

# Purchasing & Card Payments and e-Payments Solutions Conference 2010

## CONFERENCE AGENDA TIMETABLE

Thursday 11th November 2010 from 10:30 - 16:45 registration from 09:30

### MORNING SESSION

from <b>09.30 - 10.15</b>
<b>10.15 - 10.30</b>
<b>10.30 - 10.55</b> <i>Includes question &amp; answer session</i>
<b>11.00 - 11.25</b> <i>Includes question &amp; answer session</i>
<b>11.25 - 11.45</b>
<b>11.45 - 12.10</b> <i>Includes question &amp; answer session</i>
<b>12.15 - 12.45</b> <i>Includes question &amp; answer session</i>

#### Ashes & Boundary Suites

Registration & Refreshments

#### Ashes & Boundary Suites

Welcoming Address

#### Ashes & Boundary Suites

#### Century & Maiden Suites

##### BAE Systems Plc - Case Study

Mrs Sandeep Blackhurst will be talking about the cutting edge work that BAE Systems have achieved whilst working closely with their payments company. Sandeep will describe how they have faced the time consuming challenge of having various sources and suppliers. She will discuss how using spend analytics and an integrated solution has helped them achieve Control and Compliance in order to achieve savings and efficiencies.

Presented by **Mrs Sandeep Blackhurst**,  
Procurement Manager



##### BizAps

##### Integrating Purchasing Cards with SAP & Oracle

The use of Procurement Cards has been trialled by buying organisations running Oracle & SAP systems, with varied success. The issues these companies have faced include the cost of integration, automatic reconciliation within their ERP systems, spend reporting, approval and compliance, commitment accounting issues, embedding Procurement Cards into the purchase to pay process and managing data into different systems. BizAps has developed a comprehensive solution to address all of the challenges above and provide buying organisations using Oracle & SAP with a fully integrated, highly compliant, easy-to-use system. This solution has been developed by an experienced payments and Oracle & SAP company.

Presented by **Bob Mercer**



##### Manchester City Council

Manchester City Councils presentation gives an overview of how they have integrated their existing multi million pound turnover Purchasing Card Programme into SAP and how they are implementing a move to operating their programme through the use of lodge cards.

*Whilst under the Government's collaborative working aspirations how Manchester City Council are growing their programme by facilitating other public sector bodies to join their programme and implementing joint working initiatives which seek to achieve efficiency in procurement and cost savings for partners.*

Presented by **Paul Muir** SAP Change Team Leader -  
P2P Sap Business Support



##### Allpay Prepay & Pre-loaded Payment Card Solutions

Modernise your payment methods and processes with a new cost-effective payment solution. Prepaid Cards enable organisations to have more control over the distribution of their funds, moving away from costly cash, cheques & vouchers.

Presented by **Richard Roberts**  
Head of Prepaid Card Sales



#### Refreshment Break

##### Cemex

##### Cemex Case study - How the world's largest building materials supplier has used Purchasing Solutions to realise savings

Tony Power will share best practices from the world's largest building materials supplier. He will provide insight in to the challenges faced by Cemex and how they have used purchasing solutions in order to realise efficiencies and drive substantial savings.

Presented by  
**Tony Power** Senior Negotiator



##### American Express

The American Express presentation will discuss how the public sector can respond to the recent Spending Review. It will look at the Efficiency Review by Sir Philip Green and discuss how real efficiencies require more than just the implementation of a Corporate Card programme. It will also demonstrate how American Express' consultative approach can ensure the realisation of substantial savings through a range of no cost payment solutions that have been developed specifically for the Public Sector.

Presented by **Peter Smith**



##### Adflex

##### Payment Transaction Management Presentation & Workshop

Pat Bermingham and his experienced Purchasing Card industry team will demonstrate in their presentation and workshop why Adflex is the expert in the Purchasing Card industry and how it's plain-speaking, knowledgeable team will understand all the issues and concerns a potential supplier may have. It has always been a challenge to recruit suppliers, yet it is essential if you are to have a successful Purchasing Card program. There are several reasons why supplier recruitment often fails: Lack of resource - Lack of incentive - Lack of information - Lack of knowledge.

Adflex have designed a range of tools that simplify the process for the supplier to make decisions and will support them and work with them to become Purchasing Card capable. There are also web-based tools available to give a full real-time overview to the cardholder organisation, as used by Citi Bank and Proctor & Gamble. Adflex experts will manage the relationship between the bank, the supplier and the customer - giving a really 'joined up' approach so that all parties are involved. There are Purchasing Card products to meet the needs of the low usage supplier or the high volume suppliers. The way Adflex has developed its solutions requires little or no technical expertise, allowing quicker, easier and cheaper ways to become capable without the need for investment in time and resources. With Adflex's PCI DSS accreditation, and its solutions that use 'tokens' or 'lodge cards' suppliers do not have to worry about keeping their customers card numbers safe, Adflex do it for them saving them the costs, time and effort required to comply with PCI DSS rules. Let Adflex help with your supplier recruitment - we know our business you know yours - together we can do the business.

