The Waldorf Hotel, London
5th June, 2018
The Purchase to Pay Network (PPN) is the only not for profit organisation focused 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, robotics, tax issues and best practice – as well as highlighting the latest in new technologies and trend prediction, PPN aims to be the virtual “Ask the Expert” sitting at the heart of P2P teams across the UK.

p2pnetwork.org

The Venue

The Waldorf Hilton, Aldwych, London WC2B 4DD

The event will be held in 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.
Welcome to PPN’s annual summit, where we’ll be spending the day exploring the theme of transformation across finance and P2P. From large corporates and public bodies to SMEs, organisations expect more from their processing than ever before. Companies need strategic control on cost, risk and efficiency. But what does transformation mean on a practical level and what will change mean for you and your team?

Learn from industry experts and highly regarded speakers such as Chris Paton, Managing Director of Quirk Solutions and Mélani Flores, P2P Advisory EMEA, The Hackett Group, together with a host of expert industry presenters. All our presenters are highly experienced at getting to the heart of an issue, using teamwork to get the best possible value and outcomes for their departments and organisations. We’ll also be hearing from world renowned economist and award-winning Financial Times columnist, Tim Harford.

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

Ellen Leith
Director

p2pnetwork.org
#p2ptransform
Thank you to our Exhibitors and Sponsors

**Tradeshift**

Founded in 2010, Tradeshift is the world’s largest business commerce platform that connects buyers and sellers. Tradeshift connects over 1.5 million companies across 190 countries, processes over half a trillion USD in transaction value yearly, and has a marketplace containing 28 million SKUs. It offers solutions for procure to pay, supplier engagement and financial services, and enables companies and partners to build custom or commercial apps on its business commerce platform. Tradeshift is headquartered in San Francisco, with offices in Copenhagen, New York, London, Paris, Suzhou, Chongqing, Tokyo, Munich, Frankfurt, Sydney, Bucharest, Oslo, and Stockholm.

**FISCAL Technologies**

FISCAL Technologies is the leading provider of forensic solutions that empower purchase-to-pay teams across the globe to protect organisational spend. Incorporating unique technology to reduce risk in the supply chain, FISCAL solutions are used on a continuous, preventative basis to protect supplier spend, defend against fraud, increase profitability and drive process improvement. Since 2003, FISCAL has safeguarded hundreds of millions of payments and is now relied on by over 250 leading organisations.

**Wax Digital**

Wax Digital delivers award winning spend management and eProcurement software solutions to savings-focused organisations around the world. Our intuitive web3 software is deployed via the cloud in Purchase to Pay (P2P) and Source to Contract (S2C) modules, or as a completely integrated Source to Pay suite (iS2P). Coupled with our unique AnytoAnyTM integration capability that connects to any third-party systems, web3 brings control, compliance and cost savings throughout the entire purchasing lifecycle, managing £23 billion of spend in over 100 countries worldwide, empowering finance and buying team to work more strategically.

**ITESOFT**

ITESOFT are a multi award winning international software vendor with an ambition to help our clients reduce costs by streamlining and automating their manual document-centric processes. These market leading solutions are used in 22 countries worldwide and automatically process in excess of 1 billion documents every year in an accurate, fast and effective manner. ITESOFT is recognised as a world-class Document Capture solution vendor, serving customers across the globe from four locations: France, the UK, Germany and the USA.

**Documation**

Documation is Documation is an agile, expanding software house on a mission to make every client’s world a better place. This promise depends on us building brilliant workflow software and providing a level of service that earns us the highest praise from our customers as often their leading IT supplier! But most of all, it depends on us doing exactly what we say we are going to do - and that really matters to us. Specialists in developing AP Automation, Purchasing and Invoice Matching software our team are continually listening, learning and developing to ensure we can provide a brilliant one-stop-shop. We take the time to listen, ask questions and get to know you. In short, we do whatever it takes to understand your business needs and pain points. We’ll then propose and talk through a solution that’s right for you. Our solutions will save you time and cost while providing control, visibility and compliance.

