FREE TICKETS

Thanks to the generous contribution of the partners of the Exchange Summit, we are able to offer **100 participant tickets for free**.

These tickets are valid for the participation on both days of the Exchange Summit including evening event. We are happy to receive your application if you fulfill **all** of the following criteria:

- Working in organization with 250+ employees
- Organization rated as sender or receiver of a high volume of invoices
- Having the authority to strongly influence the P2P process
- Never attended the Exchange Summit before

For more information please check: [www.exchange-summit.com/free100](http://www.exchange-summit.com/free100)

## Morning Workshop

9 a.m. – 12.30 p.m.

### How Automating Your P2P Controls Can Mitigate Risk

Chris Doxey, President, Doxey Inc., USA

Given today's turbulent supply markets and volatile global business environment, Procure to Pay (P2P) professionals need to be in a position to make timely decisions about their suppliers and to properly manage risk. We suggest that an automated internal controls process can support a formal, structured risk management capability. This approach creates visibility into supplier performance and also spotlights supplier risk issues and enables additional supplier collaboration.

#### Workshop Objectives

This hands on and interactive workshop takes a look into internal controls and risk management best practices for the P2P process and takes things a step further by exploring the benefits of continuous controls monitoring (CCM) and continuous transition monitoring (CTM). Attendees will learn how the tools available today can help mitigate risk within their P2P process which can help prevent cash leakage. This workshop will also provide examples of how CCM and CTM tools can help with root cause analysis and provide additional supplier analytics throughout the Supplier Management Lifecycle. Lastly, the attendees will receive the Top Ten Supplier Management Best Practices and the Top Twenty Accounts Payable Internal Controls.

According to Gartner, continuous controls monitoring (CCM) is defined as a set of technologies to reduce business losses through continuous monitoring and reducing the cost of audits through continuous auditing of the controls in financial and other transactional applications. CCM tests an existing control to determine whether it is operating correctly. Now if we add continuous transaction monitoring (CTM) to our arsenal of P2P risk mitigation, we're testing a transaction for integrity after it's been processed. CTM determines if the transaction, such as an invoice, has been processed correctly. CTM can help a P2P professional design or re-design processes, policies, and specific controls. CTM also validates the adequacy of the transactional controls that are already in place and can assist with identifying stronger detective controls.

## Afternoon Workshop

1.30 p.m. - 5 p.m.

### Introduction to Universal Business Language (UBL)

G. Ken Holman, Chief Technology Officer, Crane Softwrights Ltd, Chairman OASIS Universal Business Language (UBL) Technical Committee, Canada

UBL is the product of an international effort to define a royalty-free library of standard electronic XML business documents such as purchase orders and invoices. Developed in an open and accountable OASIS Technical Committee with participation from a variety of industry data standards organizations, UBL is designed to plug directly into existing business, legal, auditing, and records management practices, eliminating the re-keying of data in existing fax- and paper-based supply chains and providing an entry point into electronic commerce for small and medium-sized businesses.

This introductory workshop overviews the steps necessary to consider how and where to use UBL in a solution for all parties in a business scenario.

#### Workshop Objectives

Attendees of the Introduction to UBL workshop will learn the role of the OASIS Universal Business Language, internationally standardized as ISO/IEC 19845 and adopted by countries and companies worldwide. Used for procurement, E-Invoicing and transportation logistics, this open and free-to-use XML vocabulary can be embraced by any organization to satisfy an electronic format for important business documents.

There are many artefacts found and methodologies described in the Universal Business Language (UBL) deliverables. Without an awareness of the roles played by these, UBL can be perceived more complex or considered "too hard" to tackle successfully. This technically-oriented workshop is written for both the user of UBL and technical manager. For the implementer and specifying authority it is important to understand candidate opportunities to work with the artefacts and to gain hands-on experience in their use and applicability in the context of the documented methodologies and deployment strategies.

The following topics are covered through the workshop:

Introduction to UBL

- Parties, document types and profiles - use case and business documents
- Information items - data description spreadsheets o model conventions - naming and design rules
- Model semantics - data dictionary
- Documents and document models o reference to methodology for code list and value validation
- Customization and system design considerations
- Specification governance and committee procedures

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**COMMUNITY** - The Exchange Summit is America's only dedicated event on E-Invoicing. It discusses the latest market trends and legal aspects of E-Invoicing. Experts from North and Latin America as well as Europe give their insight and report about strategies and lessons learned.

