COLLECTIONS DIGITAL RIP INTERNATIONAL PROGRAM

FLY TO THE FUTURE IN ONE CLICK SEPTEMBER 14th - 25th 2020

Powered by CMS Group 00

Partner





COLLECTIONS DGTAL INTERNATIONAL PROGRAM



Powered by CMS Group 00 Digital Experience CMS 365

CMS Group presents the digital version of its

successful program for innovation trips: **Digital Trip**

Imagine knowing, in two intense weeks, the best practices in the world without needing to abandon your working routine, investing less money, with the security that the moment requires and multiplying your network of clients and prospects on a global scale.

Come live this transformative and unique experience that only a company with a global presence can offer.





The **Digital Trip International Program** aims to accelerate a new generation of world leaders, connecting them to the largest and most important innovation and education centers in the world, through a digital platform in the comfort of their environment and safeguarding their security, exactly as the moment requires.

SEPTEMBER 14th – 25th 2020

Ten days of exclusive programming segmented, with 2 hours of activities per day, totally focused on the credit cycle, featuring the best presentations and meetings with key players, businesses and global markets that lead the way.





Fly to the future with us!

EASIER!

Be part of the live content from the comfort of your home or office and interact with the most prominent leaders via streaming.

MORE SPECIFIC!

By combining the speakers from various countries, we gained the capability to combine specialties of each content in a digital journey totally focused on your business.

BEST LEADERS!

Without geographical limitation, you will have the great opportunity to get experience and to interact with experts from different places all over the world.

MORE INTERNATIONAL!

Speakers and participants from more than 10 countries in 3 continents. Let's scale up the Trip experience to the maximum power!

MORE CMSTRIP!

If you haven't already participated in a CMS Innovation Program, this is your opportunity to be part of the exclusive community of CMSTrip. It is much more than a business trip, is a connection among peers that generates amity for life.

NEW MINDSET!

Imagine some of the brightest minds of their industries helping you to think about the future of your business!

MORE CHANCES!

Generate conversations and networking with speakers and participants through forums, meetings, chats and multiple interaction tools.

MORE EFICIENT!

With only a few hours a day, you can keep your working routine and participate of this incredible experience simultaneously. Organize your schedule and learn fundamental content every day, especially targeted for your business.

MORE ACCESSIBLE!

Don't spend money in flights, trips, hotels and many other expenses that a physical trip would involve. A cheaper and more accessible ticket. The digital is here to stay!



COLLECTIONS DIGITAL RIP INTERNA<mark>TI</mark>ONAL PROGRAM

WHERE ARE WE GOING TO?

We have no limits in our digital program. We will travel the world looking for the best innovation barns through global and local players that have marked our innovation programs in all the places we have visited.

You will visit one or more countries every day, with the best experiences selected in the Collections market and its most prominent leaders.

Our schedule includes several world markets:

North America: United States and Canada

Latin America: Brazil, Mexico, Colombia, Ecuador, Argentina, Peru

Europe: Spain, UK, Sweden, Norway, **Germany and Italy**

Asia: Israel, Russia and China

WHAT ARE WE GOING TO DO?

Through an interactive and varied methodology, the Digital Trip Program will link you with a large number of global players, big companies, consultants, coaches and executives who participate in the event. Each day a key topic to the develop your business and the future of the industry's credit cycle, which will be discussed in:

Virtual visits

Masterclasses

Discussions

Presentations

Pitch Sessions

Business meetings

GET READY FOR A JOURNEY THAT WILL TAKE YOU TO THE **NEXT LEVEL OVER**

Worldwide best practices!



INTERACTION AND NETWORKING IN EXPONENTIAL VERSION



- Live broadcasts
- "A la carte" content
- Exclusive Tech Pitchs
- Interviews with experts
- Articles and papers from great companies

MORE INTERACTION

BETWEEN

PARTICIPANTS

- Private chats (Individual and group) -
- Private meeting rooms for business encounters / video meetings
 - Gaming / ride sharing •
 - Publication of articles and photos •

Digital Experience

CMS 5

MORE DEBATE SLOTS AND INTERACTION OVER THE AGENDA TOPICS

Discussion forums

• Q&A to speakers

Polls

2 weeks of events

- 2 hours a day •
- + 60 days to access the event papers and videos

MUCH MORE CONTACT TIME





Made for Leaders of today and tomorrow



32% Directors CEOs Presidents Vice Presidents Partners and Directors



14% Area Heads Supervisors

13% Consultants Others



TARGET AUDIENCE

This Digital Trip is designed for:

» Leaders and executives from the credit / asset recovery segment who want to expand their borders, network and knowledge with global best practices.

