



SHARED SERVICES & OUTSOURCING WEEK

13-16 May, 2019

Estoril Congress Centre, Lisbon, Portugal

Sponsorship Opportunities

The largest, most
reputable event
in the Business
Services
community –
now in its
19th year!

500+
Attendees

Network
with entire
decision-making
units

500+ ATTENDEES – A QUICK VIEW

NETWORK WITH THE PEOPLE THAT MATTER

- > Directors/ Senior Vice Presidents, Heads of GBS/SSC
- > Finance Shared Services Professionals
- > HR Shared Service Professionals
- > IT Shared Service Centre Professionals
- > Global Process Owners (Purchase to Pay, Order to Cash, Record to Report, Hire to Retire, etc.)

“This event has not let us down. It has provided the platform to speak to like-minded leaders who understand what we do and we will continue this relationship I am absolutely sure”

Winshuttle

SOME OF THE CONFIRMED ATTENDEES FOR 2019:

Sumit Mitra
CEO Tesco GBS
Tesco

Kathleen Terjesen
Head of Global Business Services
Bose

Adrian Maciszewski
Managing Director GBS
QVC

Gareth Morgan
SVP Transformation, Enabling Functions
Pearson

Jim Macdougall
Global Director, HR Services
Amazon

Nadin Kraus
Senior Director Finance Innovation Europe
Teva Pharmaceuticals

John Dickens
Head of Supplied Services
HSBC

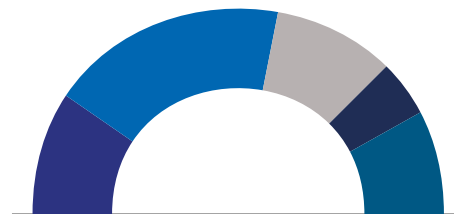
Colin Leigh
General Manager
Tele2 Shared Service Centre

Gary Critchley
Business Services Director
National Grid

Jean Claude de Vera
President
AgileGBS

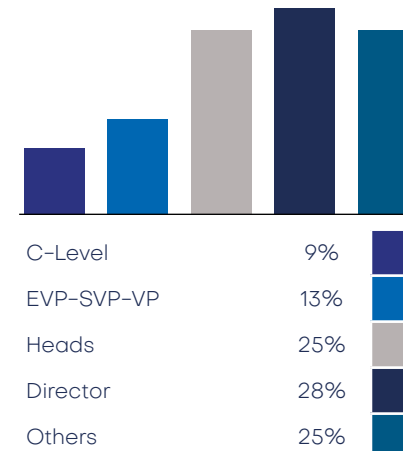


GEOGRAPHY



UK & Ireland	17.5%
Rest of western Europe (including Nordics)	39%
Eastern Europe	20%
North America	9%
Rest of the World	14.5%

SENIORITY



While driving down operating costs is cited as the most critical C-suite objective for GBS organizations, #2 is aligning back, middle, and front office to improve customer experience and #3 is creating real time data that supports predictive vs. reactive decisions. All three are key elements of digitally-enabled business services.

Source: KPMG 2018 Report



“On average at SSOW we get a four fold better lead rate compared to similar events and the quality of those conversations are invaluable”

Redwood Robotics

BUSINESS OPPORTUNITIES

Meet and network with European shared services and business services leaders and showcase your competitive advantage directly to them



AN ENGAGED DELEGATION...

Hundreds of senior executives with functions across GBS/ Shared Services/Finance/HR/IT. Audience with clearly-defined challenges, engaged, ready to listen, understand and invest in the solutions that will allow them to deliver on their initiatives.

...INVESTING IN

- RPA
- FinTech
- Finance Automation
- RDA
- BPO
- Consultancies
- HR Tech
- BPM
- Workflow Management

THE OPPORTUNITIES ONSITE

- Speaking opportunities
- Live demos
- Deep-dive workshops
- Interactive discussions
- Masterclasses
- Case studies
- Exhibition booths
- Branding opportunities

Everything can be tailored, we'll discuss and design the best possible package.

THIS YEAR'S TOP PRIORITIES

-  Capitalising on digital transformation initiatives in the context of the Intelligent Automation revolution – what is the impact of IA on operational capabilities and on the workforce
-  Widening the scope and expanding the reach of business services – ensuring traditional functions (finance, hr, it) are fully optimised, whilst expanding into new verticals (marketing, legal, etc)
-  As the most established SSO function there are huge opportunities to be cutting costs within finance, and to automate and optimise manual activities and tasks
-  Creating truly customer-centric, agile services – transforming processes, TOMs and training to ensure that not only are customers at the heart of what you do, but that you can deliver consistent, high quality service to changing business needs

 [CHECK OUT THE FULL EVENT GUIDE](#)



WHAT DO THE COMPANIES BELOW HAVE IN COMMON?*



***THEY'RE ALREADY PARTNERING WITH US!**

Partnerships come in many shapes and can be tailored to your needs.

One constant: putting you in a position to develop your business.

Contact Bertan Halil
at +44 207 368 9300 or sponsorship@iqpc.co.uk
for all the details!

 **BECOME A PARTNER**

