

PIC 2008

The Perfect Information Conference The Information Professionals' Toolkit

13th, 14th & 15th May 2008 - Walton Hall & Hotel, Warwickshire



Presentations to feature this year include:

Outsourcing - Then, Now & Tomorrow
Rishi Khosla, Co-Founder and CEO, Copal Partners

Authentic Leadership
Piers Fallowfield-Cooper, Founder, Mind-Star
Executive Development Ltd

Case Study - Knowledge Management Revisited
Grace Cordell, Head of Knowledge Management,
KPMG

Competitive Intelligence
Trevor Foster-Black, Founder & CEO, Coalition

Panel Discussion - Information: Who really owns it? Who has the skills and who needs them?



Tuesday 13th May - Pre Conference (optional)

- 16.00 Check-in at Walton Hall & Hotel
- 19:00 Welcome drinks
- 20:00 Dinner at Walton Hall & Hotel

Wednesday 14th May - Main Presentations

- 08.30 Breakfast, refreshments & registration
- 09.15 Welcome address - Greg Simidian, Managing Director, PI
- 09.20 Chair's opening remarks - Hamilton Matthews, mergermarket
- 09.30 **Outsourcing - Then, Now & Tomorrow**
Rishi Khosla, Co-Founder and CEO, Copal Partners
 - Market overview - how is the outsourcing market evolving?
 - How to leverage India for outsourcing of analytics
 - What are the key things to consider and what pitfalls should be avoided?
 - What are key contractual issues and how do they impact the Information Professional?
- 10.20 Break for refreshments
- 10.35 **Authentic Leadership**
Piers Fallowfield-Cooper, Founder, Mind-Star Executive Development Ltd
 - Why do some leaders effortlessly generate huge loyalty from the people who work for them and are perceived as highly effective, whilst others work hard and strive for the recognition they deserve?
 - What are the characteristics of Authentic Leaders?
 - What qualities will leaders of the future need?
 - How do I find the path to my Authentic Leadership
- 11.35 **Breakout Sessions 1**
- 13.15 Lunch
- 14.15 **CASE STUDY - Knowledge Management Revisited: Post the launch of your Knowledge Management platform, what are the next steps to maximise potential?**
Grace Cordell, Head of Knowledge Management, KPMG
- 15.05 Break for refreshments
- 15:30 **Breakout Sessions 2**
- 17.00 Day one closing remarks
- 19.00 Gala champagne reception
- 20.30 Gala dinner



Thursday 15th May - Main Presentations

- 08:30 Breakfast & refreshments
- 09:15 Chair welcome - Hamilton Matthews, mergermarket
- 09:20 **Competitive Intelligence**
Trevor Foster-Black, Founder & CEO, Coalition
- The importance of competitive intelligence
 - Benefits of involvement in competitive intelligence
 - Starting the competitive intelligence process
 - Verification processes required when sourcing information
 - Presentation of competitive intelligence
 - What results can be expected and managing competitive intelligence moving forwards?
- 10:30 Break for refreshments
- 10:45 **PANEL DISCUSSION - Information: Who really owns it? Who has the skills and who needs them?**
Alun Davies, Head of Knowledge Management, Lovells
Oliver Webster, Managing Director, Business Information Solutions (Global) Ltd
Alison Harman, Executive Director, Global Info Centre, UBS
Mark Janssen, Smartlogic
- 11:45 **Breakout Session 3**
- 13:15 Lunch
- 14:20 **Breakout Session 4**
- 15:50 Closing remarks & end of conference



Breakout Sessions Wednesday 14th May

Breakout Session 1

Presentation skills training

Lesley Robinson, Founder, Lesley Robinson Consultancy Services Ltd

- Fine tuning delivery style to create maximum impact
- Get messages across with clarity and impact
- Influence and persuade others to buy into ideas
- Resolve conflict and create harmony within a team
- Minimise productivity loss through clear communication

Breakout Session 2

Contract negotiation

Sarah Fahy, Global Head of Library Services, Allen & Overy

- Relationship building and how to capitalise on it
- Determining what you actually want from your vendors
- Recognising which type of negotiator you are
- Identifying what the elements of value are

Breakout Session 3

Offshoring - When, why & how?

Mark Jewell, Director, Global Offshore Operations, Business Information Services & Computer Graphics, Lehman Brothers

- Recognising when offshoring is an option
- Ensuring best practice during implementation
- Identifying and avoiding common pitfalls
- What are the overall benefits to your business and department?

Breakout Session 4

Researching information in the emerging markets

James Hammond, Executive Vice President, ISI Emerging Markets

- Which countries present the most problems?
- Identifying the best sources
- Necessary verification processes
- Addressing different cultural behaviour

Breakout Session 5

The role of electronic data in the assessment of identity (morning only)

Jim Lound, Product Director, Experian

- Identity validation & verification
- What types of electronic data are utilised?
- Why electronic data is a valid alternative to documentary evidence
- How the electronic data solution works
- Looking to the future

Breakout Session 6

Effective writing - Achieve better business results from your writing

Scott Keyser, Founder, Write for Results

- Write concisely, with punch, power and panache
- Develop brochures, web pages, e-mails, sales letters, project reports, funding proposals & competitive tenders
- Grab and hold the reader's attention
- Learn five practical techniques which will improve your writing overnight



Breakout Sessions Thursday 15th May

Breakout Session 1

Content Analytics - Due to the increasing demand for actionable intelligence, how can content analytics transform passive information into active knowledge?