**DELEGATES** - 150+ senior level executives and leading professionals discuss challenges and solutions, technologies, trends and best practice.

**TOP SPEAKER FACULTY** - 20+ pioneering experts and industry-leaders share in 30h+ experiences, forecast highlights of P2P automation and Supply Chain Financing, present their best practices, feature best-in-class projects and explain the advances in recent project execution.

**NETWORKING** - Maximum interactivity as exhibition, breaks and plenum all happen in one room. Multiple opportunities for networking to meet and greet.

# Agenda - Tuesday, April 25, 2017

Monday, April 24, 2017

6.00 p.m - 9.00 p.m.

Check-in & Icebreaker Reception

Tuesday, April 25, 2017

9.00

Opening of the Exchange Summit Americas 2017

## P2P Evolution: Technology Trends & Challenges, Blockchain, Robotic Process Automation

### P2P Study

9.05

**P2P Top Performance: Today and in the Future**

- What does top performance look like for the P2P end to end process
- What the shift to customer centricity will mean to P2P
- How today's technology is likely to evolve and converge to address the supplier onboarding challenge
- The evolution of P2P software, as influenced by today's Robotic Process Automation (RPA) options and the evolution to a digital model
- How millennials, the first generation of "digital natives" will reshape the corporate world and the P2P process as we know it

Bryan DeGraw, Senior Director, Finance Advisory, The Hackett Group, USA

9.40

**Experience How Blockchain Technology and Smart Contracts Impact P2P and Supply Chain Finance**

10.15

**How Digitization and Robotic Process Automation will Dramatically Change Work in A/P and A/R**

10.50 Networking Break in the Exhibition

## Global Best Practices & Digitization

### Country Highlight

11.20

**Australia as a Global Show Case for E-Invoicing: Evolution, Opportunities and Next Steps**

Peter Strong will discuss the importance of bringing a lot of businesses and government agencies into the process. The recognition of key activities and the potential barriers, the need to challenge ideology and laissez-faire economics, the importance of the software developers to the process and dealing with the big and small 'P' politics

Peter Strong, CEO, Council of Small Business Organisations of Australia (COSBOA), Australia

### Insight LATAM

11.55

**E-Invoicing as Leverage for a Digital Strategy - A Multi Country Approach in LATAM**

12.30 Lunch Break in the Exhibition

### Stream A Global E-Invoicing: Status Quo and Outlook

#### Country Insight Brazil

2.00

**Brazil - World's Second Largest Issuer of Electronic Invoices - Evolution, Opportunities and What's Next**

More than 14 billion electronic invoices issued by about 1.2 million companies; market penetration over 95% for all Brazilian companies

- The strategy, role of the government and the steps for the electronic invoice massification
- Mistakes and lessons learned in the implementation process
- Improvements in development and what's next: Integrating supply chains and electronic tracking of vehicles with RFID

Newton Oller, Project Leader of E-Invoicing in Retail, Tax Inspector, Sao Paulo State Financing Secretariat, Brazil

### Stream B Supplier Onboarding, AP Process Automation, ROI

#### User Case Study

2.00

**Optimizing E-Invoicing and the Siemens NAM Journey**

- Siemens Electronic Invoicing Journey 2008-2016
- The vision for AP and E-Invoicing
- KPIs
- Implementation strategies
- Results & lessons learned
- What's next

Camille Hiltz, Manager, Accounts Payable/ICC Operations, Siemens, USA

## Stream A Global E-Invoicing: Status Quo and Outlook

### Country Insight Mexico

2.35

#### E-Invoicing in Mexico: The Current Situation, Challenges on the Way and Future Outlook

Adrian Guarneros, General Administrator for Tax Payer Services, SAT, Mexico

### Country Insight USA

3.10

#### US Adoption of E-Invoicing: Status Quo and Outlook

- Learn why the Federal Reserve is interested in E-Invoicing
- What are current challenges and opportunities of E-Invoicing in the U.S.
- Introduce the Business Payments Coalition, its body of work, and the efforts of the E-Invoicing work group
- Call to action - how U.S. corporations, financial institutions, and service providers can be involved with accelerating the adoption of E-Invoicing in the U.S. market

