

March 18th | drinks & dinner reception

March 19th | Main Conference

Hotel Birger Jarl, Stockholm

source 2 pay summit

2020



source2pay-summit.com

Speakers & Moderators include



FINNAIR



 **NOVARTIS**



VATTENFALL 




Husqvarna
Group

10th
annual

Platinum Sponsor

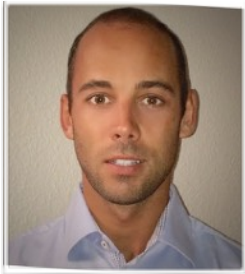
OpusCapita



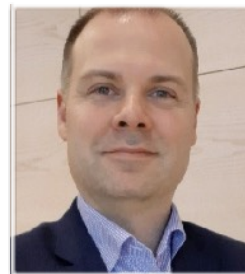

Husqvarna
Group




stordenso




Booking.com




UPM

Organizer:

 | Network



OPERATIONAL EFFICIENCY WITH PROVEN STRATEGIC EFFECT

And how do you ensure your strategies are operationalised and governed over time?

Enabling possibly global agile, innovative and customer-centric processes across business units and business partners is not easy. Although sourcing and procurement activities are always followed by payment and financial decision making processes - this end to end flow is often cut into pieces.

Are we seeing a change in the possibilities companies have gaining insights and value although businesses generally are spread out? We are for sure seeing professionals aiming for it and they join Source 2 Pay Summit.

EBG | Network always focus a lot on change management skills and practical advice. Would you manage spending 20% of the time planning and 80% following up? "Impossible" many say... How do You ensure you succeed with your strategies?

"Very well arranged as always with a lot of good discussions, sessions and networking opportunities!" #IKEA

1

STRATEGY

Create a future proof strategy - then - how do you...

2

OPERATIONS

..operationalize that strategy making it come true? And how..

3

GOVERNANCE

do you govern and develop the strategy and operations over time?

source2pay-summit.com | Early Bird until December 31st 2 990 sek



KEYNOTES & PANEL SESSIONS

For all presentations in the plenum hall



FOCUS SESSIONS

Parallell presentations where you choose what topic best fit you



THEME DISCUSSIONS

Round table discussions enabling You to learn from peers and experts



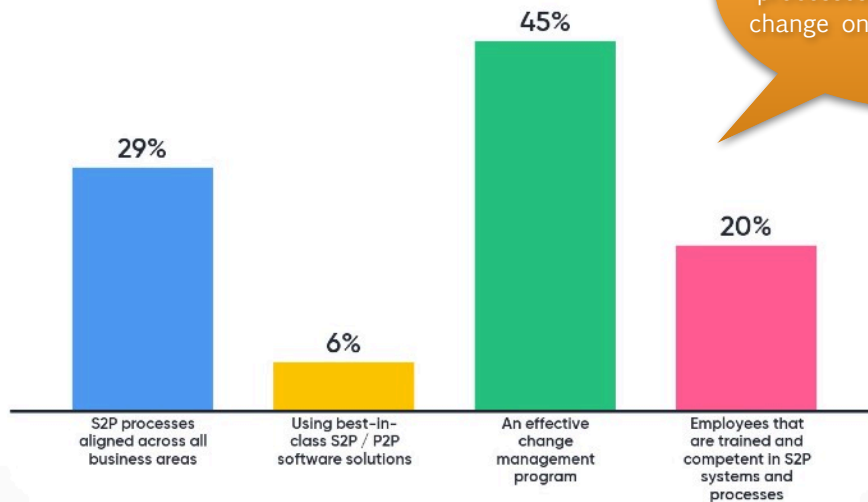
You create Your own day based on Your challenges and the opportunities Your organisation want to develop

INSIGHTS

Choose The most important success factor for securing E2E thinking in your company?

