



# Ariba Commerce Summit

London

Tuesday, 17 January 2012

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## Hotel Details

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### [London Marriott Hotel Grosvenor Square](#)

Grosvenor Square · London, W1K 6JP United Kingdom

## Agenda

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8:30 a.m.

### Registration/Coffee

9:00 a.m. - 11:00 a.m.

### Choose from one of these three **Optional Sessions:**

#### 1. Exploring Ariba Solutions

Join us as we take some Ariba solutions for a spin. During the time slots indicated, our solution experts will be on-hand to provide overviews and demo the following solutions and answer your questions.

9:00 – 9:30	Spend Visibility
9:30 – 10:00	Ariba Sourcing
10:00 – 10:30	Ariba Contracts
10:30 – 11:00	Procure-to-Pay

#### 2. Seller Forum and Breakfast Workshop: **Sales Acceleration and Strategy (Exclusively for Sellers)**

During this sales acceleration and strategy workshop, experts from Ariba's Seller Solutions Team will present ways you can become a featured vendor, obtain sales leads, and market your business on the Ariba Network. You'll also hear from other sellers as they share their success stories and best practices for attracting new business and becoming a more savvy user of the Ariba Network. Sellers attending the Chicago and New York Commerce Summits rated it the top session of the day.

#### 3. User Roundtables

### 11:00 a.m. - 11:30 a.m. Commerce Summit Registration

11:30 a.m. - 1:00 p.m.

### Lunch/Presentations

11:30 a.m.	<i>Collaborative Business Commerce</i> Paul Melchiorre, Vice President and Strategic Advisor to the CEO, <i>Ariba</i>
12:15 p.m.	<i>The New Economics of Commerce</i> Duncan Jones, Vice President, Principal Analyst, <i>Forrester</i>

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1:00 p.m. - 1:45 p.m.

**Panel Discussion: *Best Practices in Buyer-Seller Collaboration***

Carolyn Bingham, Procurement Infrastructure Projects, *BskyB*  
Lee Pruitt, International Account Manager, *Grainger*

1:45 p.m. - 2:15 p.m.

**Break**

2:15 p.m. - 3:00 p.m.

***Collaborative Sourcing: Keys to Unlocking Greater Value***

Nigel McKay, Head of Procurement and Supply Chain, *Lend Lease*

3:00 p.m. - 3:45 p.m.

***Automate All Spend and Collaborate with All Suppliers***

Dominic Franey, *AstraZeneca*

3:45 p.m. - 4:00 p.m.

**Break**

4:00 p.m. - 4:30 p.m.

***Globally Compliant E-Invoicing***

Christiaan van der Valk, CEO, *Trustweaver*

4:30 p.m. - 5:00 p.m.

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

Kevin Bourke, Senior Business Development Manager, *Staples Advantage*  
Trevor Sweet, E-Procurement Manager (EAPAC), *Premier Farnell*

5:00 p.m. - 5:15 p.m.

**Closing Remarks**

5:15 p.m. - 6:15 p.m.

**Networking Reception**