Todd M. Albers, Sr. Payments Consultant Payments, Standards and Outreach Group, Federal Reserve Bank of Minneapolis, USA

3.45

#### Ask the Expert: Room to Discuss Current Chances and Challenges with the Previous Speakers

3.55 Networking Break in the Exhibition

**“The best event in the E-Invoicing industry!”**

Luis Felipe Sánchez, Indicium Solutions, Mexico

## Stream B Supplier Onboarding, AP Process Automation, ROI

### User Case Study

2.35

#### Maximizing AP Performance Through Automation

- Utilizing E-Invoicing technology to drive excellence into your accounts payable organization by lowering cost and increasing your value
- Transforming your AP landscape from transactional to analytical - less processing; more analytics
- Improving customer centricity
- Utilizing robotics to take it to the next level

Brandi L. Crouch, Sr. Manager, Cash Management Solutions. EBS - Global Financial Services, Lockheed Martin Corporation, USA

### User Case Study

3.10

#### How to Successfully Send B2B E-Invoices in a Multi-Country / Multi-Format Environment: Business Case and Deployment

- Nokia: A worldwide presence
- Why going electronic? Rationals & paradigm shifts in last 10 years
- Fiscal & legal orientations worldwide
- Adding value on the organization by leveraging the paperless platform
- Return on Investment
- A transformation and adaptation thanks to the digitalization and the cloud paradigm

Guillaume Hatt, Program Manager, IT, eDMS & Paperless Program, Chief Innovation and Operations Office, NOKIA, France/USA

3.45

#### E-Invoicing Expert User Panel: Best Practices & Lessons Learnt

Brandi L. Crouch, Lockheed Martin Corporation, USA  
Guillaume Hatt, Program Manager, NOKIA, France/USA  
Camille Hiltz, Manager, Siemens, USA

3.55 Networking Break in the Exhibition

## Trends & Challenges in Public Procurement

4.40

### Panel Discussion

#### Public Procurement

With the ever changing regulation on E-Invoicing in public procurement and numerous initiatives at national level around the world, key success factors and obstacles in making these initiatives successful will be discussed.

Panelists amongst others:

Todd M. Albers, Sr. Payments Consultant Payments, Standards and Outreach Group, Federal Reserve Bank of Minneapolis, USA

Adrian Guarneros, General Administrator for Tax Payer Services, SAT, Mexico

Newton Oller, Project Leader of E-Invoicing in Retail, Tax Inspector, Sao Paulo State Financing Secretariat, Brazil

Peter Strong, CEO, Council of Small Business Organisations of Australia (COSBOA), Australia

Vinicius Pimentel de Freitas, Inter American Center of Tax Administrations CIAT, Colombia

5.30

### End of Day One

6.30

### Networking Dinner

Vereon invites you to enjoy dinner and refreshments in an informal atmosphere. Use this opportunity to intensify your business contacts and grow your network!



## Stream A Compliance, Risk Management, Digitization

9.00

### How Tax Compliance in the Cloud will Disrupt (E-)Business

- Compulsory invoice 'clearance' and real-time reporting are disrupting digital supply chains - and the trend is just starting.
- How will these large-scale government eavesdropping systems affect enterprises?
- What are the differences among compliance approaches in LATAM, Russia, Europe and Asia?
- What's best practice for business process platforms to overcome the challenges of diversity and continuous change?

Christiaan van der Valk, Company President, Trustweaver, Belgium

### Case Study

9.35

### Managing Risk in Your P2P Process

- Introduction to risk management
- How risk impacts the P2P process
- Examples of P2P risk and control issues
- How 10 P2P automation solutions can mitigate risk
- Measuring success: Your P2P automation Scorecard Case Studies