Mentimeter

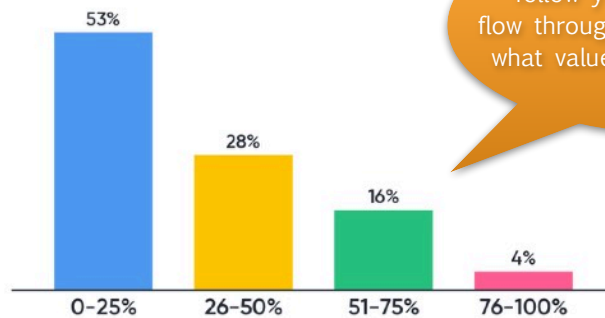
Source 2 Pay Summit is not about systems only nor processes only nor behaviour change only - it is about it all



How many of your invoices can be tracked with prices toward contracts?

Mentimeter

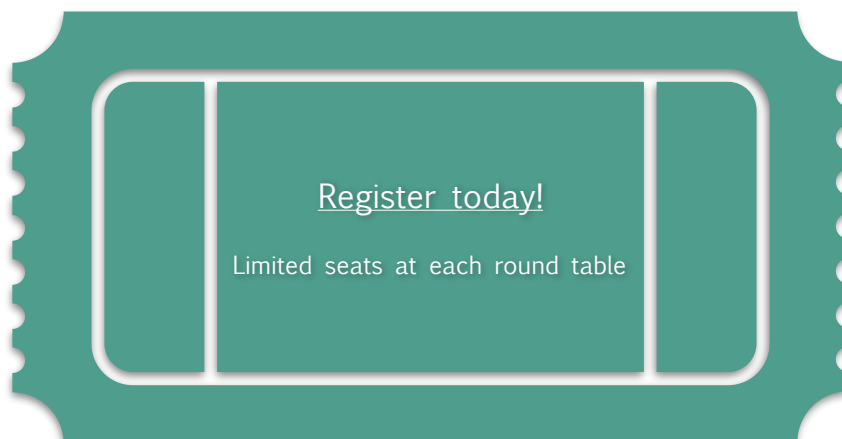
Are you able to follow your spend and cash flow through - end to end? If not, what value would it bring if you could?



Each summit EBG aim to give you as many insights as is possible from as many people as can be.

In 2019 Vestas and Nordea asked the audience these questions. What can we learn from each other in 2020?

What can you not learn online, what questions are best asked in person?



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Welcome to Source 2 Pay Summit 2020!

Meet the people...all of the below invite you to learn from them and share experiences in the group



Antti Koski | Development Manager, Source-to-Pay | Finnair

Prior to working at Finnair Antti worked at Microsoft and Nokia and have long experience in end-to-end process and strategy design and follow up.



Iulia Stanciu | Global Digital Manager P2P | Novartis

Iulia is Global Digital Manager, Procure-to-Pay at Novartis meaning she is leveraging the acceleration of digital transformation to achieve best-in-class processes. She has worked with different procure to pay processes at Novartis. Prior to Novartis, Iulia worked as a consultant at Genpact working with different finance transformation projects.



Paul Derogee | Head of Procurement Performance | Vattenfall

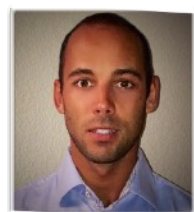
Paul has worked in the utilities sector since 1996 and has long experience from different procurement responsibilities. To date, Paul is Head of Procurement Performance at Vattenfall.



Helena Liliefelt | Accounts Payable & Receivable manager | Husqvarna Group



Anna Olausson | Team Leader Accounts Payable | Husqvarna Group



Alexandre Tschann | P2P Manager | [booking.com](https://www.booking.com)

Prior to working at Booking.com, Alexandre worked at Michael Page as a Global Process Owner, prior to that at Geodis as a SSC Finance EMEA Manager, prior to that at SNCF, KPMG, Société Générale, BNP Paribas and Bosch. He bring tremendous experiences to the summit!



Jukka-Pekka Hämäläinen | Director, Sourcing Operations | UPM

Jukka-Pekka has a proven track record in developing Group-wide operating models, organizational capabilities and operational excellence & leading end-to-end transformations in Source to Pay domain. Prior to working at UPM, Jukka-Pekka worked with sourcing and supply chain development (as well as being a business controller) at SOK, Metsä and Stora Enso.



Mari Tarvainen | SVP Sourcing and Logistics Development | Stora Enso

Mari Tarvainen have a broad background from Stora Enso and know both sales, supply chain, logistics and sourcing.