**Coupa**

Coupa Software (NASDAQ:COUP) is the cloud platform for business spend. We deliver “Value as a Service” by helping our customers maximize their spend under management, achieve significant cost savings and drive profitability. Coupa provides a unified, cloud-based spend management platform that connects hundreds of organizations representing the Americas, EMEA, and APAC with millions of suppliers globally. The Coupa platform provides greater visibility into and control over how companies spend money. Customers – small, medium and large – have used the Coupa platform to bring billions of dollars in cumulative spend under management.

**Statement-Matching.com**

Statement-Matching.com is a cloud based solution for automating the reconciliation of supplier statements to your Accounts Payable ledger(s). Paper, PDF and Excel statements are reconciled in seconds, leaving Accounts Payable to focus on managing the exceptions only. Missing credits/invoices, miss-postings, and potential duplicates are identified automatically and copy requests can be sent to suppliers. Supplier queries can be reduced to a minimum by sharing reconciliation results and invoice status information via portal and payment on time is improved through proactive identification of invoice processing errors. Start your free proof of concept today to experience the benefits without involving IT.
TRADESHIFT

Connect your supply chain payments.

Discover payments 2.0
Get suppliers onboard fast with an invoicing solution they’ll love.

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EMEA +44 (0) 203 751 0412
Meet our Keynote Speakers

Tim Harford

Tim Harford is a world renowned behavioural economist, award-winning Financial Times columnist, writing their long running “undercover economist” column and international speaker. He is also the presenter of BBC Radio 4’s More or Less. His latest book, ‘Messy: How to be Creative and Resilient in a Tidy-Minded World’ follows on from his previous best-sellers.

His first two books, The Logic of Life and The Undercover Economist, have been translated into 30 languages and sold well over a million copies.

Drawing on psychology, evolutionary biology, physics, maths and economics, Tim shows how adaptive, trial-and-error processes can help tackle everything from innovation to financial crises. FT US Editor, Gillian Tett describes it as “required reading for anyone trying to navigate an increasingly complex world.”

But whilst he’s a ‘serious’ economist with a career spanning Oxford, Shell and the World Bank, Tim’s FT columns dwell on the economics of daily life and offer tongue-in-cheek solutions to readers’ problems. He used a similar, highly accessible style as presenter of the BBC2 series Trust Me, I’m an Economist. Drawing on the frontiers of economic research, Tim’s speeches cover everything from theories on how to save the world from Armageddon to how we can match odd socks, lose weight and find happiness. Weaving evidence from sources like casinos and speed-dating, Tim shows that human behaviour is actually surprisingly logical.

““There is much more to life than what gets measured in accounts. Even economists know that.”

Tim Harford, The Undercover Economist

Chris Paton

A former Lieutenant Colonel in the Royal Marines, with a wealth of operational experience, Chris’ military career included advising on Afghan Strategy to the Cabinet Office and National Security Council, and he was responsible for the design of the drawdown of the UK presence in Afghanistan. He saw active service in a wide range of places including Northern Ireland, Kosovo, Georgia and Afghanistan.

In 2010, Chris co-authored a Harvard Business Review article on planning in fluid situations. This then led to him leaving the military to create Quirk Solutions Ltd. Chris has worked with BUPA, Heineken, Standard Life Investments, Shell and a wide range of SME businesses. To give organisations increased coherency, direction and efficiency.

