

AIME POWER 50 CONFERENCE & WORKSHOP

Speaker Bios

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DAY SPEAKERS AND PRESENTATIONS

Dave Stephens from Vodafone
Sponsor and Keynote Speaker

Nick Lane from Mobile Squared
Driving the PRS Market Forward

- Revenues for 2015 – potential revenue opportunities for 2016
- Understanding consumer behaviour
- External market influencers
- How you can safeguard revenues

Anuj Khanna from Peak State Consulting
Statistical overview of the Digital Payments Market

- Global snapshot for the e-commerce and mobile commerce market
- Top 10 geographical markets and payment products
- Leading payment methods overview/case study
- Investment trends in the financial technology & digital payments sector

Tony Craddock from Emerging Payments Association
The Future of Payments

- What is Emerging Payments and who cares?
- What are the main drivers of change?
- What role does the Emerging Payments play?

Steve Ricketts from ATAO
Payment Trends, Emerging Technologies & Opportunities

- The broader picture – what has been happening in payments?
- Emerging Technologies – more change?
- Opportunities for business

John Pinchbeck from Ticketing Consultancy

Live Entertainment Impulse Purchasing

- The size of the potential opportunity for mobile applications
- The main barriers for entry
- The hidden solutions that mobile applications will bring

Nicholas Ralph from Dentons

e-Commerce under PSD2

- Payment Services Directive 2 – what is it about & what does it say about e-commerce
- What are the PSD2 carve-outs for digital content?
- Charitable activities and digital ticket sales
- Treatment of low value payment instruments and electronic money under PSD2

Roy Vella from Vella Ventures

Digital Wave, Everything has Changed

- How the collision of connectivity and commerce have changed the landscape
- Current Global major trends through digital immersion
- Key players in the new digital eco-system
- Finding the opportunities within the new market dynamics

DAVID STEPHENS – HEAD OF B2B ENABLERS - VODAFONE

Dave Stephens is the Head of B2B Enablers at Vodafone UK, and is accountable for Vodafone's wholesale messaging and premium rate services. His accountability spans business development, sales, product, technology and compliance, and he has a demonstrable record of identifying and exploiting commercial B2B/B2C opportunities to drive financial growth and competitive advantage. He's adept at defining strategies which drive commercial and sales excellence. His responsibility also includes driving alignment for premium rate and non-geographic services across consumer and enterprise at Vodafone UK.

Dave has been a leader in the telecommunications sector for 20 years, at both network operators and handset manufacturers, and has experience in the consumer, small to medium enterprise, enterprise and large multi-national corporate sectors.

Dave spends any free time he has with his family and has a passion for Rugby, Golf, riding his motorbikes and renovating his Land rover Defender.

NICK LANE – CHIEF INSIGHT ANALYST – MOBILESquared

Nick is Chief Insight Analyst and Founder at mobileSquared, and specialises in all aspects of the mobile and telecommunications industries, including; OTT and messaging, unified communications, mpayments, mobile marketing and advertising, premium rate services, automated platforms, mobile internet and social media, apps and content, as well as technology.

Nick oversees all aspects of client projects; research, analysis, data modelling, and creative output, to drive client awareness through white papers or reports, or provide clients with market positioning, competitor analysis, company expansion and product launches.

Nick speaks at conferences around the world, and is a judge for the Global Mobile Awards, the MEFFYS and the EMMAs.

In his time as an analyst, Nick has written strategic industry reports on "Mobile Advertising: Cutting Through The Hype," "Taking Internet Mobile", "Consumer behaviour on Mobile," "Mobile Network Planning," "IP-Core Networks: Legacy vs. Next-Gen", to name a few.

Prior to mobileSquared, Nick was principal analyst at Informa Telecoms & Media (now Ovum), covering the mobile content, service and advertising space. Going back further still, he spent 10 years as a tech journalist, working on leading B2B titles.

ANUJ KHANNA – BUSINESS STRATEGY CONSULTANT - PEAK STATE CONSULTING

For the past two decades, Anuj Khanna has been helping businesses around the world in achieving success through his peak performance expertise and business strategies.