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Meet the people inviting You to discuss to the point challenges and opportunities!

Meet with and get to know current and future business development stars in an informal yet to-the-point environment!



Join us for drinks & dinner!

Informal and tasty - we hope you want to join us the evening before the main conference.

Reservation need to be done, free cancellation of dinner until three days prior to the summit.



Source 2 pay Summit 2020

draft program updates continuously see latest version at source2pay-summit.com

08:00 Registration & coffee

08:30 Kick off of the summit

Technology Evolution and the Promise in All Things Digital

How is technology along the source to pay path maturing and advanced digital automation becoming the norm?

All aspects of businesses need to become more agile, innovative and customer-centric. How much of end to end visibility and control has to do with systems and tools and how much with changed behaviour? Can you succeed with one without the other? Let's discuss what the driving forces are among businesses and how much effort is given into change management across functions and in-between businesses.

What is driving the digital development - doing the same faster or changing ways of doing business?

- How is increased automation changing the outsourcing, business services and center of excellence space?
- In what ways are supplier and stakeholder adoption becoming easier to achieve?
- To what extent is advanced analytics, AI, RPA, machine learning, blockchain and other technology incorporated into existing technology?
- To what extent should you focus on increased risk management due to digitalization?

Cross Function & Cross Organisation Process Development Collaboration

Themed Focus Session | What could increased collaboration mean for Your end-to-end development?

A key aspect for EBG | Network is enabling people and companies to come together and truly share experiences. Two companies that are working closely together are Husqvarna and Finnair and here we will discuss what collaboration between sourcing, procurement and finance in different companies can be like. Here we will learn what end to end mean to them, what their development goals are, achievements they have accomplished and what lessons learned you can draw from them. Take the opportunity to consider the challenges You have and what you wish you could learn from others - and let us discuss just that.

Husqvarna and Finnair will share the journeys they are on and why a finance and a sourcing professional have such great exchange.

- What has Husqvarna and Finnair been able to learn from collaborating within their source-to-pay development?
- How can businesses draw from each others experiences in the best possible way?
- Which pitfalls can you avoid by drawing from others experiences?

Antti Koski | Development Manager, Source-to-Pay | Finnair & Helena Liliefelt | Accounts Payable & Receivable manager | Husqvarna Group



FINNAIR



NETWORKING BREAK

Theme Discussions | Session 1

What if you could sit down with peers and experts and have real experience exchange? Here you can. Each discussion have a maximum number of seats available, you will be able to secure a seat before the summit. If You give You will get back - imagine what know how you can go home with! Each discussion run twice. **The below are suggested topics to be discussed:**

How are system and service providers developing and how do they incorporate technologies like AI, blockchain, machine learning etc.?

How do you create governance set up and day to day overview?

How do you manage risk in an increasingly digital supply chain - both physical and financial?

How do you connect upstream strategies and downstream practices through contract management?

How do you manage onsite and remote professional teams?

How do you increase the professionalization of teams and organizational restructuring?



"Very interesting topics, lots of experience sharing and new knowledge and know how was brought home" #Telenor

How do you define & implement policies, SOP's & SLA's to manage business expectations?

How do you automate & control P2P process from purchase to pay via standardization with full audit trail?

Where does supply chain finance mean to trust, liquidity and end to end control along your source to pay flow?

How many process deviations do you have and what would process mining for you?

How do you design and execute change management and communication plans?

How do you foster new ideas of process and system optimisations to achieve process efficiency?

How do you decide when to centralize, de-centralize, outsource and create centres of excellence, hubs and business service centers?

"The Source to Pay summit was an excellent networking event, with good speakers and a diverse range of topics. It was a great way to share knowledge and learn from other experiences." #Cramo

Theme Discussions | Session 2 - Same discussions available as during Session 1

What if you could sit down with peers and experts and have real experience exchange? Here you can. Each discussion have a maximum number of seats available, you will be able to secure a seat before the summit. If You give You will get back - imagine what know how you can go home with! Each discussion run twice.

