



2022 ConnectONCE CEO/Leadership Roundtable Agenda

April 07, 2022, 3:00pm (All TIMES ARE CENTRAL EUROPEAN TIME (GMT+1))

- 3:00 PM - 0:05 Open Meeting and Agenda
- 3:05 PM - 0:25 Around the Room Member updates
- 3:30 PM - 0:30 New Member Introductions
- 4:00 PM - 0:10 Break - Refill Coffee/Tea/Wine/Beer
- 4:10 PM - 0:10 GIF/BPC Update
- 4:20 PM - 0:35 Roundtable - Moderated by Charles Bryant, former Secretary general of EESPA
- 4:55 PM - 0:05 Meeting End Recap/Optional discussion on Topics for Munich in June

Roundtable Participants:

Chris Welsh	Chairman/CEO	ConnectONCE/OFS Portal
Erika Epperly	Member Services	ConnectONCE
Charles Bryant	Secretary General (retired)	EESPA
Mimi Stansbury	SVP Finance & Administration	OFS Portal
Hamp Wall	CEO	Trax Group
Stephan Albers	CEO	prodexa
Bill LeSage	Principal	Sapientes Partners
Einar Geir Jónsson	CEO	Unimaze
Andy Bartels	VP & Principal Analyst (retired)	Forrester Research
Martial Gerardin	President	Selva Conseil
Todd Albers	Sr. Payments Consultant, Payments, Standards, & Outreach Group	Federal Reserve Bank of Minneapolis
Henrik Möller	Head of Interoperability Senior Technical Advisor	InExchange

Chair's opening remarks for Roundtable

The topic for the round table discussion was proposed at the ConnectONCE board meeting and is "Supply Chain", or the current chaos that is the supply chain!

In the last two years, initially with Covid and then Ukraine, the traditional work patterns have been vastly affected, digital transformation has been accelerated but materials and resource availabilities have been delayed. Transport has had to change as more deliveries and consumer spending is focused on home offices, and the steady supply chains of the past are now a thing of the past.

We hear stories of shortages of supply (semi-conductors for example), which causes further shortages of manufactured goods such as cars, and the knock-on effects where car dealers are trying to buy back old cars because they have no inventory of new or used cars to sell. Shortages across all industries and delays in shipped goods and services are common.

The digital transition which was making slow progress pre-pandemic was massively accelerated, examples such as schools on-line and the global adoption of webinars and video conference as the only communications technologies for pseudo-face to face now dominate.

So, what of today's discussion? We would like to understand the members views and share stories of the impact to Supply Chains that the last two years have had and what the future looks like, can we predict any stable future now or will we be whitewater rafting for the next foreseeable time? And as eCommerce platform, application providers and digital integration specialist companies, what are the main drivers your organizations are working towards to manage this chaotic future. We would also like to see if there are any items of interest that we could add to the agenda for our face-to-face meeting in Munich in June that Markus is sponsoring.

The discussion started with the thought that the second age of globalization (1980-) may be breaking down (the first being around 1860 to 1914, followed by WW1, depression, and WW2). The conversation's main topic discussions are summarized below:

1. Geopolitical forces

The Ukraine conflict could be long lasting and is a major shock leading to the isolation of Russia and an uncertain position with China. It is a fundamental and not a transitory change. There is a growing pull-back from globalization. This heaps pressure on top of the pandemic, where more of which are likely. More focus at national level and regional blocs: authoritarian, western liberal, emerging with India in the middle? A feeling that China cannot afford to retreat but will keep options open and adjust e.g., present show of support for Russia. Re-invigoration of NATO: could it enter economic sphere? Great uncertainty everywhere and too early to tell what the full impacts, both geopolitical and economic, will be.

2. Economy and global supply chains

Global economy of last decades begins to break-down. More focus on national supply chains and in-country manufacturing with noticeable erosion of low-cost production and global sourcing. Search for security and reliability of supply rather than price. Russian economy only the size of Texas, but important natural resources. Present conditions will last years, not months Could chips be hidden in exported goods with destruct capabilities?

Massive de-carbonization of supply chains as business sees the benefits of the green agenda. Carbon-tracking and energy neutrality becoming the norm. Durable inflation not seen for decades becomes entrenched. Focus on supply chain efficiency and costs of logistics. Four-fold increase in freight costs and more to come with oil price impacts.

The conditions will have an impact on interest rates and liquidity. Growth of dynamic discounting and liquidity recycling inside supply chains to reflect higher costs of cash: liquidity a key issue and opportunity...

Reinforcement of the value of data and digitization among most larger companies and SMEs. SMEs pursuing transactional efficiency and being offered spend-management solutions like Qonto and Spendesk (large fundraisings); blurring of competitive propositions between service providers in the supply chain business: automation, accounting, sourcing, invoicing, payments, financing, analytics....

3. Human resources

HR issues thrown up by isolation/displacement of skilled IT resources in Russia/Belarus/Ukraine. Covid impacts long-lasting. Remote and 'hybrid' working and living. Decentralization of enterprises a pressure for management. Persistent skills shortages evident in many areas

Possible Munich Face-to-Face Meeting Topics

- From Today's Discussions: How the Exchange Framework can power a tighter interrelationship between the disparate electronic Invoice, Remittance Advice and Payment processes of today.
- Regionalization of Data on The Cloud/GAIA-X
- Navigating the Rough Waters of Supply Chain
- Logistics - least carbon routing
- Calculation of Carbon Footprint
- Reaching Net Zero by 2030 - The Suppliers Journey
- Navigating the Rough Waters of Supply Chain - Round Table Discussion
- New Member Introductions
- Member Updates
- ONCE Board of Directors Meeting