

# PRESIDENTS INSTITUTE

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# Our Concept

Modern decision-makers are under pressure from all sides. Technologies, markets and business opportunities are changing faster than ever before, and whilst it has never been more important to stay updated on the latest developments, it has also never been harder to identify what is relevant for you and your organisation.

Our Forum membership is for individuals and organizations that want to build a great network while keeping up to date on the latest trends, developments and opportunities in the business world. The membership gives you access to actionable insights, inspiration and networking at a carefully selected number of Northern Europe's leading conferences and summits that cover business development and strategy from a 360-degree perspective.

Welcome to Presidents Institute.



 PRESIDENTS SUMMIT  
2019 COPENHAGEN

LEADING THROUGH CHANGE

 PRES  
2019 COPENHAGEN

# Board Conference

*Board Conference will challenge the way you do business and enhance your leadership profile. It will host numerous speakers with countless topics, ensuring something relevant for everyone. Come meet Northern Europe's leading board members and connect with the leaders of the future. More than 1000 attendees and over 40 speakers will be present at the venue in Copenhagen. The conference is built on the following three topics:*



## Leadership & Strategy

Adapting to an ever-evolving world and continually sharpening your skills is what separates a great leader from a good leader. These sessions will help you define your leadership profile or enhance your current one, and talk about how to build the perfect strategy regarding present topics such as Artificial Intelligence and CSR.



## Management & Organisational Culture

Culture is everywhere, and having a transparent company culture can ensure streamlined business and a great work environment. Often overlooked, it can mean the difference between a company's success and failure. These engaging sessions will focus on how the board can strengthen its communication with management to ensure a smooth integration of strategy, how to define your organisation's culture and why it should be thought into your strategy.



## The Future of Board

The future is rapidly approaching and staying up to date, and welcoming change can launch your company into the future. The future presents new obstacles and challenges for the board. The world is changing and the board need to change with it, to ensure the success of the organisation. These sessions will focus on the board will change in regards to prioritization, mid and long term strategy revision and how to prepare your organisation for the global threats of the future.



# HRtechX

*HRtechX is a student-driven initiative that aims to address issues in the future of HR & HRtech. The conference is attended by more than 1000 profiles and more than 50 speakers will be present. The conference is built upon the following three themes:*



## Strategic HR & Leadership

The CHRO is becoming an integral member of the strategic leadership team. This was certainly not always the case. However, today's businesses require far more from HR than ever before. People-first companies have been proved to drive significantly higher performance than those not focused on employees and culture. In order for companies to fulfill their potential, they need to invest in their people and their culture, and strategic HR leaders must lead the way.



## Rentention & Employee Experience

The calculations are simple: the demand for the right profiles is greater than the supply. Therefore, more and more companies are looking at how to optimize the experience they offer their employees. As companies are digitalizing and become more technologically advanced the agility of their employees to learn and adjust to their changing environment has become essential. The ability to empower employees through technology is therefore a key component to utilizing the most essential resource of the business.



## Recruitment & Onboarding

Technology has been the prime disruptor of the recruitment industry. Instant access to information, growing connectivity, and a transient workforce have turned the tables on recruiters, giving candidates far more control. Employer branding has therefore become a vital part of attracting skill talents. This track will discuss how technology can leverage recruitment processes attract the workforce of the future.



# SupplyTech Insights

*SupplyTech Summit is a student driven conference centering itself on best practice in Supply Chain technologies taht optimize, integrate, and automate processes. More than 400 profiles and 50 speakers will attend the conference. The conference is built around the following three themes:*



## Supply Chain Planning

The planning track will explore best practices and technologies for optimising the supply chain planning process. In supply chain planning, some of the biggest leaps being made currently come from technology.



## Strategy & Leadership

The strategy and leadership track explores how to create a competitive advantage through your supply chain. Exploring topics beyond simply minimising costs, this track covers internal misalignment, turnarounds, sustainability and more.



## Logistics

The logistics track aims to provide insight into staying competitive. This will include how 3pl's add value through their services related to production or procurement of goods. In addition to minimising risks connected to suppliers.



# SetSales

*SetSales are setting sail for the future of sales, and are inviting everyone interested in defining the new era of sales. With more than 1000 attendees and over 40 speakers, SetSales is the largest sales conference in Denmark. The conference is built around the following three main topics:*



## Leadership & Strategy

Being center and in charge of an organization requires a full understanding of many corporate matters. These topics will vary between distinct approaches to sales strategies and more holistic business leadership. This includes talks about current trends in sales and management, change and innovation, culture, scaling, growth and agility.



## High Performance Selling

Leading the way in sales teams or departments means understanding both yourself, your team, your product and your customer. In many ways, digitization is changing the buyer's journey, giving a completely new perspective to customer experience and success. Besides this, these talks will include topics of productivity and effectiveness as well as learning and coaching.



