

## Business Intelligence

Times	Name	Topic
10.00 - 10.15	Donal O'Donovan, Business Development, Protel Associates Ltd.	Capital Expenditure - Pharma, Food & Drink - Ireland - year on year review
10.15 - 10.30	Graham Weir, Managing Director, Pembroke Insurances Ltd.	How a little knowledge can be a dangerous thing- Business interruption
10.30 - 10.45	Thomas McGrath, Chief Executive, Cognition	Intelligent Operations? How to release the value trapped inside your organisation... and still be home for dinner
10.45 - 11.00	Pat Keogh, Managing Director, Arema Connect	The Value of Customer Experience in the Retail Sector
11.10 - 11.40	<b>Coffee Break &amp; Networking</b>	
11.40 - 11.55	Mike Nugent, CTO and Co-Founder, Cognition	Your costs need to reduce but you've tried everything you can think of. What next?
11.55 - 12.10	Melody Chadamoyo, Relationship Coach, Heart Passion Institute	Evolving relationships with customers to increase profits.

## Careers, Skills and Training

Times	Name	Topic
12.10 - 12.25	Gene Leonard, Managing Director, LBSPartners	In Trust we Thrust
12.25 - 12.40	Brian Downes, CEO, Performance Cubed	Leading & Developing High Performing Teams
12.40 - 12.55	Deirdre Gallagher, Skills For Work Coordinator, South East Region and Noelette Dolan, Skills for Work Co-ordinator, North East Region	Confidence in your Skills for Work (SFW)
1.00 - 2.00	<b>Lunch Break &amp; Networking</b>	

## Finance, Tax & Insurance

Times	Name	Topic
2.00 - 2.15	Chris Swaffin Smith, Director, Raynor Foods Ltd	Linking succession to the development of a Sustainable Business-Dilemmas facing the Family Business
2.15 - 2.30	Joe Greaney, Director, Westbic	Raising Finance
2.30 - 2.45	Niamh Lacey, Business Development Executive, Wright Insurance Brokers	Mind Your Business
2.45 - 3.00	Mark Chandler, Managing Director Intrum Justitia Ireland	Getting Paid Faster...
3.00 - 3.30	<b>Coffee Break &amp; Networking</b>	
3.30 - 3.45	Andrea Linehan, Commercial Director, GRID Finance, Ireland	Finance for your Retail and Hospitality Business
3.45 - 4.00	Robert Tyrrell, Commercial Director, Campion Insurance	Hospitality Sector – Insurance, challenging times
4.00 - 4.15	Eugene M. Ferris, Managing Director, Prima Escrow International	The question of payment and risk with new customers and suppliers; Escrow is often a good answer.

All presentations/timetables are subject to change. Please check with onsite event timetable on the day.