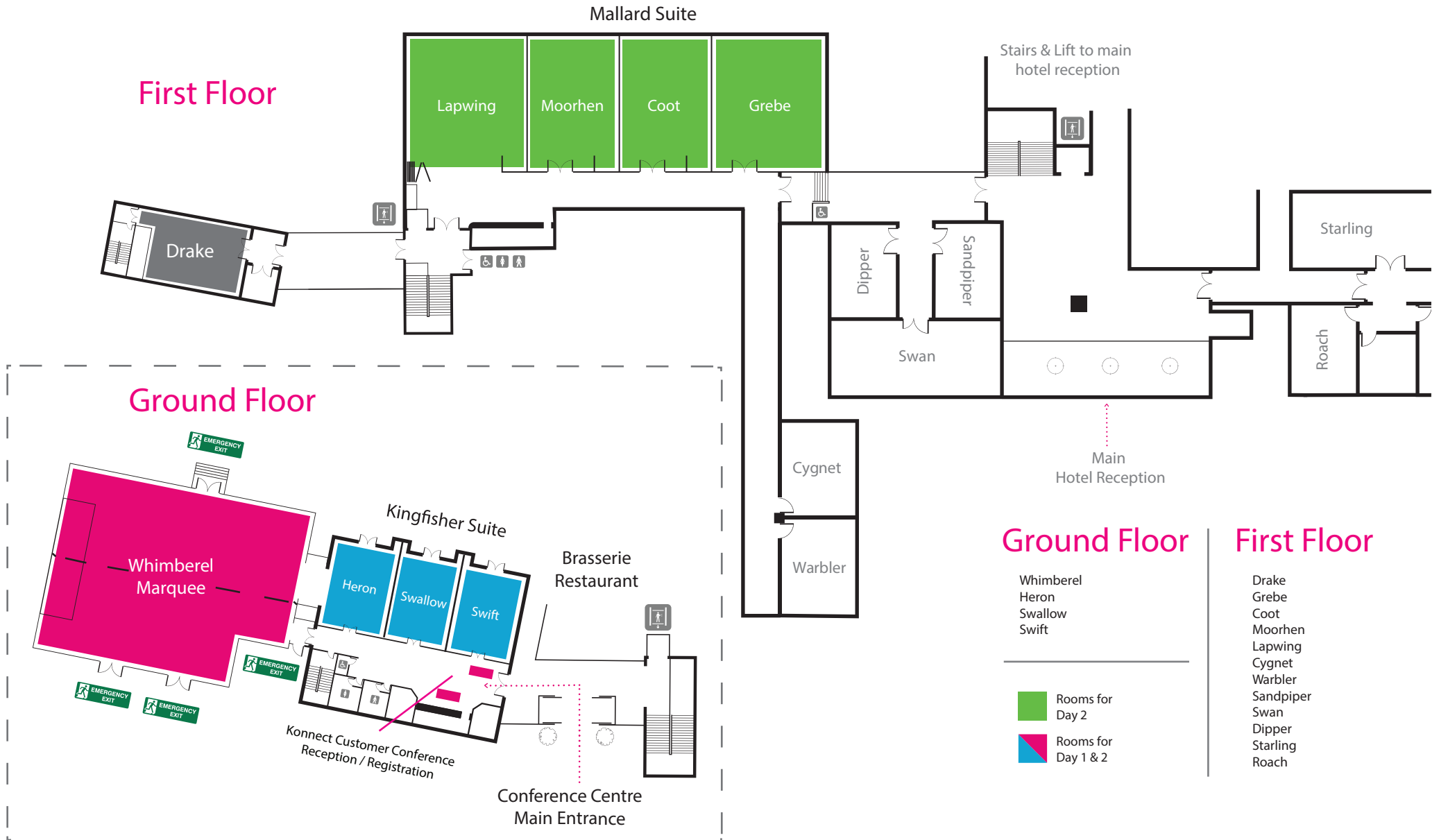


Konnect Customer Conference 1st May 2019
Day 1 Agenda

Dress Code:
- Day: Business Casual
- Evening: Smart Casual



Start Time	Topic	Presenters
12:00 Registration and Lunch - Kingfisher Suite		
1:30	<p>Welcome</p> <p>Opening address</p> <p>KCS Strategy for the UK - The journey forward</p> <p>Support services for your business</p> <p>Product update and insight</p> <p>Close for coffee</p>	<p>Andrew Wilkinson – European Sales Director</p> <p>Ian Bendelow – Chief Executive Officer</p> <p>James Mitchell – Managing Director UK & Ireland</p> <p>Chris Owen – Chief Support Officer</p> <p>David Liddle – Chief Product Officer</p> <p>Andrew Wilkinson – European Sales Director</p>
2:50 - 3:20 Coffee Break - Kingfisher Suite		
	<p>Apps - Mobile Strategy</p> <p>Cloud advantages</p> <p>Unlocking the power from your data</p> <p>Sort your brain out. How to work smarter in a digital world</p> <p>Closing Summary</p>	<p>Tony Pey – Head of Product Marketing</p> <p>Jon Messenger – Account Manager</p> <p>Chris Hirst – Head of Pre-Sales & Jayne Hill – Product Manager</p> <p>Dr Jack Lewis – Neuroscientist, author and TV presenter</p> <p>Andrew Wilkinson – European Sales Director</p>
5:00	Finish	
6:00	Pre-dinner Drinks	Jo Caulfield – Award winning comedian and author
6:30	Guest speaker – Jo Caulfield	Described by The Observer as “one of the finest female comics at work” and by The Scotsman as “quite simply, a damn funny woman.”
7:00	BBQ	Whether you’ve seen her on TV shows such as “Have I Got News For You” or “Michael McIntyre’s Comedy Roadshow”, heard her on the radio on “Just a Minute” or “Stop The Press”, or caught her live at one of her award-winning Edinburgh Festival shows, the chances are you’re already familiar with Jo’s work.



Time	Heron Room Distribution	Swallow Room Distribution	Swift Room Transform your Business Digitally	Moorhen Room Manufacturing Process & Discrete	Coot Room Layered Apps and Specialist Solutions	Grebe Room Professional Services & Cloud	Drake Room Meet the experts
09:30 - 10:00 <small>15 min Break</small>	New to K8 Babbage? Excellence in Distribution – See how it services the requirements of the Distributive Trades. Sam Sellers & Chris Hirst	Effective Procurement with K8 Babbage. Mark Steggall	The Digital Journey – Learn more about advances in online eCommerce (Web Builder). Tony Pey	New to K8 Manufacturing? – What does good look like in Manufacturing Solutions? – Industry Experts lead you on a journey. Dave Cann & Chris Hems	Small Businesses still need Sophisticated solutions. Learn how K8 Trader meets this challenge. Francois Kilian	Professional Services supporting your business. Jose Duarte	Technologies John Gray K8 Babbage Financials Sanjay Fatania