Anuj's career has spanned across the Technology, Telecommunications, Advertising and Financial Industry. In 2009, Anuj decided to exclusively focus on his passion for helping businesses in their corporate expansion, sales and marketing strategy by setting up his own consulting practice. He has helped over 50 companies and their executive teams in achieving exponential growth and reaching their Peak State.

Anuj's consulting clients include high-tech market leaders such as AdMarvel, Badoo, Bango, Boku, Buongiorno, Dialogue, Hungama, Hutchison Telecom, InMobi, Isobar, Mobic, Mindmatics, Monitor Clipper, Mobbill, Neo Mobile, Netsize, Opera Software, Orange, Star Arcade, Spinlet, Vodafone, Venista Ventures, Verod Capital and Wau Movil.

Anuj is an open minded, high-energy problem solver who loves a challenge, hence has got the faith and respect of leading tech Founders, Venture Capitalists and Private Equity firms in helping them in investing and expanding their start up businesses.

Anuj has experience of doing business in over 80 countries. Anuj speaks five languages and has business relationships with thousands of telecommunications, IT, advertising, media and financial industry executives. Anuj is highly recognized and recommended as a business visionary and peak performance expert by several global CEO's and entrepreneurs.

For more information visit www.peakstate.com

STEVE RICKETTS – MANAGING DIRECTOR - ATAO

Steve Ricketts has over 15 years' experience in creating value from emerging technologies and over 7 years focussed on mobile. His company ATAO provides a range of services, including strategic, advertising and innovation consultancy, within the mobile sector. Clients include VC's; the GSMA; mobile agencies, retailers and technology start-ups; as well as voluntary work for UNICEF.

Previously, Steve lead a team at Orange/EE where, for five years, he was responsible for developing technology and data-driven business lines including m-payment, launching m-advertising and consumer focussed apps. He has also served as the European Managing Director of a silicon valley start-up providing location-based advertising.

Steve has sat on five major mobile industry councils/boards, including co-founding the IAB Mobile Steering Group.

TONY CRADDOCK – DIRECTOR GENERAL - EMERGING PAYMENTS ASSOCIATION

An enthusiastic business leader of the UK's most influential trade association in payments, a lively public speaker and avid networker, Tony is passionate about advancing payments innovation. He's an evangelist for the difference emerging payments can make to lives everywhere.

Whether writing blogs, chairing panel sessions at conferences, writing White Papers or enrolling CEOs in his mission; Tony shares knowledge derived from over a decade in payments. He is a director, investor and adviser to several payments companies and works with the UK angel and VC investment community to help them access the rising stars of the payments industry.

He conceived and launched the Global Prepaid Exchange and Gx in 2004, and the Emerging Payments Association (EPA) in 2012, of which he is Director General. The EPA advances payment innovation for its 76 members that range from MasterCard and Visa to Vocalink and First Data, Amazon and Subway, and Judo and Pannovate.

The EPA is building the global hotspot for payments innovation in London, UK. The launch of the EPA's Catalyst, the world's first incubator for early stage payments companies in June 2015, shows how Tony is enabling the adoption of emerging payments.

"I believe I'm here to challenge, support and enable others to go way further than they currently think is possible," says Tony. 'The Emerging Payments Association, with its enthusiastic members and driven volunteers, allows us to challenge the establishment and make the payments industry an agent of lasting global change'.

NICHOLAS RALPH – MANAGING ASSOCIATE SOLICITOR - DENTONS

Nicholas is a Managing Associate Solicitor in Dentons' London office, working in their market-leading Banking and Financial Services department. He advises a broad range of clients on UK and EU financial services legislation and regulations, including the Prudential Regulation Authority (PRA) and Financial Conduct Authority (FCA) rulebooks and European technical standards, and has particular expertise in conduct of business rules and marketing regulations applicable to products and services offered by banks, investment firms, payment services institutions and E-money issuers. Nicholas also advises on insurance mediation activities, regulated mortgage lending and consumer credit business, as well as outsourcing arrangements and high-level organisational requirements for regulated firms operating in both the wholesale and retail financial markets.

