



FIMASYS SEMINAR

Consumer Finance: New opportunities and initiatives in an evolving environment

1-day presentation, success stories and related workshops

**Wednesday 3 June, 2009
from 08:30am to 4:30pm**



Location: Pavillon Dauphine – Place du Maréchal de Lattre De Tassigny, 75116 Paris
<http://www.pavillon-dauphine.com/>

Wednesday 3 June

Morning session

Fimasys presentation followed by two customers' business cases and one of our partners will be called upon speakers.

- 08:30** *Welcome coffee and registering*
- 09:00** **Opening** by **Didier Seillier**, President of Fimasys: Wellcome speech
- 09:10** **Market vision / Regulation** by **Pierre Blanc**, President of Athling consulting company
- 09:30** **New ProFinance functionalities and oncoming enhancements** (equipment leasing...) by **Pascal Martinez**, Sales and Marketing Director at Fimasys.
- 09:50** **Business development / Market strategy** by **Stéphane Henry**, Sales and Business Development Manager at Fimasys
- 10:00** **Business Case 2**
By **Laurent Kocinski**, Président du Directoire at CRÉFIDIS – Cofidis/CMNE group.
« Nouvel Elan » offer and Revolving.
- 10:30** **Questions and answers**
- 11:00** *Coffee break*
- 11:20** **Partner insight with TSYS – TSLoan offer**
By **Peter Smith**, Director Strategic Partner Management at TSYS : « The Changing Market in Loan Processing: In-house vs Outsourced
- 11:50** **Questions and answers**
- 12:20** **Business Case 1 / Expert recommendations**
By **Jean-Gaston de Lassis**, SOFINCO-FINAREF Alliance Project Director :
« Financial crisis and legal environment: issues and answers by
Crédit Agricole Consumer Finance »
- 1:00pm** **Lunch**

Afternoon session

Workshops / Development debate led by three or four speakers who will interact with the audience on business development opportunities and adapting initiatives undertaken by our customers.

- 2:30** **Workshops**
1. **Revolving : An evolving environment / Development opportunities** with **Loïc Jaume**, Project and Solution Integration Director: new consumer finance regulation
 2. **Bank, Loan** with **Peter Smith** : for a better global coverage
 3. **Risk management and arrears collection** with **Christophe Boley**, Business Solution Manager
- 4:30** **Close of day.**