



# Ariba Commerce Summit

Frankfurt

Thursday, 19 January 2012

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## Hotel Details

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[Le Meridien Parkhotel Frankfurt](#)

Wiesenhuettenplatz 28-38, Frankfurt 60329, Germany

## Agenda

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- 8:30 a.m.                      **Registration / Coffee**
- 9:00a.m. - 11:00 a.m.        **User Roundtables (Licensed Ariba Users Only)**
- 11:00 a.m. - 11:30 a.m.      **Commerce Summit Registration**
- 11:30 a.m. - 1:00 p.m.        **Lunch/Presentations (English language)**
- 11:30 a.m.        **Collaborative Business Commerce**  
Paul Melchiorre, Vice President and Strategic Advisor to the CEO,  
*Ariba*
- 12:15 p.m.        **The New Economics of Commerce**  
Lutz Peichart, Vice President, Principal Analyst, *Forrester*
- 1:00 p.m. - 1:45 p.m.        **Panel Discussion: Best Practices in Buyer-Seller Collaboration (English language)**  
Boris Boeckem, Head of NORCEE Procurement Business Development & Support,  
*AXA*
- 1:45 p.m. - 2:15 p.m.        **Break**
- 2:15 p.m. - 3:00 p.m.        **Collaborative Sourcing: Keys to Unlocking Greater Value**  
Alexandre Sayvre, Global E-Procurement & E-Sourcing Manager, *Schindler Management AG*
- Florian Boehme, Prokurist, Director of Consulting and Professional Services,  
*source:net GmbH*
- 3:00 p.m. - 3:30 p.m.        **Automate All Spend: Procurement Process Optimization**  
Christian Kiffmeier, *Commerzbank*
- 3:30 p.m. - 3:45 p.m.        **Break**
- 3:45 p.m. - 4:15 p.m.        **Insights from High Performing Procurement Organizations**  
Kai Nowosel, Executive Partner, *Accenture GmbH*



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4:15 p.m. - 4:45 p.m.

***E-Invoicing: Quo Vadis***

Dr. Donovan Pfaff, Managing Director, *Bonpago GmbH*

4:45 p.m. - 5:15 p.m.

***Better Business Commerce thru Collaboration: Leading Sellers  
Share the Secrets to Accelerating Sales Online (English language)***

Alexander Graff, E-Procurement Program Manager, *Schweitzer Fachinformationen*

5:15 p.m. - 5:30 p.m.

**Closing Remarks**