Sponsored by: TRADESHIFT
## Speakers

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<tr>
<th>Speaker</th>
<th>Biography</th>
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<tr>
<td>Andrew Burgess</td>
<td>Andrew Burgess has been a management consultant for most of his 25-year career. He has worked on many major change projects, including strategic development, IT transformation and outsourcing, in a wide range of industries across four continents. As well as being an IT Director and CTO, he has run sourcing advisory firms and recently created and managed the robotics practice for one. He is considered an authority on innovative and disruptive sourcing.</td>
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<td>Mélanie Flores</td>
<td>Mélanie is a diversified professional with more than 20 years of experience in business consulting and benchmarking. She has worked in several industries supporting companies across Europe and the Americas in their Procurement transformation efforts, with main focus on Procurement strategy development, Operating Model and Organisational Design, Process Optimisation and Operational Strategies Design and Implementation. Mélanie leads Hackett Source to Settle Advisory Programmes in EMEA, and works together with executives giving advice on proven and emerging organisational and process best practices and supports Hackett Benchmarking services.</td>
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<td>Rakesh Sangani</td>
<td>Rakesh Sangani is a recognised thought leader in Finance &amp; 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.</td>
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<td>Rachel Griffiths</td>
<td>Rachel spent over 20 years in Accounts Payable and Shared Services Management both in the UK and Australia. Rachel moved from operational Accounts Payable to a consultancy role helping customers make the transition from manual to automated Accounts Payable. From here she moved to the position of Product Director for an Australian outsourcer offering hosted solutions. Rachel relocated back to the UK in May 2016.</td>
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John Wallace

With a wealth of experience in innovation, leadership and consultancy, John is a recognised thought-leader in the field of Finance process, automation and transformation, with a particular focus on P2P. Alongside his role as CEO of Documation, John provides consultancy and non-exec input to organisations across a range of industries. An entertaining and thought-provoking speaker on the practical application of process automation, software robotics and AI in Finance, John is a great source of knowledge tempered with grounded, real-world advice.

Lucy Brownsdon

Lucy’s background is in organisation development within PLCs. She is now a freelance facilitator and project manager. Lucy is renowned as a business focused facilitator, intent on delivering results. She works with clients collaboratively before an event to make sure that it is purposeful and focused. She brings a creative spark combined with a tenacity to tackle challenging issues.

Michael Ryan

Michael Ryan is an experienced Finance Transformation Consultant with over 20 years experience in managing change. He has a unique blend of front line industry experience in addition to Big 4 Consulting background. Working on multiple Finance Transformation initiatives, Michael specialises in Shared Services which arguably is the birthplace of the Global Process Owner role. Michael has worked across a number of industries including Telecoms, Media, Pharma and Manufacturing and has experienced a high degree of P2P impact on all his engagements.

Andrew Parris

Andrew was appointed to the role of Shared Services Director for Lafarge Tarmac (now Tarmac, a CRH Company) in 2014. The 12 years prior to joining Tarmac were spent with National Grid in various Senior Finance roles, principally in business partnering capacities. His last role before leaving National Grid was Financial Controller for the Transmission Capital Investment programme, helping to deliver £1.5bn of capital expenditure projects each year. Andrew originally trained as a chartered accountant with BDO in South Africa and spent three post-qualifying years with PwC in the UK.
## Agenda

