

4<sup>th</sup> Edition:

Exhibitor & Partner Brochure 2008

# E-Invoicing & E-Billing

Show your solution and service offering in this fast growing market



## Last years exhibitors and partners include

Accountis	Esker
ADP GSI Clearing	First Businesspost
Anilinker	Influe
Ariba	Invaris
Atos Worldline	Itella
Basware	JPMorgan
BizAps	LogicaCMG
B2BE	Lufthansa AirPlus
Bottomline	Microgen
cc-hubwoo	OB10
CEGEDIM	PayNet
CT TyMetrix	Premiere Global Services
Danet	ProcServe
DataCert	R&L
Deskom	SAP
Deutsche Post	SGH
D-TRUST	TietoEnator
Elemica	Tradocs
Ergon	xyzmo

E-Invoicing

E-Billing

Electronic Bill Presentment  
& Payment

Electronic Invoice Presentment  
& Payment

Electronic Statement Presentment

Electronic eXchange

Meet the decision makers of large and small companies.  
Book your exhibition at this unique networking platform now!

September 29th and 30st, 2008  
**Sheraton Frankfurt Hotel & Towers**  
Frankfurt / Main, Germany

# EDITORIAL



Dear Colleague

With almost 340 participants from 28 countries visiting the parallel presentation streams and an exhibition area with 28 leading solution and service providers, the third European EXPP Summit, held in London in September 2007, can be considered to have been a huge success.

Finding Germany with an accelerating market development the 4th European EXPP Summit will be held in Frankfurt on September 29th and 30st 2008.



The 2008 Summit will reward participants with an exclusive series of success stories from numerous industries across Europe. Each year, we welcome a growing number of high-level participants, such as CFOs, heads of A/R and A/P, Procurement, invoice management and IT, representing companies already using E-Invoicing or planning to start soon. If you feel you have a customer with a success story that would fit into European EXPP Summit 2008, please send your suggestion to me by January 2008.

The European EXPP Summit offers participants lots of opportunities for networking. As in the years before, you will have the chance to make new business contacts throughout the conference, and especially during the networking dinner on the evening of day one.

Exhibition space sold out very quickly in the last years. For having a good ratio of exhibitors and potential customers, we will again restrict the number of exhibitors. If you would like to take this opportunity please book your booth by end of January 2008 using the attached form.

If you require any further information about the European EXPP Summit 2008, please don't hesitate to contact me.

I look forward to meeting you in Frankfurt.

Kind regards

Bruno Koch  
Chairman and Founder  
European EXPP Summit

# NEXT STOP: FRANKFURT, GERMANY



## TOPICS COVERED AT THE EUROPEAN EXPP SUMMIT

- ..... International case examples and success stories involving various systems and marketing approaches.
- ..... Identification of opportunities for providers and their optimal positioning in the right roles.
- ..... How to optimise the Financial Supply Chain and the E-Procurement process.
- ..... Interplay of EXPP and "traditional" methods such as scanning and EDIFACT.
- ..... The importance of the «2nd P» and the role of financial institutes.
- ..... Interconnection and roaming among service providers.
- ..... EXPP – Chance or risk for paper-based service providers, such as postal firms, printing centres and scanning services?

## IN THE MIDDLE OF EUROPE

A warm welcome and total convenience awaits you at Sheraton Frankfurt Hotel & Towers. Walk off your flight and right through our doors, without ever leaving Frankfurt International Airport. It's never been easier to connect with colleagues, friends, and family in the hub of Europe. Enjoy the city of Frankfurt and all the comforts of home at the Sheraton Frankfurt Hotel & Towers.

Sheraton Frankfurt Hotel & Towers  
Frankfurt Airport, Germany



**Participants of last years Summits came from over 30 different countries**

# HOW TO BECOME A PARTNER OR EXHIBITOR AT THE EUROPEAN EXPP SUMMIT 2008

**A non-technical audience is our addressed market segment.  
We achieve a good mix of decision makers from various departments.**

## **GENERATE LEADS WITH THE DECISION MAKERS**

The exhibition accompanying the Summit gives participants the chance to inform themselves firsthand about the latest technological developments and offerings. As Partner and Exhibitor you have the unique opportunity to make direct contact with participants and establish profitable customer relations.

Use this occasion to present yourself as an innovative provider of services and solutions to the participants' needs. The lecture agenda offers generously long intervals to give you valuable time for making contact with the participants. You will appreciate that all catering breaks are held in the exhibition area.

Every participant will receive an Exhibitor Index in which you will be listed with your company portrait. Your company portrait and logo will be included on the European EXPP Summit 2008 website: [www.expp-summit.com](http://www.expp-summit.com) and tens of thousands of flyers.

On top of this, a supplement in which your company is described will accompany all the event documentation. So that you can inform your own customers and partners in advance of your presence at the Summit, we will also send you as many event flyers as you require. This will allow you to over see the invitations you wish to send out. Here too, as Partner and Exhibitor, you enjoy the privilege of our special conditions.