10:15 - 10:45 <small>15 min Break</small>	Sales Intelligence – what it is and how your business can harness the power. Jayne Hill	K8 Babbage Rebates + Price support. Mark Steggall	The Digital Journey – Learn more about advances in Mobile Apps and how they can benefit your business. Tony Pey	Advances in Manufacturing Field Service What's new in K8 MFS v14 Dave Cann	Sourcing Hardware can be a bit of a minefield. Learn how the KCS Group can make this task easier for your business. Donovan Rose & Chris Hems	How the Cloud can help your business. Jon Messenger & CANCOM	K8 Babbage Trading Mike Gosling K8 General Financials Mark Steggall K8.07 Financials Julie Crocombe
11:00 - 11:30 <small>15 min Break</small>	Exciting new features to support your business – The latest in K8 Babbage innovative development – What's New. Sam Sellers & Marco Castrignano	K8 Babbage Financials Explored. Sanjay Fatania	The Digital Journey – Interoperability is no longer a dream it is a reality – Learn how your business system can live in this mixed technology landscape (AWS). John Gray	With new exciting features for food distribution, learn more about the Latest Innovations in K8 LV. Chris Hems	Small Businesses still need Sophisticated solutions. Learn how K8 Trader meets this challenge. Francois Kilian	Professional Services supporting your business. Jose Duarte	Web Builder Mike Bishop Mobile Apps Tony Pey K8 LV Chris Hems K8 MFS Dave Cann
11:45 - 12:15 <small>15 min Break</small>	New to K8 Babbage? Excellence in Distribution – See how it services the requirements of the Distributive Trades. Sam Sellers & Chris Hirst	Learn how Vecta for K8 delivers for your business. Jayne Hill	Delivering Smart Dashboards directly to your smart phone – Learn more about this exciting innovation. Marco Castrignano	New to K8 Manufacturing? – What does good look like in Manufacturing Solutions? – Industry Experts lead you on a journey. Dave Cann & Chris Hems	Managing Your Rental Business and optimising your assets with: Martin Bestwick	How the Cloud can help your business. Jon Messenger & CANCOM	Vecta Jayne Hill Rental Solutions from inspHire Martin Bestwick