<table>
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<th>Time</th>
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<tr>
<td>09:00 - 09:15am</td>
<td>Registration</td>
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<tr>
<td>09:00 - 09:15am</td>
<td>Refreshments and Networking in the Exhibitor Zone</td>
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<tr>
<td>09:15- 09:30am</td>
<td>Welcome and introduction</td>
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<tr>
<td>09:30 - 10:30am</td>
<td>Keynote Speaker - Tim Harford - Sponsored by Tradeshift</td>
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<tr>
<td>10:30 - 11:00am</td>
<td>Morning Coffee in the Exhibitor Zone - (sign up for demos)</td>
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<td>11:00 -11:40am</td>
<td>Breakout sessions - A &amp; B</td>
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<td>- The Digitisation of Purchase to Pay</td>
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<td>- Hold Everything - We Need RPA, or is it AI?</td>
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<tr>
<td>11:45 - 12:25pm</td>
<td>Breakout sessions - A &amp; B</td>
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<td>- Rethinking Finance Transformation - Why you Should Always Start With Why</td>
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<td>- It’s Your Career - So Why Aren’t the C-Suite Listening to You?</td>
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<td>12:30 - 13:30pm</td>
<td>Buffet Lunch - Meet the Exhibitors</td>
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<td>13:30 - 14:00pm</td>
<td>Agile sessions A &amp; B</td>
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<td>- How Change Management is Key to Unlocking ROI</td>
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<td>- Making Finance Fit For the Future</td>
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<td>14:05 - 14:35pm</td>
<td>Fraud - the Secret Growth Industry in your P2P</td>
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<td>- Documation Masterclass - You can teach a new robot new tricks</td>
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<td>14:40 - 15:40pm</td>
<td>Business Wargaming - Stress Test your Strategy</td>
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<td>15:40 - 15:45</td>
<td>Coffee and Afternoon tea - Meet the Exhibitors</td>
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<td>15:45 - 16:30pm</td>
<td>AP Awards, Prize Giving &amp; Champagne Reception</td>
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<td>16:30 - 16:45pm</td>
<td>Closing remarks</td>
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- Track A: P2P Transformation - Adelphi Suite 3
- Track B: Leadership - Aldwych (1st Floor)
- Networking breaks - The Palm Court
- Plenary sessions - Adelphi Suite 3
**The Art of Adapting – Brexit, conflict and automation**
Adelphi Suite 3, 09.30am - 10.30am

Keynote Speaker, Tim Harford
“If at first you don’t succeed, try again.” We’re so often told to learn from our mistakes, or to be flexible and change course when necessary, that these statements have become a cliché. But why is it so hard to adapt to a changing world – and how can we do a better job? With stories and ideas from psychology and behavioural economics – as well as aviation, ballet and a TV game show – Tim describes the art of adapting.

**The Digitisation of Purchase to Pay**
Adelphi Suite 3, 11:00am - 11:40am

Mélani Flores - Procurement Advisory EMEA, The Hackett Group
The session will provide insights on what the digital transformation means for P2P and how companies are getting prepared for and starting to take advantage of it. We will review the opportunities and challenges ahead around processes as well as data and talent management. We will discuss how the acceleration of digital transformation will be a critical enabler for breaking through the functional cost barrier that has existed for both top performer and non-top performer organisations, as well as a key driver for step-change effectiveness improvements.

**Hold Everything - We Need RPA, or is it AI?**
Aldwych (1st Floor), 11:00am - 11:40am

Andrew Burgess, Leading thinker on robotics and artificial intelligence
So you’ve heard about Robotic Process Automation, and you know you should be looking into it for your own organisation - but what is it and where do you start? Should you be looking at Artificial Intelligence as well, or instead of RPA? In this session, Andrew Burgess draws on his practical experience and will break down the best use cases for RPA and AI, and will define what RPA and AI are, and importantly, what they aren’t. Understanding what these different automation technologies are and what they can do can mean the difference between frustration and failure of projects and getting them to deliver real value to your organisation.


Andrew Parris - Director of Shared Services, Tarmac
Increasingly our working lives are dominated by metrics and KPIs. But are we measuring the right things in the right way? Join this session to find out why the starting point of any measurement has to start with looking at the outcome or results your organisation needs. Perhaps set for the right reasons at the time, for too many P2P departments, adhering to a broad range of KPIs is frequently just a tick box exercise. Discover the route that Tarmac took on their road to improved business monitoring and performance.

**It’s Your Career - So Why Aren’t the C-Suite Listening to You?**
Aldwych (1st Floor), 11:45am - 12:25pm

Michael Ryan - Director Finance Transformation & Shared Services
Find out how to make your voice heard in your organisation. After all, you’re the person at the forefront of change within your area of expertise. You know where the systems break down, and you’ve probably got some good ideas about how to improve them. In this session, Michael Ryan will discuss how to draw up an effective business case to take to the C-Level and get your voice heard. In the process he’ll talk about the importance of business partnering and relationship building.