## **BENEFITS AND CONDITIONS FOR EXHIBITORS**

To make sure your individual needs as an Exhibitor are met, we offer you a choice between two different booth sizes : Business (6 sqm) or Economy (4 sqm). Whichever you choose, you can be sure of putting on a professional show at the European EXPP Summit 2008.

And we have the answer when it comes to any special wishes you might have. It is your choice: At no extra costs you benefit from a perfectly organised ready-to-use booth. Save yourself the trouble normally associated with transport and with coordinating work from a far. Invest your time in stead in present and future customers. Or bring your own display and material fitting into the booked space.

As only a limited number of booth sites are available the following criteria for acceptance as a Exhibitor will apply:

- ..... Geographically balanced business activity on the part of the exhibiting company
- ..... Well-balanced competencies on the part of the exhibiting company
- ..... A balanced EXPP business focus on the part of the exhibiting company
- ..... Balanced dealings in the process areas represented (billing, transfer/post, receipt of invoices, etc.
- ..... Market position of your company
- ..... Potential of your company as a magnet for attracting other groups of participants to this event
- ..... Date your registration was received



# BE PART OF THE EUROPEAN EXPP SUMMIT 2008



## EXCLUSIVE BENEFITS AND CONDITIONS FOR PARTNERS

As a Partner, you profit from an exclusive presence within and on behalf of the European EXPP Summit 2008. We ensure this exclusivity by limiting the number of Partners. This guarantees the high profile of your Partner status among the participants and public alike.

Your status as Partner gives you access to a whole package of benefits. To these belong a say in how this unique European EXPP Summit is structured and in what direction it should take in the future. You will be included, with your company logo, in all relevant media events: on our website, in all announcements, on postcards, on Summit flyers (print runover 40,000), in advertisements in trade journals and the daily press, event documentation and so on.

Also included in your Partner Package is a business-size booth, plus your choice of preferred location – you decide yourself which site is best for you (First come – First served).

Partnerships are awarded on the basis of the following criteria:

- ..... A balanced mix of Partners in terms of geographic business activity, core offerings and market position
- ..... Potential of your company as a magnet for attracting other groups of participants to this event
- ..... Your readiness and capacity to actively assist in developing the European EXPP Summit
- ..... Partners having very actively supported the previous Summit may be preferred becoming Partners in the following year

## GET TOGETHER IN FRANKFURT

Discuss and network during the dinner on the evening of day one. Get in contact with the E-Invoicing community, cultivate existing and form new relationships.

## PARTICIPANTS OF THE LAST YEARS SUMMITS INCLUDE

ABB Limited, Accarda AG, Aktivbank AG, Akzo Nobel, Also Schweiz AG, American Express France, anachron, Arabesque Group W.L.L., ASL Auto Service-Leasing GmbH, Associated Taj, AUDI AG, AWW e.V., BAA plc, Bankenes BetallingsSentral AS (BBS), Bank of Slovenia, Barclays Bank, BASF AG, Bayer Business Services GmbH, Bayerische Landesbank, BCB Payments AG, Beiersdorf Shared Services GmbH, Belgacom s.a., Belgian Post International, Betriebscenter für Banken Payments AG, BP Refining & Marketing, Bundesdruckerei GmbH, Bristol-Myers Squibb, BvDP e.V., Cablecom Holding AG, CEN/ISSS Workshop invoices, Chamber of Commerce and Industry of Slovenia, Commercial Bank of Kuwait, Credit Suisse Leasing, CSOB, a.s., Danish Agency for Governmental Management, De TIJD, Deutsche Bank AG, Deutsche Telekom AG, DHL Worldwide Network nv/sa, Digital Oilfield, EastNets, EBA, Agencija za elektronsko poslovanje d.o.o., e-Boks A/S, EBPP.HU.AG, EDITEL CZ a.s., EECG, Ekonomistyrningsverket, Elemica GmbH, ENERCON GmbH, Entreprise des Postes et Télécommunications, ETH Zürich, European Central Bank, Fachhochschule beider Basel, Feldsaaten Freudenberg, F. Hoffmann-La Roche AG, FINAREF, FMS Group, FöreningsSparbanken AB, Ford Werke, France Telecom, Fraport AG, Fujitsu Siemens Computers GmbH, Galaxis AG, GarantiBank, GMAC Commercial Finance plc, Guilbert Office DEPOT, Handelszeitung und Finanzrundschau AG, Healthcare at Home, Hewlett-Packard International GmbH, Hiiti AG, Holcim (Schweiz) AG, HVB Payments & Services GmbH, H&M, IATA, IBX Integrated BusinessExchange AB, Iden Grosshandelshaus GmbH, IG Metall Vorstand, ING Commercial Finance B.V., InreteSRL, Institute for Information Industry, ipsCA, Istanbul Bilgi Üniversitesi, Itacable S. p. A., Itella AS, John Deere & Company AG, Johann Wolfgang Goethe-Universität, Jungheinrich AG, Kimberly-Clark Europe, Kuoni Travel Ltd., Lilly Deutschland GmbH, Lloyds TSB - Vantage, Magyar Telekom, Marathon Oil, Matáv, Merckle GmbH, Migros-Genossenschafts-Bund, Millennium bcp, National Bank of Kuwait, NEA, Nestlé, Nordea Bank AB, North West Wales NHS Trust, Novartis Pharma AG, NXP, Open Text Corporation, Orange Communications SA, OyezStraker Office Supplies, Pagentix AG, ParaRede, Parexel GmbH, PBS A/S, Philip Morris International, Piraeus Bank, Post of Latvia, Procter & Gamble GmbH, Qiagen GmbH, RBS TrustAssured, Repsol YPF, Ringier AG, Robert Bosch, SABIC Europe, Sarix GmbH, Schlumberger, Selestia S.p.A., SevenOne Intermedia GmbH, SIA SPA, SIBS - SociedadeInterbancária de Serviços, Siemens AG, Skövde Kommun, SOFID S.p.A., Solvay SA, South Consulting Signature, Statoil ASA, Sturm & Company GmbH, Sunrise TDC Switzerland AG, Swiss Interbank Clearing AG, SwisscomFixnet AG, Swisscom Mobile AG, Syngenta International AG, TDC Switzerland AG, TEKNOLOJI HOLDING, Telecash Kommunikations-Service GmbH, Telefonica O2 CZ, Telepost, telering Telekom Service GmbH, ThyssenKrupp Steel AG, TIE International BV, TNT Divisional Head Office Express, TPG Post Company, UBS AG, Universität St. Gallen, Vattenfall Europe Information Services GmbH, Verband der Automobilindustrie e. V., Visana Services AG, Waleed Uniform, Wolseley plc.



