

Portfolio Digital Transformation 2022 program

Program

Registration

Section I.: Be there or be square - Digitalisation's business benefits

Digitalisation is a cross-industry trend. The harsh truth is that if you do not take steps in time, you might easily be at a competitive disadvantage. Digitalising and automating corporate inner processes and turning them paperless, digital service and customer acquisition, improving financial and accounting procedures can result in the long-term enhancement of corporate profit margins. But digitalisation does not end when purchasing a system or software; the success rate depends on organisational integration, selection and optimisation of tools. Top executive managers help us answer these complex questions.

08:40 - 08:45 Welcome speech

Speaker:

Zoltán Bán, CEO, Net Média (Portfolio Group)

08:45 - 09:05 Digitalisation trends in the world and in Hungary

Speakers:

Gergely Bacsó, vezérigazgató, Allianz Hungária Biztosító

Chris Smith, Partner, McKinsey & Company

09:05 - 09:25 Pressure or Possibility - End or Means? Practical questions of digitalization in the business procedure of companies.

Speaker:

László Varga, Director of Business Development, DMS One Hu

09:25 - 09:40 Presentation

Speaker:

Balázs Németh, Chief Innovation Officer, K&H Group

09:40 - 10:30 Cross-sector digitalisation - How can businesses benefit?

Moderator: **Zoltán Bán**, CEO, Net Média (Portfolio Group)

Conversation participants:

Gábor Gonda, vezérigazgató, T-Systems Magyarország

Péter Ratatics, COO, MOL

Dávid Tibor, elnök, Masterplast Nyrt.

Zsolt Veres, Country General Manager, Schneider Electric Hungária Zrt.

10:30 - 10:50 Coffee break & Networking

Section II.: AI and robots, finance, document handling - Digitalisation of background processes

Digitalisation is not only about fancy mobile apps and nicely designed online platforms: from large companies to SMEs, there is considerable potential in optimising inner processes, the digitalisation of documents, contracts, and invoicing tasks. The number of working hours saved by day, reducing the incidence of errors, and improving workforce efficiency can quickly generate business benefits by implementing the right tools and digital processes.

10:50 - 11:05 Energy 4.0

Speaker:

Balázs Hajós, Sales Director, Schneider Electric

11:05 - 11:20 Real values of automation - beyond ROI

Speaker:

Károly Poór, CEO, Member of the Board, Dataxo Group Zrt.

11:20 - 11:35 DMS - Let's manage everything in its place!

Speaker:

Dalma Piskóti, Account manager, DMS consultant, DMS One Zrt.

11:35 - 11:50 Are we there yet? - the digital journey for Hungarian companies

Speaker:

Tamás Frisch, Head of Consulting (A&PS), Hewlett Packard Enterprise

11:50 - 11:55 Presentation

Speaker:

Péter Kiss, Leading expert, DMS One Zrt.

11:55 - 12:50 Increasing efficiency and digitalisation with modern technologies - What to look out for?

Moderator: **Péter Kiss**, Leading expert, DMS One Zrt.

Conversation participants:

Levente Czimbalmos, projekt szakmai vezető, Magyar Kereskedelmi és Iparkamara, Modern Vállalkozások Programja

Balázs Hajós, Sales Director, Schneider Electric

Attila Kezdődy, Customer Insights Tribe Lead, Foundation, MKB Bank

Zoltán Kulifai, IoT Solution Sales Manager, Vodafone Hungary

Dr. habil. Zsolt Roland, Ph.D. Szabó, HAS awarded researcher, associate professor, Széchenyi István University

Zoltán Szoleczki, automatizációért felelős vezető, OTP Bank

12:50 - 13:30 Lunch break & Networking

Section III.: Digital sales and services in the digital world

Digitalisation rewrites customers' expectations radically. Nowadays, a traditional manufacturing company, a real estate development company, or a jeweller cannot afford not to enter the virtual space. After this very first step, the key to success is in the details: how do we reach customers, what digital marketing tools should we use and what tools exist for automation on the customers' side?

How will our customers be content? How not to lose them? How can we do digitalisation 'right' on the clients' side? We look for the answer to these questions in this session.

13:30 - 13:45 MOL on the MOVE: how does a loyalty program drive a large scale digital transformation?

Speaker:

István Mag, Head of Digital Factory, MOL Group

13:45 - 14:00 When can your data assets be valuable and how can you manage them most effectively?

Speaker:

Norbert Németh, Sales Director, Grape Solutions

14:00 - 14:10 Presentation

Speaker:

Béla Bodnár, CEO, Shiwaforce

14:10 - 15:05 End-to-end digital customer service and agile operations - How will my customers be satisfied in the 21st century?

Moderator: **Dániel Dojcsák**, Marketing Communications Director, Shiwaforce

Conversation participants:

Bence Hoffmann, Deputy CEO, Shiwaforce

Zoltán Polgár, IT Governance Director, Magyar Posta Zrt. (Hungarian Post Ltd.)

András Szegedin, Digital Funnel Area Lead, Telekom Hungary

László Tátrai, CIO, SPAR Hungary

15:05 - 15:25 Coffee break & Networking

Section IV.: Digitalisation in practice - Case studies and solutions

After developing the digitalisation strategy, the background processes, and the digitalisation steps on the customer side, the most important task is implementing the plans. We do not just talk; we show concrete examples. Our last session offers you case studies and solutions that help you put digitalisation into practice.

15:25 - 15:40 House Of Cards collapses, or how should we defend proactively against the supply chain attacks?

Speaker:

Péter Sipos, Sales Representative, Inter-Computer-Informatika Zrt.

15:40 - 15:55 Organisational culture and digital transformation - "People before tech!"

Speaker:

dr. Júlia Füredi, Founder and Product Developer, Sparq tech

15:55 - 16:15 The pitfalls of digital economy - From a lawyer's perspective

Speaker:

Dr. Dániel Endre Nagy, Senior lawyer, Kinstellar

16:15 - 16:30 Digitalisation solutions for a future-proof company

Speaker:

Dániel Bözöri, Digital Solutions Presales CoE, T-Systems Hungary