

European Telecom Forum 2006
State of the Art Risk Management in the Telecom industry

Athens – Plaza Resort Hotel
June 29th & 30th 2006

DAY 1 - AGENDA

- 09.30 Welcome & opening remarks**
Chairman: Steve Denby, Business Development Director, UK & Ireland - Experian-Scorex
- 09.45 Key note - Market trends of the Mobile Sector in Europe**
- the general evolution of the market: new services and challenges
- the risk due to the regulatory environment
Kaisu Karvala, Chairman, GSM Europe
- 10.15 Making the Most of your Data : The Role of Analytics in the Telco Sector**
Paul Russel, Director of Analytical Solutions, EMEA - Experian-Scorex

Application Management Session

- 10.45 Registration Management for telecommunication industry**
John Putt – Experian-Scorex
- 11.15** Coffee break
- 11.30 Challenges in New Business – the Talkline solution approach**
Thorsten Köpp, Head of Risk Management, Talkline GmbH & Co. KG, Germany
- 12.00 Application processing and decisioning - case study 2**
Francois Zwarts, Credit Risk Manager, Vodafone The Netherlands
- 12.30 Q&A**
- 13.00 Lunch**

Data Sharing Session

- 14.30 Data sharing in telcos industry - the practical experience in Europe (Business Cases from Netherland & Romania)**
Roberto Giannantoni, Credit Bureau & Fraud Services Director, EMEA - Experian-Scorex
- 15.00 Q&A**

Fraud Prevention Session

- 15.15 Know Your Customer - Know Your Risk**
Jack Wraith, Telecommunications UK Fraud Forum
- 15.45 Using data intelligence to stop fraud before it starts**
Paul Sears – MCL (tbc)
- 16.15 Fraud prevention - the practical experience.**
Ortenzio Bibbò, Credit & Risk Manager, Vodafone Italy
- 16.45 Q&A**
- 17.00 Closing remarks, day 1**
Chairman
- 17.15 – 19.15 One-to-one meetings**

19.30 COCKTAIL & GALA DINNER

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DAY 2 – AGENDA

09.00 Welcome & introduction to day 2
Chairman

09.15 Key note: Future challenges and issues for the industry
John Maile, Customer Dynamics

Customer Management Session

09.45 Customer management in Telco industry
John Putt, Experian-Scorex

10.15 The strategic approach to collections management – the practical experience of a UK's company
Julie Crane, ntl Telewest, UK

10.45 Coffee break

11.00 The strategic approach to collections management – the experience of an Italian company
Ortenzio Bibbò, Credit & Risk Manager, Vodafone Italy

11.30 Q&A

Strategy Optimization Session

11.45 Credit Risk Management - methodology and applications in Telecom industry
Steve Denby, Business Development Director - UK & Ireland, Experian-Scorex

12.30 Q&A

13.30 Conclusions & wrap up
Chairman

14.00 Buffet lunch

15.00-17.00 One - to one - meetings