**September 29th and 30th 2008**  
**SHERATON AIRPORT HOTEL**  
**FRANKFURT/MAIN, GERMANY**

**Contact Person**

First Name   Surname
Position
Telephone
E-Mail

**Billing Address**

Company
Department
Street
Post Code   City
Country
Your VAT Number
Your PO Number

**Yes**, I would like to apply for the following packages at the European EXPP Summit 2008 (September 29th and 30th 2008, Frankfurt)

- Partner Package** EUR 10,900 (+ Local VAT)
- Business Package** EUR 6,900 (+ Local VAT)
- Economy Package** EUR 3,900 (+ Local VAT)
- Please reserve a ready-to-use booth for us**
- We bring our own booth and material**

With your booking you accept the regulations for exhibitors which are binding for all exhibitors and partners. Please see full details:  
[www.expp-summit.com/regulations.pdf](http://www.expp-summit.com/regulations.pdf)

All registration fees are due until March 31st, 2008. Payments not made within time may effect a cancellation of booking. Postponed payments may result in a temporary removal of exhibitors' profile in our marketing communication without any right for compensation.

Signature | Date

**YOUR CHANCES TO BE PART OF THE EUROPEAN EXPP SUMMIT 2008**

**PARTNER PACKAGE**

- ..... Preferred marketing and content partner
- ..... Includes 6 square metres of display space
- ..... optional ready-to-use booth with your logo, tables, seats, partition walls and power socket
- ..... Four 2-Day Participant Packages included (worth over EUR 1,350 each)
- ..... Chance to buy unlimited number of Participant Packages at a third of normal price
- ..... Chance to suggest 1-2 of your customers as speakers presenting their success story\*
- ..... 2 exclusive VIP invitations for the Partner's Dinner on September 28th
- ..... Free entry in the Who's Who of E-Invoicing until end of 2008

**BUSINESS PACKAGE**

- ..... Includes 6 square metres of display space
- ..... Ready-to-use booth with your logo, tables, seats, partition walls and power socket
- ..... Three 2-Day Participant Packages (worth over EUR 1,350 each)
- ..... Chance to buy up to twelve Participant Packages at a third of normal price
- ..... Chance to suggest 1 of your customers as speakers presenting their success story\*
- ..... Free entry in the Who's Who of E-Invoicing until end of 2008

\*Criteria for speaker selection:

- over all balanced regarding topics, industries and regions
- management-level and expertise of speaker
- date receiving of speaker's commitment
- «hotness» of the success story

**ECONOMY PACKAGE**

- ..... Includes 4 square metres of display space
- ..... Ready-to-use booth with your logo, tables, seats, partition walls and power socket
- ..... One 2-Day Participant Package (worth over EUR 1,350)
- ..... Chance to buy up to two Participant Packages at a third of normal price
- ..... Free entry in the Who's Who of E-Invoicing until end of 2008

**VENDOR SPEECHES**

- ..... Please contact me for further information on how to present your product and service offerings

Contact for your exhibition inquiry

Bruno Koch	<a href="http://www.expp-summit.com">www.expp-summit.com</a>
Chairman and Founder	<a href="mailto:expp8@billentis.com">expp8@billentis.com</a>
European EXPP Summit	T.: +41 71 911 60 32
Billentis	F.: +41 71 911 61 22
Unterer Rebweg 23	9500 Wil, Switzerland