Bob De Laney, Director, News & Business, LexisNexis

- Content analytics – the tools and processes used to mine content from a range of commercial and non-commercial sources to extract meaning, develop relationships and provide business insights
- What can content analytics deliver?
- Why is this information beneficial? Having such content analysis will be indispensable when analysing the impact certain business decisions have had on your firm and generating insights for future work

Breakout Session 2

Introduction to fixed income securities and markets

Roland Peters, Capital Markets Manager, PI

- Market overview and motives for investment
- How does the market value a bond?
- Credit Default Swap & synthetic bonds
- Securitisation & example of a Collateralised Debt Obligation (CDO)

Breakout Session 3

The UK Companies Act - How does this affect business information?

Manny Cohen, Chairman/CEO, RM Online /aRMadillo

- Clarification of the new implementation timeline to October 2009
- The impact of the Act on the information centre
- Avoiding pitfalls and ensuring compliance

Breakout Session 4

When is it time for a change? (morning only)

Piers Fallowfield-Cooper, Founder, Mind-Star Executive Development

- When is it time to move on?
- Recognise when a current chapter is coming to a close
- What questions should we ask ourselves?
- Practical tips for making the right career move that will be truly fulfilling

Breakout Session 5

Social Software - Social networking and the business world

Tim Skinner and Ben Watkin, Cisco

- What is social networking?
- What is the impact on your business internally and on your customers?
- Where should the divide be between home and business?
- Is it a benefit or burden to your business?

Breakout Session 6

Aiding managers motivate staff - Managing staff in a high pressured environment

Hansa Pankhania, Stress Consultant and Corporate Trainer, In Equilibrium

- The difference between stress and pressure and the HSE Management Standards
- Practical tools and ideas for managing personal stress in the workplace
- How resilient managers thrive in today's constantly changing environment
- Raising morale and motivation in individuals and teams



Who should attend PIC 2008?

This conference targets all professional skill sets within Global Investment Banking, Fund Management, Legal, Consultancy and Accountancy institutions. Public Sector will also benefit from this conference.



Who attended in 2007?

ABN AMRO * Addleshaw Goddard * AIG * Allen & Overy * Apax Partners * Arrival Worldwide * Bank of England * Barclays Capital * Bath Consultancy Group * BDO Stoy Hayward * Beachcroft * Best Foot Forward * Bureau Van Dijk * CIG * CILIP * Citi * Charles Russell * Clifford Chance * Cognitive Edge * Commerzbank * CRA International * Deutsche Bank * Economist Intelligence Unit * Ernst & Young * EuroInfoPool * Experian * Factiva * FactSet * Field Fisher Waterhouse * Freshfields * Grant Thornton * Hamilton Lee Recruitment * Headshift * Herbert Smith * Holman, Fenwick & Willan * ICC * Impact Factory * Intelligent Resources * Investec * JP Morgan * Lexis Nexis * Linklaters * Lovells * Mercer Oliver Wyman * Merrill Lynch * Napier University * NM Rothschild & Sons * One Source * PACE Partnership * PWC * Quartz Strategy Consultants * Rabobank * Reed Smith Richards * Resolution Coaching & Training * RM Online * Robson Rhodes * Roffey Park * Sidley Austin * SLA * Sullivan & Cromwell * Sue Hill Recruitment * Swets * tfpl * The Partnership Consultant * Threadneedle *



Why should you attend PIC 2008?

- Increase professional development & enhance your industry understanding
- Share knowledge & experiences with your peers
- Learn something new, refreshing & relevant
- Develop skills to better your department's efficiency & effectiveness
- Opportunity to network & socialise with industry colleagues, old & new & with your suppliers
- Enjoy practical & interactive sessions with industry experts
- Identify changes & tackle current industry challenges

How do I register?

- Simply complete the enclosed registration form and return with payment to Carley Donegan, Perfect Information, Michael House, 35 Chiswell Street, London, EC1Y 4SE
- Book ONLINE at www.perfectinfo.com/learningevents.htm
- Fax your completed form to +44 (0) 207 892 4201



Travel & Accommodation

Hotel: Walton Hall & Hotel, Walton, Wellesbourne, Warks, CV35 9HU

Tel: +44 (0) 1789 842 424

Web: <http://www.paramount-hotels.co.uk/paramount-walton-hall-and-hotel>

Train: Warwick Parkway - approx 8 miles
1h30 via train from London Marylebone to Warwick Parkway

Airport: Birmingham International approx 25 miles

Car: 100 miles from London, 30 miles from Birmingham. The hotel is situated just outside the village of Wellesbourne. For driving directions please visit the hotel website.



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Further Information

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