Chris Doxey, President, Doxey Inc. USA

10.10

### Digitization of the Supply Chain in Oil and Gas

Chris Welsh, CEO, OFS Portal, USA

10.45 Networking Break in the Exhibition

## Stream B Supply Chain Finance

### Country Insight Chile

9.00

### The Underrated Value of E-Invoicing in Latin America – Real Examples of How E-Invoicing is Changing the Game

Mario Fernández, CEO, Gosocket, Chile

9.35

### Supply Chain Finance – Efficient Capital Management

Efthimis Gaitatzis, VP of Business Development Americas, Aztec Exchange, USA

10.10

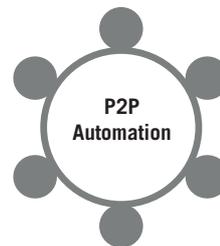
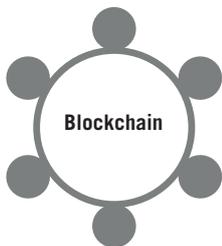
### Efficient End-to-End Integration for Working Capital- and Process Optimization

10.45 Networking Break in the Exhibition

11.30

### Roundtables

Break free of your traditional conference sessions in these presentation-free roundtables. Choose one of the following topics and gain 30 minutes of informal, peer-to-peer discussion facilitated by a leader in the field. No PowerPoint, just you and your biggest challenges addressed as a group, by the group.



## Standards & Interoperability

### Country Insight Peru

12.00

### How E-Invoicing is Driving Financial Inclusion in Latin America

- Overview of the Latin American E-Invoicing model
- Strengths and weaknesses
- Opportunities and threats
- International standards vs. national specifications
- Lessons learned and lessons to learn from

Kenneth Bengtsson, Chair of the OASIS Business Document Exchange TC and Chair of the OASIS UBL Latin American Regional Subcommittee, Peru

## Automation & E-Procurement

12.35

### Status Update Universal Business Language (UBL)

- Overview of the UBL specification development process
- Governance of the specification and plans for the future
- Status of the current developments of the specification, moving from UBL 2.1 to UBL 2.2
- Status of the UBL 2.2 specification release

G. Ken Holman, Chairman OASIS Universal Business Language (UBL) Technical Committee, Canada

1.10 Networking Lunch in the Exhibition

### User Case Study

2.40

### How to Ensure Data Security for E-Invoicing

- Data risk awareness before E-Invoicing
- Establish E-Invoice capabilities vs. vendor solutions
- Good practices of procurement on E-Invoice projects for data loss prevention
- Testing data security before going live with E-Invoicing

Diego Escorza, AIG, Ecuador

3.15

### How to Successfully Send B2B E-Invoices in a Multi-Country / Multi-Format Environment

3.50 Networking and Refreshments in the Exhibition

4.20 End of the Exchange Summit Americas 2017

## Impressions from the past Exchange Summits



**“A necessary event in the most advanced continent regarding Electronic Invoicing and Supply Chain Finance“**

Sergio Chaverri, Gosocket, Chile



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As mentioned in the registration form all payments must be received within the due date given in the invoice. If you assume that your company is not able to manage payment in-time by bank transfer, please provide your credit card details in order to guarantee your booking. This helps to avoid any inconvenience upon your arrival at the Exchange Summit. At that time the full amount of the payment must be received in our accounts at latest. Thank you very much for your co-operation.

### 2. CANCELLATIONS

Cancellations of a registration by a delegate has to be received in writing at least 30 days prior to the event and will be subject to a service charge of 200 USD. Substitutions are acceptable at any time. Where cancellations are received later, the registration fee remains payable in its entirety. In case the Exchange Summit has to be cancelled by the organiser payments already received will be credited for the following year's Exchange Summit.

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## ORGANISER'S CONTACT

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## 1st Delegate

Title \_\_\_\_\_

First Name \_\_\_\_\_

Surname \_\_\_\_\_

Position \_\_\_\_\_

Department \_\_\_\_\_

Telephone \_\_\_\_\_

Email \_\_\_\_\_

## 2nd Delegate

Title \_\_\_\_\_

First Name \_\_\_\_\_

Surname \_\_\_\_\_

Position \_\_\_\_\_

Department \_\_\_\_\_

Telephone \_\_\_\_\_

Email \_\_\_\_\_

## Company

Street \_\_\_\_\_

Postcode | City \_\_\_\_\_

Country \_\_\_\_\_

## Billing Address

Your PO Number \_\_\_\_\_

Your VAT Number \_\_\_\_\_

Contact \_\_\_\_\_

Company \_\_\_\_\_

Street \_\_\_\_\_

Postcode | City \_\_\_\_\_

Country \_\_\_\_\_

Date | Signature \_\_\_\_\_