IFSF Conference 2015

Managing Innovation

Introduction

Simon Stocks – Chairman, IFSF Ltd.



Introduction

- Highlights of 2015
- Conference objectives
- Agenda



Highlights of 2015

- Revitalisation of DI working group and significant progress made
- Continued progress on EFT
- Addition of key resources to IFSF
 - Projects Manager
 - EFT WG Lead
- Newsletter



Conference objectives

- 2014 conference identified some objectives for this conference
 - Hold it outside the UK
 - Make it every year rather than every two years
 - Increase the participation of work groups
 - Reduce the number of sales pitches
 - Address innovation
 - Keep the cost to participants down



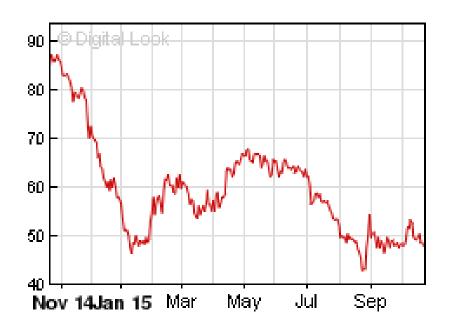
- UL for providing the facility
- Our sponsors for sharing the costs





Factors affecting Retail Petroleum

Product pricing



Customer sentiment



Short term impacts



Innovation brings long term change

- Technology
 - The solutions available and the equipment that we have to communicate with
- Payments
 - How our customers want to transact with us
- Vehicles
 - The products our customers need and how they will arrive at our sites
- Retailing
 - The interactions with customers and the new opportunities to maximise site revenues



Managing Innovation

- Conference is therefore looking at each of these areas of innovation with a leading expert from each field sharing their viewpoints
- Work groups then will have the opportunity to consider:
 - What are the critical innovations that are likely to come to service stations?
 - Which of these will require systems interfaces and where?
 - How can IFSF assist leading to future IFSF activities
- We will also share:
 - IFSF's major activities over the last year work groups/website
 - An important strategic decision
- Seek input for the 2016 conference



Conference Agenda

AGENDA - DAY 1				
START	END	торіс	SPEAKER	
9:30	9:40	Welcome & safety	UL Transaction Security	
9:40	9:55	Intro & agenda review	Simon Stocks – Chairman, IFSF	
9:55	10:25	Impact of the Internet of Things	Marty Ramos – CTO, Retail, Consumer Products & Services, Microsoft Worldwide Enterprise & Partner Group	
10:25	10:45	Audience discussion		
10:45	11:05	Coffee		
11:05	11:35	Innovations in Payments	William Giles - Vice President, MasterCard Worldwide	
11:35	11:55	Audience discussion		
11:55	12:30	Intro to exhibitions	Exhibitors (5-10 mins each)	
12:30	14:00	Lunch and exhibition visits		
14:00	14:30	Innovation in Motor Vehicles	Paul Nieuwenhuis – Co-director, Centre for Automotive Industry Research, Cardiff Business School	
14:30	14:50	Audience discussion		
14:50	15:20	Technical progress & demo	John Carrier – Project Manager, IFSF	
15:20	15:40	Coffee/Tea		
15:40	16:50	Workgroups		
16:50	17:30	Exhibition		
17:30	18:30	Reception/networking sponsored by MasterCard		

START	END	TOPIC	SPEAKER
9:00	9:20	Review of Day 1 and intro to Day 2	Simon Stocks – Chairman, IFSF
9:20	9:50	Innovations in Retail	Mark Gregg – Senior Manager, Accenture
9:50	10:10	Audience discussion	
10:10	10:30	Coffee	
10:30	11:30	Workgroups	
11:30	12:00	Work group activities in 2014-15 and future strategy	John Carrier – Project Manager, IFSF
12:00	12:30	Website demo	Lisa Dalton – Admin Manager, IFSF
12:30	13:30	Lunch and exhibition visits	
13:30	14:30	Workgroups	
14:30	14:45	Work group feedback on conference/next steps EFT	Ian Brown – EFT Work Group Lead, IFSF
14:45	15:00	Work group feedback on conference/next steps DI	John Carrier – Project Manager, IFSF
15:00	15:15	Wrap-up and plans for 2016	Simon Stocks – Chairman, IFSF
15:15		Conference close	
15:15		Coffee/Tea available	

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