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ZEITUNG FÜR DEUTSCHLAND



FRANKFURT
9TH EURO FINANCE WEEK
13-17 NOVEMBER 2006

**Outsourcing for Financial Services:
Risks and Rewards**

14 November 2006

Congress Center Messe Frankfurt
Frankfurt am Main

Sponsored by:



Co-operation Partner Fair:

messe frankfurt  ausstellungen

Dear Ladies and Gentlemen,

Financial Services firms in Germany and beyond continue to seek new ways to meet competitive challenge and changing customer behaviour. In an increasingly international market-place, maintaining advantage and growing market-share is tough.

While outsourcing is nothing new: have European financial services firms exploited it's full potential yet? Can it reduce more costs, drive more revenue and increase profit? And what risks need to be managed? In a changing global market-place, what new opportunities exist to use BPO to improve business performance?

These questions and more will be discussed and debated at this unique forum for senior executives from the financial services industry. Discussion leaders include senior analysts from The Economist Group, who bring international and strategic business insight. Leading industry figures will also share their experiences of using outsourcing as an integral part of their business strategy.

By bringing together senior executives from financial services firms, we hope to share important insights into the complexities facing this sector and the role that outsourcing, and offshoring play – it promises to be a lively discussion.

Debate the issues that matter most for your industry:

- I How can outsourcing improve business performance?
- I The globalisation of the financial services sector, and streamlining operations to stay competitive.
- I Will companies have to offshore or should they be rethinking the outsourcing strategy closer to home?
- I In a business environment where years of cost-cutting have stripped operations back to the bone, what are the opportunities for value-creation from BPO?
- I Lessons learned: what have European FS firms learned so far from BPO, and where do they go from here?



Angela Lonergan
Director, European Conferences
Economist Conferences



Dr. Nader Maleki
Chairman,
Maleki Group

9:00 a.m. Registration · *Registrierung*

10:00 a.m. Opening · *Eröffnung*

David Shirreff | Business and Finance Correspondent, The Economist

Keynote · Vortrag

»Rechtliche und vertragliche Rahmenbedingungen des Outsourcing«

Prof. Dr. Wolfgang Fritzemeyer LL.M. | Rechtsanwalt und Partner, Baker & McKenzie LLP, München; President, European Outsourcing Association Germany (e.V.)

»Mitigating Quality Risks in Outsourcing«

Vanaja Arvind | Executive Director, Thinksoft Global Services, Bangalore, India

Panel I · Podiumsdiskussion I

»Outsourcing Strategien auf dem Prüfstand«

Hans-Dieter Brenner | Stellvertretender Vorsitzender des Vorstandes, Helaba – Landesbank Hessen-Thüringen Girozentrale, Frankfurt a.M.

Thomas R. Köhler | Outsourcing Experte, Autor des Buches »Communications Resourcing«
Dr. Ljiljana Mitic | Director Financial Services Industry, Hewlett Packard GmbH Germany, Düsseldorf

Christian Müller | Senior Director Strategic Sales on Demand Global, Oracle Corporation, Frankfurt/Dreieich

Dr. Thomas Noth | Vorsitzender der Geschäftsführung, Finanz IT GmbH, Hannover

Dr. Carsten Stockmann | Mitglied des Vorstandes, MLP Bank AG, Wiesloch

Moderation

David Shirreff | Business and Finance Correspondent, The Economist

12:30 p.m. Lunchbreak · *Mittagspause*

2:00 p.m. Keynote · *Vortrag*

»Information Logistics – A Targeted Business Process Outsourcing Strategy«

Mait Sooaru | Managing Director, Itella Estland, Tallinn

Panel II · Podiumsdiskussion II

»Wettbewerbsvorteile durch Business Process Outsourcing«

Dr. Ralf Bertram | Geschäftsführer, IBM Business Transformation Services GmbH, IBM Deutschland GmbH, Stuttgart

Holger Maier Moritz | Product Manager WMS, WM Datenservice, Frankfurt a.M.

Hans-Werner Rach | Generalbevollmächtigter, Deutsche WertpapierService Bank AG, Frankfurt a.M.