NETWORKING LUNCH



Outsourcing from Pre-study, through Business Case Calculation, Go Live until Now

Focus Session | An outsourcing story from pre-study, through business case calculation, go live until now

Vattenfall decided to outsource source to contract, purchase to pay, order to cash, record to report and accounts payable operations in 2017. A thorough plan was created with implementation steps and phases. Processes have been mapped and responsibilities split in order to maintain control and to focus on core capabilities.

Go live was planned for beginning of 2019 combined with a system implementation but due to a delay in that implementation, Vattenfall has initiated as-is transition of activities based on current systems and processes.

Draw from the pre-study made - when should you outsource, what should you outsource and how do you calculate the business case?
Draw from the go live-phase - how do you ensure strategies develop as planned - how do you communicate with stakeholders and how do you adapt to changes? Learn from the governance experiences to date and how well the original strategies are still intact.

- Why did Vattenfall decide to outsource and how has the strategy and scope changed?
- How do you decide what to outsource and what to see as business critical?
- How do you adapt when system implementation don't go as planned and technologies evolve?
- What has happened with tasks and responsibilities in Vattenfall due to outsourcing?
- How do you set up KPI's and measure performance (both by the BPO provider and internal stakeholder compliance)?

Paul Derogee | Head of Procurement Performance | Vattenfall



VATTENFALL

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Theme Discussions | Session 3

Welcome to a second set up of round table discussions! Each discussion have a maximum number of seats available, you will be able to secure a seat before the summit. If You give You will get back - imagine what know how you can go home with! Each discussion run twice.

Climbing the procurement maturity ladder through purchase to pay optimisation

Theme Discussion | How do you climb the procurement maturity ladder through purchase to pay optimisation?

Stora Enso is monitoring their procurement maturity scale and act in order to climb the maturity ladder. In the past years Stora Enso, with a de-centralized organisation, has developed the category management structure, sourcing practices, data harmonisation and a service center plan. They also work to improve their purchase to pay processes through process mapping, data harmonisation, robotic process automation (RPA) projects and ways to overcome a scattered system landscape. Discuss lessons learned and compare with your organisation.

- How are you taking control over your purchase to pay processes (PO coverage/3 way matching/data mining etc) and what the main drivers for KPIs improvements in P2P process ?
- If you don't have an end-to-end system - are you using RPA or other ways to overcome system gaps?
- What are you choosing to do in-house versus outsourcing to a service center? And if you select outsourcing service center , why ?
- How are you closing possible knowledge gaps in your organisation?

Mari Tarvainen | SVP Sourcing and Logistics Development | Stora Enso



Creating an outsourcing relationship that can adapt to changes

Theme Discussion | How do you create an outsourcing relationship that can adapt to changes?

Since Vattenfall decided to outsource source to contract, purchase to pay, order to cash, record to report and accounts payable operations they have learned a lot. Experience you can here draw from and compare with yours. In times of rapid change both in markets, companies and technology wise what was a reality at the time of a strategy created may not be the truth at go live or beyond. Discuss challenges and opportunities in creating a broad outsourcing scope, what to consider and how to ensure you get what you need and not only what you ask for.

- How can you create outsourcing strategies that can adapt to changes?
- What are the change management challenges and how can you overcome them?
- In what ways can you measure and communicate desired and actual outcome?

Paul Derogee | Head of Procurement Performance | Vattenfall



VATTENFALL

Why aspire to reach world class source to pay

Theme Discussion | How and why should you aspire to reach world class source to pay?

At booking.com the decision has been made to strive for world class source to pay processes. As a technology based company listed on the Nasdaq and spread across the world, the company - with 18 000 employees - has a global, regional and local scope. Procurement focus is on strategic spend, while vendor management aims at mitigating risks for suppliers with a global, regional or local set up. The whole organisation aims for higher level POs finding the right balance between controls/risks and agility for the business. Here you can learn about what booking.com are doing to develop their processes and share and discuss Your experiences.

What does world class source to pay mean?

How do you balance local, regional and global set up within procurement and finance?

What role do tools and change management play?

Alexandre Tschann | P2P Manager | Booking.com



Booking.com

Enabling a lean end-to-end perspective and strategy

Theme Discussion | How can you enable a lean end-to-end perspective and strategy?