Presented by **Pat Bermingham** and the Adflex team



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12.50 - 13.20

Includes question & answer session

**Pivot**

Approve invoices and shopping carts on your Blackberry or mobile for cost savings and faster response times. Pivot's solution is used by some of the world's leading organisations and is easy to use, fast to deploy, and is all based on standard SAP so there's no additional support or maintenance cost. CCM/Approvers and finance team's quickly improve their response times and service performance levels whilst having a full audit trail of all approvals and rejections. Manchester City Council will be on hand to share their experience of this clever new SAP solution from Pivot, an SAP partner.



Presented by **Chris Chittock**




**Cheshire East Council**

**Unlocking potential through prepaid card solutions.**

The presentation will provide you with key information on how to develop and deliver your own Pre-Paid card programme solution, a simple cost effective solution to help you deliver personal budgets that will provide you and your customers with:

- Flexibility** - Makes the most of Personal Budgets
- Control** - Manages the account simply and effectively
- Support** - Provides assistance through designated Bank contact centre
- Security** - Fraud monitoring and PIN protection built in
- Efficiency** - Enables cost effective management solutions

Presented by **Wynn Spencer**  
Assurance Manager  
Social Care Redesign Cheshire East Council.



13.30 - 14.30

### Delegates Lunch

## AFTERNOON SESSION

14.30 - 15.00

Includes question & answer session

**The Welsh Purchasing Card (WPC) Forum**

**WHERE NOW FOR PURCHASING CARDS?  
A VIEW FROM THE (WELSH) COALFACE**

It is more than a decade since the public sector started to embrace cards as an acceptable means of purchasing. Most central and local government organisations, NHS departments and education institutes now run a purchasing card programme of one size or another. During the past decade however the procurement scene has changed extensively and "competition" to cards has become less expensive and more common. This session provides a personal view on some of the factors that should influence the decision to start or continue using cards and where their future in the public sector may lie.

Presented by **Alan Oram** Welsh Assembly Government

**American Express**

**Payment Solutions Workshop**

**The American Express Workshop will be formed of two parts.**

The first half will explore the challenges facing the Public Sector and reveal how substantial savings can be realised by automating processes. It will give delegates the opportunity to meet the American Express team and learn about the benefits and functionality of each of the GPC American Express Payment Solutions.


15.05 - 15.30

Includes question & answer session

**Exhibition Stand Networking**

This period gives attending delegates a further opportunity to network more fully with scheme and solutions providers demonstrating products and service at their trade exhibition stands.

The second half will be an open forum for discussions around procurement and give people a chance to ask questions and share their views on the demands set out by the Spending Review. There will also be an opportunity to discuss with Amex which solutions might best meet your organisation's needs.



15.30 - 15.45

### Refreshment Break

15.50 - 16.25

Includes question & answer session

**Conference Panel Discussion**

The session is designed to discuss all the events and topics of the day with the presentation speakers and gives the delegates a further opportunity to network with the scheme and solutions providers.

16:45 - 18:00

### Ashes & Boundary Suites - Drinks Reception

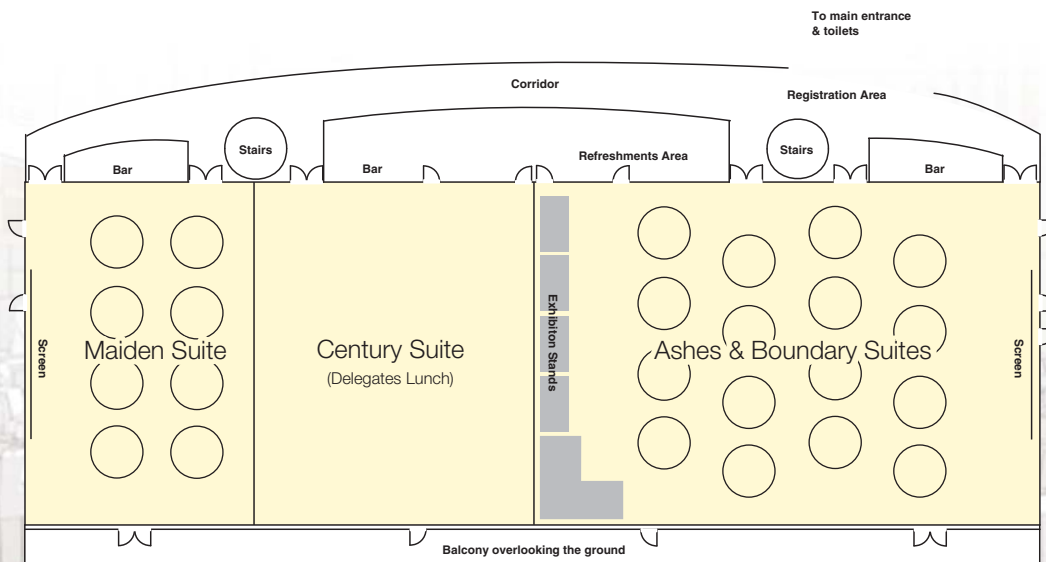
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## Exhibition Stands Ashes & Boundary Suites



## Conference Supported by



To main entrance & toilets

Registration Area

Corridor

Refreshments Area

Stairs

Bar

Bar

Bar

Maiden Suite

Century Suite  
(Delegates Lunch)

Exhibition Stands

Ashes & Boundary Suites

Screen

Screen

Balcony overlooking the ground