Thomas Sasse | Vice President BPO Financial Services, T-Systems Enterprise Services, Bonn

Thomas Szymczak | Abteilungsdirektor, WGZ BANK, Düsseldorf

Moderation

Bernhard Schüller | Mitglied der Geschäftsleitung, International Bankers Forum GmbH, Frankfurt a.M.

Visit the European Banking and Insurance Fair in the Hall 5.1.
Besuchen Sie Stände der European Banking and Insurance Fair in der Halle 5.1.

IBM Deutschland GmbH · 5.1B41

Itella GmbH · 5.1B52

Thinksoft Global Services · 5.1A84

T-Systems Enterprise Services · 5.1B70



4:00 p.m. End of the Conference · *Ende der Konferenz*

6:00 p.m. Get-Together & Party Naturkundemuseum Senckenberg

10:00 p.m. End of 2nd EURO FINANCE WEEK Day · *Ende des 2. EURO FINANCE WEEK Tages*



FRANKFURT
9TH EURO FINANCE WEEK
13-17 NOVEMBER 2006



Business Solutions for Banks and Insurances – IT-Topics during the EURO FINANCE WEEK 2006

13 November

- SEPA
- IT-Portfoliomanagement
- Retail Channels/CRM

14 November

- SEPA
- Basel II
- Outsourcing
- Optimizing Processes in Banks and Insurances
- Solvency II

15 November

- Anti-Money Laundering
- Target II
- EDS Agility Alliance Conference
- MiFID

16 November

- MiFID
- IT-Security

Among the speakers are:



Frank Annuscheit
CIO, Commerzbank AG,
Frankfurt am Main



Vanaja Arvind
Executive Director,
Thinksoft Global
Services, Bangalore,
India



Dirk Berensmann
Mitglied des
Vorstandes, Deutsche
Postbank AG,
Frankfurt am Main



Hans-Dieter Brenner
Stellv. Vorsitzender des
Vorstandes, Helaba -
Landesbank Hessen-
Thüringen Girozentrale,
Frankfurt am Main



Franz-Theo Brockhoff
Deputy Chairman of
the Board of Managing
Directors, Sparkassen
Informatik GmbH & Co.
KG, Frankfurt am Main



**Prof. Dr. Hans Ulrich
Buhl**
Leiter Kernkompetenz-
zentrum IT & Finanzdienst-
leistungen, Universität
Augsburg, Augsburg



Reinhard Clemens
EDS Regional
President EMEA
Central Region,
Rüsselsheim



**Dr. Hans Georg
Fabritius**
Member of the
Executive Board,
Deutsche Bundesbank,
Frankfurt am Main



Bernd M. Fieseler
Executive Member of
the Board, Deutscher
Sparkassen- und
Giroverband e.V.,
Berlin



Thomas Gith
Managing Partner
Banking Germany,
Accenture, Kronberg/
Frankfurt am Main



Richard Godfrey
Managing Director,
XEROX BPO, Europe,
Uxbridge, UK



Dr. Bernd Heinrichs
Director Business
Development &
Marketing
Deutschland,
Cisco Deutschland
GmbH, Düsseldorf



Hans Ulrich Holdenried
Vorsitzender der
Geschäftsführung,
Hewlett Packard GmbH
Deutschland, Böblingen



**Hermann-Josef
Lamberti**
Chief Operating Officer
and Member of Group
Executive Committee,
Deutsche Bank AG,
Frankfurt am Main



Stefan Hischer
Managing Director
BT Germany, München



Rainer Knorpp
Market Manager und
Solution Consultant,
Business Unit Service
Management & Security
Solutions Danet GmbH,
Weiterstadt



**Prof. Dr. Jürgen
Moormann**
HfB Business School of
Finance & Management,
Frankfurt am Main



Chris Pickles
Manager -Industry
Relations, BT Radianz,
London



Mait Soorau
Managing Director,
Itella Estland, Tallinn



Harry Stehrenberger
Vice President,
Oracle Financial
Industry,
EMEA, Genf



Dr. Friedrich Wöbking
CIO, Mitglied des
Vorstandes,
Dresdner Bank AG,
Frankfurt am Main



Congress Center/
Fair Hall 5.1



Outsourcing for Financial Services: Risks and Rewards

14 November 2006

Congress Language

German/English (simultaneous translation will be provided)