Husqvarna have had a digitisation strategy (using robotics process automation and machine learning for instance) for years and it is showing results. Procurement and finance are working closely to increase automation and insights in order to value outcome, reduce administrative tasks and build thresholds instead of silos. With a lean perspective, Husqvarna are focusing on reducing waste and non-value adding activities. Learn from their experiences and discuss:

- How can task outsourcing help enable a lean end-to-end perspective?
- What KPIs can be used ensuring desired results?
- How do you enable business continuity even in a multiple and scattered system landscape?

Helena Liliefelt | Accounts Payable & Receivable manager & Anna Olausson | Team Leader Accounts Payable | Husqvarna Group



"It was great to see how P2P is creating so much competitiveness and how there are companies that can already present the results from their journeys along with the impact on profit. It was also interesting to see how they continue to plan to improve their future performance even more"

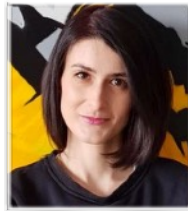
Enabling a global single source of truth

Theme Discussion | How do you enable a global single source of truth?

Novartis is on a path to go from numerous ERP systems to one and to continue to implement systems supporting Source to Pay. Aligning goals and change behavior is key and the transformation will be global. They are not unprepared, a One Stop Shop has already been created. An active portal for all documentation with different document layers depending on the audience. This is giving Novartis central control over guidelines, global standard operating procedures & local step outs, training materials, local supplemental information and applicable financial controls, ensuring all (including 3rd party) follow the processes set up. How have they enabled that? Here you will learn!

Learn about and discuss:

- What is the One Stop Shop and who uses it?
- How was the on boarding plan for all users planned and executed?
- What is the level of adherence to core processes?
- What effect has the central portal had on compliance and control?
- What role will the portal play in the upcoming transformation?



Iulia Stanciu | Global Digital Manager, Procure-to-Pay | Novartis



Perfecting source to pay processes ensuring desired outcome

Theme Discussion | How do you implement and follow up a source to pay roadmap?

UPM Sourcing is implementing a development roadmap for Source-to-Pay end-to-end process UPM wide. The roadmap is considering how to improve data quality, increase process efficiency and find core process metrics in order to incorporate the business. In addition, the digital sourcing capabilities will be enhanced. Here you can learn about the work they are doing and share your experiences.

- What are data quality, process efficiency and core metrics to strive for?
- How are sourcing and procurement operations being transformed and how is that aligned with finance?
- What will be future competences needed to drive the desired outcome?



Jukka-Pekka Hämäläinen | Director, Sourcing Operations | UPM - The Biofore Company



We hope to see you in March!

NETWORKING BREAK

Shaping, Executing and Governing a Global Strive for Operational Excellence with Proven Strategic Effect

How do companies of today shape, execute and govern a global strive for operational excellence with proven strategic effect?

It is no longer enough to reduce headcount, increase the speed in which transactions are handled and KPIs that only measure cut out processes. Businesses are striving to reduce cost while improving agility, feed data to those in need and to enable all parts of a business - internal, external, central and de-central as well as outsourced - to be able to align into One way of working. Doing so helping the business develop faster and more in sync with customer demands. But how do you achieve all that? Learn from one example!

How do you align business stakeholders, outsourcing partners, business service centers and hubs?

Is it possible to create One way of working across entities?

How do you manage local, regional and global systems, practices and processes?

In what ways are global business stakeholders best supported through central support?

Enabling 100% Compliance to Processes and Policies and What to do Then

What can you do when you have near 100% compliance to processes and policies?

The title in itself highlights an end goal for many organisations. So what do you do when compliance is a reality? When the business manages to follow set up processes and policies and you therefore can use data even further. When you have numerous automation projects, such as robotics, in place due to data and process control. What then?

How about using the insights to enable more suppliers to reap the benefits of said compliance. To make sure the business reduces cost when possible. Creating a One Stop Shop, a marketplace, where both suppliers and buyers as well as the business can benefit from said compliance. Opening up business opportunities to both suppliers and the business. Is that doable?

- What does it take to get near 100% compliance to processes and policies (and what does the compliance consist of)?
- To what level is data accuracy and quality playing a part in automation projects?
- Why would a large company create an open marketplace?
- How is current and future marketplace business cases created?