He assists clients on obtaining licences and regulatory consents from the PRA and FCA to establish and operate regulated businesses in the UK, on due diligence for acquisitions and disposals of regulated firms or product portfolios, and assists clients with preparing legal documentation and developing internal compliance procedures to comply with financial services regulations. Nicholas also has experience of European and North American headquartered businesses making acquisitions and launching financial products and services in the UK and other European countries, and advising on the relationship between UK and EU/EEA financial services laws and those in the US, including liaising closely with European and North American counsel across Dentons' global network of offices.

Nicholas also advises regulated firms on handling complaints determined by the Financial Ombudsman Service (FOS) and claims involving the Financial Services Compensation Scheme (FSCS). He has also advised two large UK clearing banks subject to FCA skilled person reviews, in both cases relating to the sales of complex derivative products sold to small businesses.

In addition to advising regulated firms, Nicholas also routinely advises individuals who are owners, controllers, directors or approved persons/senior managers on their legal and regulatory responsibilities in relation to financial services businesses.

Nicholas has previously worked as counsel at both the financial services regulator and at a major bank, so has experienced regulatory compliance issues from the perspective of both the regulator and a regulated firm.

JOHN PINCHBECK – PRINCIPAL CONSULTANT - TICKETING CONSULTANCY

As founder and Director of the Ticketing Consultancy, John has over 25 years of live entertainment ticketing experience, covering Arts, Sports, Music, Museums, Galleries and Visitor Attractions, across Europe, North America, the Middle East, Africa and Asia Pacific, for Venues, Rights Holders, Ticket Agencies and System Suppliers, in Sales, Marketing, Operations, Business Development and Consultancy.

Current clients include OutBox/AXS (AEG), Really Useful Theatres Ltd., and Time Out Digital Ltd. Recent clients include: Guardian News & Media, Ambassador Theatre Group, Opera North, and Leinster Rugby.

Past consultancy clients include: MCC/ECB, Premium Television, Hong Kong Government, Reuters, Ericsson, ACE, ACNI, RSC, Royal Opera House, National Theatre, London Marketing, Ticketmaster, Seatwave.

John specialises in Business Development and market entry, and recently extended into live entertainment Revenue Management through the formation of ReVenue Consultancy, whose clients include: Cirque du Soleil, Munster Rugby and Leinster Rugby.

ROY VELLA – VELLA VENTURES

Roy is a digital services expert and independent advisor/consultant to players large (such as Vodafone & GSMA) and small (a number of start-ups) in the space. Prior to offering his services-at-large, Roy was at RBS where he led the bank's mobile efforts globally.

Before RBS he spent five years with PayPal starting out as the Director of Business Development in the US Merchant Services Team, and finally as the Head of Mobile Payments leading the mobile payments initiative in Europe. Previous to PayPal, Roy worked as the VP of Sales & Marketing at 4Charity (a start-up focussing on corporate philanthropy), and, prior to that, as a Partner at Quantum Technology Ventures (a corporate VC firm focussing on the storage industry).

As an entrepreneur, Roy co-founded NetAbacus Corporation; a web based purchasing service for small businesses, serving as the VP of Marketing/Strategic Relations.

Before graduate school, he began his career in Client Service at the Leo Burnett Company in Chicago. Actively involved in the non-profit sector, Roy currently serves on the Board of the Stanford Business School Alumni Association and is also the Board President Emeritus of Variety Children's Charity of Northern California. Formerly, for over 8 years he was Board Treasurer of BATS Improv, an improvisational school and theatre company.

Roy received a BA in Mathematics from Holy Cross College (with High Honors and elected to Phi Beta Kappa) and a JD and MBA from Stanford University.

He currently lives in London with his family. While hobbies have truly taken a back seat to family life these days, he enjoys outdoor sports and travel adventures.