## Tech & Operations

No sales team delivers anything without the right structure and technology to support it. CRM systems have been around for decades, so what's new? In this area, talks will touch upon other software and service approaches, sales engagement and productivity, as well as Artificial Intelligence (AI) and other emerging technologies.

# Retail Insights

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*At Retail Insights, we aim to address the most recent key aspects of the retail business. Every modern decision-maker within retail must be aware of the challenges and opportunities in the industry and be equipped to take action in a rapidly moving environment. Retail Insights is a forum that provides the most recent insights and tools to cope with the future challenges of your business from a retail perspective. Join 600 attendees for an incredible day centered on the following three key topics:*



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## **Customer Experience**

The first topic will address customer experience and how your company makes sure to deliver the best customer service and how focusing on omnichannel or multichannel will affect your company. Beyond how to create an 'in-store' experience through personalization and services.



**Ri**

## **Data & Technology**

The second topic will address how data and technology have become a major influence in the past decade on how successful an organization is. It is therefore crucial for companies to know how to collect and use data and technology to develop the strategy and operation of the company.



**Ri**

## **Scaling Retail Business**

The third topic will address how to scale your retail business to new heights. You will gain insight into the future of retail stores and how to build your retail brand. Furthermore, the topic explores how to scale your business from 1 to 100 stores along with expanding to new international markets.

# CFO Insights

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*CFO Insights is a students driven organization that aims to address the issues of future CFOs and to connect all parts of the CFO value chain. With more than 600 attendees and more than 40 speakers, CFO Insights is the largest CFO conference in the Nordics. The coference is centered around the following three themes:*



## Leadership & Strategy

The first main topic will address how the requirements and tasks of today's CFO are expanding into new areas. Beyond having responsibility for the finance function, the modern CFO is now asked to be a strategic advisor on multiple areas vital to the firm. This topic will dive into transformation management, the challenges of M&A deals, and how the CFO can create value by being a board member.



## Technological value creation

The second main topic will focus on how using technology can create more value and lead to better business decisions. It will address how investing in the right technology can help you free up resources and achieve operational excellence. The topic will touch upon data management, advanced analytics, artificial intelligence, and robotic process automation.



## Future trends

The third main topic will provide insights into what the future looks like as a result of innovation and technological development. This will include how digitalization is challenging the traditional business models of incumbents, and how you can create value for your organization by introducing the right new technologies.

# InsurTech Insights

*InsurTech Insights is the world's largest Insurtech community with conferences in both Europa, Asia, and North America with more than 5,500 attendees and over 600 speakers. Insurtech, insurers, and investors all gather for two days of actionable insights at beautiful venues around the world. The conferences are centered around the following themes:*



## Insights

Our community is one of the leading Insurtech communities, connecting you to the industry leading innovative thinking being generated around the globe. With attendees from established Insurtech companies to C-level Executives from leading Insurance Carriers, Reinsurers, Investors and innovating Start-up businesses.



## Networking

Insurtech Insights was founded to foster debate around the most innovative technology that impacts the insurance industry. We bring together the most influential executives, investors, and entrepreneurs to share their insights on how technology will shape the future of insurance.



## Inspiration

Through our global events in London, New York and Hong Kong we are creating a community for members to connect and share knowledge through a variety of different ways, such as podcast and conferences.



# Private Equity Insights

*Since 2010, Private Equity Insights has become the leading Private Equity networking platform for more than 75,000 investment professionals across Europe and Asia. Private Equity Insights has a global reach and coverage of the PE markets in the UK, France, Iberia, Nordics, Benelux, Poland & CEE, South-East Asia, Switzerland, Italy, and Germany. It has become the fastest growing private equity network worldwide.*



## What We Do

Private Equity Insights organizes 11 Private Equity conferences in the UK, France, Iberia, Nordics, Benelux, Poland & CEE, South-East Asia, Switzerland, Italy, and Germany. The goal of organizing these private equity events is to help all players solidify their relationships with the most relevant investment professionals – General Partners, Limited Partners, PE/VC Target Companies, and Service Providers.



## Our Approach

Each conference is designed around networking, making sure you hear from brilliant minds that operate throughout the whole PE lifecycle. Each panel is hand-picked to cover the trending topics in PE, and we provide 4+ hours dedicated to networking opportunities. Additionally to all of this, we organize 1:1 Capital Introductions where we match you to the most relevant player of the industry, considering your profile.



## Our Mission

Our ultimate goal is to connect the industry to what really matters. We see ourselves as the go-to Private Equity platform to connect you and your firm to the most relevant player according to your goals. We improve the networking experience by facilitating introductions, offering exposure, insights, and opportunities.





[www.presidents.eu](http://www.presidents.eu)