Summary of the day

17:00

End of Source 2 Pay Summit 2020

17:15

Drinks reception courtesy of EBG - stay if you can!



Want more focus on sourcing and procurement strategies, operations and governance?
Make sure to save the date for our third annual Sourcing Outlook taking place October 8th 2020 in Stockholm!

sourcingoutlook.com

Join the
4rd
annual



**"Well organized meeting with relevant Key note speaker and good round table discussions including good mix of companies represented."
#CBRE**



EXPERT ORGANIZATIONS

A warm welcome to expert organizations joining Source 2 Pay Summit 2020. They bring years of experiences to the table - make sure to ask how they can help You grow as a professional and business developer and how Your organisation could change using their services.

Want to join us? Contact Lars today via lars@ebgnetwork.com or +46 73 350 03 43

Platinum Sponsor

OpusCapita

OpusCapita enables organizations to buy and pay quickly and securely, with a real-time view of their business. Our customers use our source-to-pay and cash management solutions to connect, transact and grow. OpusCapita processes over 100 million electronic transactions annually on its Business Network.

Source 2 Pay Summit and Sourcing Outlook are organised by EBG | Network, a small company with big ambitions to make a difference. Enabling You to learn from peers and experts in an informal yet to-the-point environment. EBG aim to give You personal tools useful as a business professional and to help You grow and develop your organization.

Do you want to learn more? Contact Anna or Lars Bjärkerud today via anna@ebgnetwork.com or +46 73581 93 02 or lars@ebgnetwork.com or +46 73 350 03 43

You can always find inspiration and a lot of free of charge material via ebgnetwork.com





Venue

drinks and the summit are held at

Hotel Birger Jarl | Birger Jarlsgatan 61A
Stockholm | Sweden

Hotel Birger Jarl has a perfect city location with subway nearby and walking distance to the city centre.

It can't get easier to get here! For you who come by car they offer a parking garage in the building with elevators up to the meeting floor.

EBG has secured a room discount - just say "EBG" when making your reservation.

>>Visit the conference website to find a map and overview over suitable hotel options

Will we see you?

Registration details

Voluntary dinner: March 18th
Starting with drinks at 18:00 ending at about 21:30 (registration at a later stage)

Main conference: March 19th
Starting with registration at 08:00 and ending at 17:00

Practitioner Investment Levels:
Until December 31st: 2 990 sek
Until January 21st: 3 990 sek
Until February 21st: 4 990 sek
Until March 7th: 5 990 sek
After that 7 490 sek

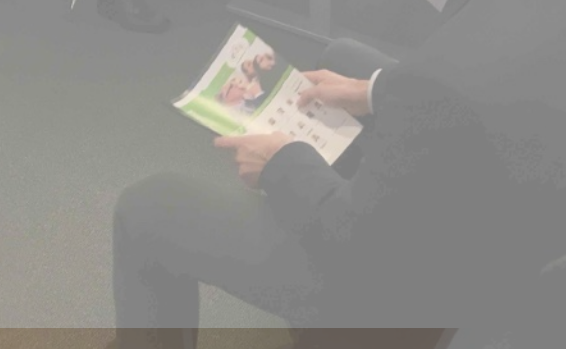
Consultants/system providers invest 10 950 sek
(contact EBG)

25% VAT added when applicable (not for non EU or EU companies)

Theme Discussions are chosen before hand and come at a first come first served basis. Choices can be changed at any time and will be noted on your name tag.

>>Register here or
go to source2pay-summit.com

Want to know more?
Call us today via +46 73 350 03 43
E-mail us via anna@ebgnetwork.com
or
lars@ebgnetwork.com



About organizer



The idea behind EBG | Network is as simple as it is a challenge. Gathering and sharing know how and best practice experiences from a sourcing, procurement and finance perspective. Bridging those organizational silos and recognizing that change is not easy and that change cannot happen as a single event in a single function expecting real results.

Through interviews, webinars, Online conferences and two annual conferences in Stockholm, EBG | Network gather companies from across in the world, the most competent professionals we can think of and many of the most open minded and eager to learn expert organizations and peers possible.

We can only hope to see you - irl or virtually - welcome!

ebgnetwork.com