**How Change Management is Key to Unlocking ROI**
Adelphi Suite 3, 13:30pm - 14:00pm

Lucy Brownsdon, Director Centre for Facilitation
Without the full co-operation of your stakeholders, any finance change agenda will be doomed to fail before it begins. In this session, learn how to truly engage with your team so that they understand and commit to the change. Embed your transformation in the DNA of your finance function and energise and inspire your team throughout the change process.
Rachel Griffiths - UK Business Process Consultant, Canon

So you’ve been tasked to “transform” your financial operations. But where do you start? Who do you start with and where do you want to end up? All these questions and more will be answered during this session - where we’ll look into the future of low cost automation and robotics and what your strategy roadmap should look like. Come away from the presentation with key practical steps to take now and a guide to a more interconnected future.

Rakesh Sangani - CEO, Proservartner and Senior Advisor for GBS

With the latest Kroll report showing that 97% of UK organisations experience some level of fraud, it’s time for organisations to look at the gaps in their systems which allows this to happen. Too often organisations fail to thoroughly investigate their processes to check for inherent risk or weakness – sometimes relying too heavily on outdated technology, or a system that they’ve inherited, to do the work for them. Join this session to uncover the tale tell signs and some easy steps you can take to make sure you’re as well protected against risk as possible.

You can teach a new robot new tricks

What do Hogroasts, P2P, Churchill and Artificial Intelligence have in common? All of them are woven into the fabric of this entertaining and informative talk. Software robots can make a big impact on Finance process efficiency and cost but how well do they adapt to changing circumstances and can they learn from experience? Automation software is often implemented on a ‘fit and forget’ basis which brings an initial benefit but fails to deliver maximum ROI because it is not engineered to improve results such as accuracy, ‘touchless’ processing and fraud detection over time. Even worse, silent software can fall into disrepair and results get worse because of a failure to adapt to change. Starting with a brief examination of the differences between robotic process automation (RPA) and ‘background’ robotic software, John will cover some common examples of automation in P2P processes and explain how the right feedback loop between robots and their human counterparts in the Finance Team can bring even greater benefit through incremental improvement once the honeymoon period is over.

Chris Paton, Managing Director, Quirk Solutions

Chris Paton is a strategy expert & the UK’s leading business war-gaming exponent. A former Lieutenant Colonel in the Royal Marines, who served as the Senior Strategy Adviser on Afghanistan to the MoD, Chris now helps organisations and individuals to optimise their planning procedures to ensure that their goals are achieved. In an organisational context, war games ‘stress test’ plans to identify potential risks and opportunities. The beauty of this technique, Chris says, is that it gets all the stakeholders in a room at the same time and breaks down inter-departmental and cross-functional barriers. The process not only improves planning, it also improves communication between the various stakeholders.

War gaming is particularly effective at helping organisations understand risks and issues that they may or may not have foreseen and assess how significant these are. In that sense it provides foresight – identifying what issues will need to be monitored in future and what decisions will need to be made moving forward.
PPN Awards

You are invited to join us in Adelphi 3 to celebrate excellence in Purchase to Pay.

Even if your team or organisation has not been nominated, please join us to hear some exceptional transformation stories and celebrate with a glass of champagne.

The annual PPN Awards offer a chance to shine. Created to recognise excellence across the sector, winning demonstrates commitment, dedication and excellence in the field.

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 giveaways.

AP Team of the Year
Sponsored by Tradeshift

Outstanding Contribution to AP of the Year
Sponsored by Itesoft

AP Manager of the Year
Sponsored by FISCAL Technologies

Innovation in Supporting the Business
Sponsored by Coupa

We know that every individual within a 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 2018 Awards for outstanding success in the following categories:

#PPNAwards