Congress Location

1 Congress Center Messe Frankfurt

Ludwig-Erhard-Anlage 1 · 60327 Frankfurt am Main

U4 Festhalle/Messe | 16 Ludwig-Erhard Anlage

P Congress Center/Maritim Hotel (at your expense)

Tickets

1-day ticket: 600 Euro [+ 16 % VAT]

2-day ticket: 1,000 Euro [+ 16 % VAT]

3-day ticket: 1,500 Euro [+ 16 % VAT]

4-day ticket: 2,000 Euro [+ 16 % VAT]

Valid for admission to all symposiums on the respective number of conference days between 13 – 16 November, and for admission to the Exhibition in Hall 5.1 on 14 – 16 November. Not valid on Friday, 17 November. Permanent tickets are transferable. This does not apply for sponsors' tickets.

Suggested Accommodation

Further information under

www.eurofinanceweek.com

Programme

The organisation office reserves the right to change the programme as may be necessary.

Programme updates are available on the congress website: www.eurofinanceweek.com

Organisation Office



Maleki Group

Maleki Group

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EURO FINANCE WEEK

13 – 17 November 2006

Conferences and Events:

Monday, 13 November

- | Finanzstandort Deutschland
- | Erfolgsstrategien für Genossenschaftsbanken in Europa
- | Zukunftsstrategien für Sparkassen und Landesbanken
- | Strategische Herausforderungen im Privatkundengeschäft
- | SEPA Summit*
- | Zukunftsstrategien der Versicherungswirtschaft im heutigen Europa
- | IT-Portfoliomangement bei Finanzdienstleistern

Tuesday, 14 November

- | CEIOPS Conference*
- | SEPA Summit*
- | Basel II im Praxiseinsatz
- | Outsourcing for Financial Services: Risks and Rewards
- | Prozessoptimierung in Banken und Versicherungen

Wednesday, 15 November

- | European Pension Funds Congress*
- | Conference on Anti-Money Laundering and Terrorist Financing*
- | MiFID Summit I*
- | II. German Real Estate Forum
- | Public Private Partnership Forum
- | Private Equity Forum 2006
- | Conference on TARGET2*
- | EDS Agility Alliance Conference – Die Industrialisierung von IT-Services in der Finanzindustrie

Thursday, 16 November

- | Congress on Central and Eastern Europe*
- | Euro Debt Market Congress*
- | MiFID Summit II
- | IT-Security Konferenz
- | Corporate Responsibility Conference*
- | Asset Backed Securities im Aufschwung
- | House of Finance: Rating Conference*

Friday 17, November

- | Frankfurt European Banking Congress**
- | Finanzplatz Gala – a benefit for UNICEF

* Conference Language: English ** personal invitation only

European Banking & Insurance Fair (E.B.I.F.)

14 – 16 November 2006
Messe Frankfurt · Fair Hall 5.1

F.A.Z. Career in Finance Forum

14 – 16 November 2006
Messe Frankfurt · Fair Hall 5.1

Sparkassen Informatik IT-Forum 2006

14 – 16 November 2006
Messe Frankfurt · Fair Hall 4.2

The 10th EURO FINANCE WEEK
will take place from November 19 – 23, 2007
Further Information: www.eurofinanceweek.com

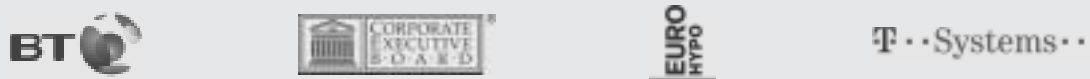
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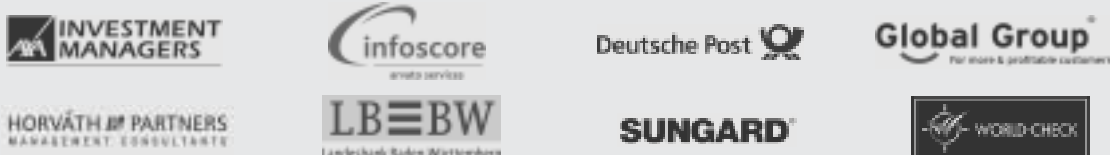
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