Lunch - 12:15 – 13:15

Lunch - 12:15 – 13:15

Time	Heron Room Distribution	Swallow Room	Swift Room	Moorhen Room	Coot Room	Grebe Room	Drake Room Meet the experts Continued
13:15 - 14:15 <small>15 min Break</small>	How to Optimise & Improve Your K8 Babbage System including Hints & Tips. Chris Hirst, Sam Sellers & Marco Castrignano	Meet your Account Manager	Meet your Account Manager	Meet your Account Manager	Meet your Account Manager	Meet your Account Manager	Meet the Experts
14:30 - 15:00 <small>15 min Break</small>		Meet your Account Manager	Meet your Account Manager	Meet your Account Manager	Meet your Account Manager	Meet your Account Manager	
15:15 - 15:45 <small>15 min Break</small>	Meet your Account Manager	Meet your Account Manager	Meet your Account Manager	Meet your Account Manager	Meet your Account Manager	Meet your Account Manager	

Come and meet the Partners

Heron → **Excellence in Distribution** – In today's busy world, we need solutions that drive greater efficiency without compromise to customer service. **If you are new to KCS** or want to know more about K8 Babbage, learn how it can help you meet the challenges faced by merchants, wholesalers and distributors. With a comprehensive range of features designed specifically for your business, this market-leading solution enables you to deliver excellent customer service.

Heron → **Sales Intelligence** – Fully understanding customer buying patterns and ensuring that we are promoting the right products and solutions to meet their needs is essential in today's competitive business environment. Our sales and marketing teams need a clear picture of trends, patterns and changes with easy access to detail to react to exactly what is happening at all times. Learn more about how Vecta can deliver the intelligence to keep you ahead of your competition.

Heron → **Latest K8 Babbage Innovations** – K8 continues to expand, with a range of new and exciting features that are easy to deploy and deliver immediate value to your business. In this session, you will learn about all of the latest developments and explore how you can deliver real value to your business.

Heron → **How to Optimise & Improve Your K8 Babbage System** – Useful hints & tips from Quotation through to Sales Order Processing for K8 Babbage. Come and see how to optimise your login, sales & purchasing workplaces and learn some quick tips to improve efficiency. They may be tools you have forgotten or never knew you had.

Swallow → **Effective Procurement** – Managing the supply chain and ensuring that you have the right product in the right place at the right time to service your customers is crucial – right? We will explore how you can use K8 to optimise your inventory planning and ensure that you are on top of customer demand for your products.

Swallow → **Rebates & Price Support Management** – For many businesses, managing rebates and ensuring that all claims are properly processed is crucial to profitability. In this session, we will explore how K8 Babbage can help you to keep on top of your rebates – from creating the rebate deals through to managing progress, ensuring that you have an informed view of profitability for senior management and how you can ensure that you have all of the detail to pursue swift resolution to all claims.

Swallow → **K8 Babbage Financials** – With a fully integrated and sophisticated suite of financial applications, K8 financials is at the heart of the business. Learn more about the latest innovations and developments that allow you even greater insight into your business.

Swallow → **Vecta for K8** – Successfully identifying, managing and converting business opportunities is a crucial element of achieving sales retention and growth. But, it can be a real challenge to gain the in-depth understanding of customer buying patterns and profiles needed to nurture those opportunities to best effect. Learn more about how Vecta for K8 provides clear direction to deliver real advantages to your business.

