



Bank of the Future

...Confluence of Opportunities & Strategies

Event Type: International Conference cum Exhibition
Date: February 15, 2007
Venue: Taj Lands End, Bandra (W), Mumbai (tentative)
Audience: 300 bankers

*Please note that the details below are updated on a regular basis depending on the focus areas and inputs from the bankers and the sponsors to this event and more areas can be added depending upon the need of the participants and sponsors.

Panel Discussion Sessions (50 to 60 minutes each):

1. Payment Systems:

Opportunities: Stability, End-2-End STP

Strategies: Integration, Optimization, Value/Volume Quadrants, Analyzing various Payment options, determining the Vision for payments

2. Outsourcing:

Opportunities: Creating a win-win scenario, Creating synergy between various outsourcing partners

Strategies: Compensation models, Assessing & outsourcing partner's security, Rapidly adding & subtracting capabilities & competencies, Service Level Agreements,

3. Branch of Future:

Opportunities: B2B CRM, Physical Products (cards, pins, ATMS, Kiosks, statements, passbooks)

Strategies: Attracting customers to profitable products, Value/Volume Quadrants.



4. Customer Relationship Management:

Opportunities: Selling products through channels, new technologies for strengthening relationships, new technologies on channels (eg. video conferencing)

Strategies: 360 degree customer vision, Optimizing products for different channels, Creating customized relationships, Value/Volume Quadrants.

5. Micro Banking:

Opportunities: Micro Credit, Micro Savings, Rural Mobile ATM.

Strategies: Identifying suitable technologies, Creating Channel Partners

6. Value Protection (Security & Risk):

Opportunities: Multi factor authentication, Integration security across the technology stack, emerging standards

Strategies: Enhancing application security, containing data theft

7. Aligning Banking with Globalization

Sponsorship Opportunities:



<u>Thought Partner:</u>	Rs. 700,000 3 panelist slots 5 delegate passes 12 sq meter stall Branding on backdrop, invites, delegate kit, website, etc. 3 pages ad in Banking Frontiers Database of delegates (after full payment) Post event coverage in Banking Frontiers
<u>Knowledge Partner:</u>	Rs. 500,000 2 panelist slots 4 delegate passes 9 sq meter stall Branding on backdrop, invites, delegate kit, website, etc. 2 pages ad in Banking Frontiers Database of delegates (after full payment) Post event coverage in Banking Frontiers
<u>Solutions Partner:</u>	Rs. 300,000 1 panelist slot 3 delegate passes 9 sq meter stall Branding on backdrop, invites, delegate kit, website, etc. 1 page ad in Banking Frontiers Database of delegates (after full payment) Post event coverage in Banking Frontiers
<u>Exhibition Stall:</u>	Rs. 100,000 9 sq meter Lighting, table, chairs, power points, etc.
<u>Delegate Database:</u>	Rs. 25,000

Contact: GODWIN LOBO / BERNARD JOSEPH D-103, Twin Arcade, Marol Military Road, Marol, Andheri (E), Mumbai 400059. Tel: +91-22-28515566, 28515569 Fax: +91-22-28507563, Mobile: 9892895633 / 9870223656.
mail: marketing@bankingfrontiers.com