Swift → **The Digital Journey eCommerce With K8 Web Builder** – We can all see the change in customer behaviour when it comes to shopping online and the dramatic effect that it is having on our High Streets. However, the digital journey will not stop here, more and more businesses are seeking to exploit this route to market and it is becoming more of a challenge to keep up with developments. Learn more about how K8 Web Builder can deliver real competitive advantages, including support for features such as Click and Collect.

Swift → **The Digital Journey Mobile Apps and How They can Really Benefit Your Business** – We have all heard of how businesses are considering the challenges of digital transformation and impact that this has on technology and changing behaviour. As the reach of mobile apps continues to expand, learn more about KCS apps and how you might deploy them within your business.

Swift → **The Digital Journey Interoperability, and How You can Make This Happen** – As businesses consider their digital journey, many are now considering a strategy of interoperability i.e. integrating applications with the core business platform so that they really benefit from working together. In this session, we explore Advanced Web Services and how you might deploy them within your business.

Swift → **Smart Dashboards for Your Smartphone** – You're a busy executive and constantly on the move, it's a real challenge to get in front of your PC to understand what is currently happening in the business. You can now deploy dashboards to your smartphone that give you instant access to key business metrics – live! In this session, you will learn more about how you might deploy these dashboards, both for your desktop users in-house and for those on the move.

Moorhen → **New to K8 Manufacturing Solutions?** – Getting the right systems in place for manufacturing and distribution businesses can be a difficult task, there are so many specialist requirements. In this session, our solution experts will guide you through what is available and how these solutions can meet the challenges that your business model poses.

Moorhen → **K8 Manufacturing & Field Service – v14 highlights** – K8 MFS continues to expand, with many new and exciting features ready to deploy within your business. In this session, we will explore some of the highlights of K8 MFS v14 and give you an insight into the latest product.

Moorhen → **What's New in K8 LV?** – With a program of new innovations, K8 LV is a solution that continues to grow. Learn more about the latest developments within K8 LV and how these can bring added benefits to your business.

Coot → **K8 Trader, a Great Solution for the SME Distributor** – There are many challenges that face a SME distributor, not least of which is to find a business solution that really fits your organisation and provides you with a solid foundation for growth. In this session, we will explore what K8 Trader has to offer and learn more about how it can be quickly deployed to deliver real value to your business from Day One.

Coot → **Optimising Your Assets in a Busy Hire Environment** – Managing your assets in a busy hire environment is crucial to your success. Optimising your assets to ensure high availability, managing cross hire and the various agreements for rental can be a big challenge. Learn more about what inspHire has to offer and how it can help you to get the most from your assets as your business grows.

Coot → **Sourcing Hardware** – The KCS Group can help you make wise choices for your business when sourcing your IT hardware. Having the correct hardware makes your business more efficient and can reduce your costs.

Grebe → **Professional Services that Support Your Business** – Ensuring that you get the best from your software solution is our goal. With a wide range of services that can be tailored to meet your specific requirements, we will take you through what is available to help you get the best from your system and to deliver real efficiencies and enhanced customer service.

Grebe → **Cloud Solutions Explained** – With the phenomenal growth in Cloud computing over the past few years, we have seen many new and innovative products being made widely available. Learn more about Cloud solutions and what KCloud has to offer.

Drake → **Meet the experts**

Technologies

John Gray
Head of Architecture

K8 Babbage Financials

Sanjay Fatania
Finance Implementation Manager

K8 Babbage Trading

Mike Gosling
Head of Trading CoE

K8 General

Mark Steggall
Head of Product Management

K8 .07 Financials

Julie Crocombe
Customer Liaison Manager

Web Builder

Mike Bishop
Web Designer

Mobile Apps

Tony Pey
Head of Product Marketing

K8 LV

Chris Hems
Product & Services Director

K8 MFS

Dave Cann
Customer Liaison Manager

Vecta

Jayne Hill
Product Manager

Rental solutions

Martin Bestwick
Sales Director, inspHire