» Companies engaged with the professional development of its future leaders of the credit cycle from companies that, for the first time, this type of international experience to add value and growth to their careers.

» Fintechs related to the credit industry focused on expanding contacts and achieving better performances.

» Independent professionals in the financial segment focused on high impact international experiences.



PROGRAM (Eastern Time)

September 14th (Monday)

11 am – 12 pm

MASTERCLASS

AFTER THE BIG BANG! – A new tomorrow is born for the global financial system

BRETT KING

A world-renowned futurist and speaker, an International Bestselling Author, and a media personality who covers the future of business, technology and society.



September 15th (Tuesday)



WHAT DO BANKS OF THE FUTURE NEED? The winning strategy for digital transformation.

10 am - 11 am **MEETING**

Let's talk to the manager of the largest Spanish bank and the largest entity in the country of global systemic importance (ESIA) to tell us about the value chain in collections, from the recovery managment (and the differences between regions) to the experience of the Santander's client in the collection process.

11 am – 12 pm **Q&A Session**





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THE CUSTOMER LIFE VALUE: A new credit customer asking for an amazing Experience.

10 am - 11 am

MEETING

The new consumer demands differentiated treatment. Their consumption needs have changed, also the level of demand for a relationship and differentiated experience with the provider's companies. In what way the world market of the cycle of credit is considering these demands? And how do providers, as representatives of their clients' brands, offer CX solutions?



September 17th (Thursday)

COMPLIANCE VS PERFORMANCE: How to use the culture of rules to generate results.

10 am - 11 am **DISCUSSION OR MEETING COMPLIANCE COMPANY / CLIENT**

We will show how companies that make up the compliance rules of its customers as a fundamental part of its strategy and operations get ahead Adaptation to the standards of operational risk, Law on Data Protection, cybersecurity, among others, are a competitive advantage? What is the impact of all these adaptations on performance?

11 am - 12 pm **Q&A** Session September 18th (Friday)



NPL AFTER CORONA CRISIS! How to keep portfolio's health under expected losses and new opportunities.

10 am - 11 am PANEL **NPL MANAGERS CLIENT / COMPANY**

The future has changed and nothing will be the same in your business. Now it has become essential to know the perspectives of the big vendors, funds and Master Servicers in the NPL segment worldwide. Identifying new opportunities in your portfolio or business will help you to build the "new normal".



September 21st (Monday)



BIG DATA & ANALYTICS FOR COLLECTORS: When and how does data start generating results?

10 am - 11 am PAINEL BIG DATA COMPANIES / CUSTOMERS

Let's talk to who understand the data and can generate amazing results with analytics to segment collections, from the variety of sources of unstructured data and intelligence to collect and analyze predictive information to support more assertive decisions, giving the manager a global vision in real time.

11 am – 12 pm **Q&A Session**

September 22th (Tuesday)

COLLECTORS LEARNINGS FROM COVID 19: How to Quickly React to Drastic Changes and Continuous Transformation for Your Customers

10 am - 11 am PANEL EUROPE / LATAM BIG COLLECTORS

Let's learn the strategies of large collections companies worldwide to overcome the economic crisis, the problems of operations, losses and generating results for their clients.



September 23rd (Wednesday)



DIGITAL TRANSFORMATION & CRISIS: How to accelerate when the world hit the brake?

10 am - 11 am DEBATE ACCELERATORS

We will gather the wolrd's main accelerators to analyze the overall picture after the pandemic for fintechs, investors and accelerators. After all, at a time like this, when innovation is essential for the resumption of growth in the market, will Fintechs stand or succumb to the economic imbalance?

11 am – 12 pm **Q&A Session** September 24th (Thursday)



DIGITAL COLLECTIONS: The turning point of a market in complete transformation

10 am - 11 am DEBATE TOP 5 DIGITAL COLLECTIONS

We will bring together the major worldwide players in a round of discussion to talk about the models adopted in various digital collections markets and how the market had to adapt and change quickly in 2020. In the end, ¿the future has come before what planned?







MASTERCLASS CRISIS AS AN OPPORTUNITY. How to manage stress and make your business grow!

JON GOLDMAN,

Visionary leader, expert in business growth, facilitator and business guru

Programming includes simultaneous translation!



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mashroom.5

TECH PITCHS

You will receive as an extra, the elevator pitchs major market solutions to compare your current technology to what it could have. Through this dynamic, we will gather the most highlighted global providers of technology of contact and collections whose will share solutions and results through pitchs. A very interesting opportunity to learn about the technology and the vision of the future of the market and generate excellent contacts



GREAT STREET







0 0 0 0 0 0 WHY CMS?1 0

> For more than 20 years, the CMS Group has created great experiences for the most important players in many industries of Latin America and Europe.

> We know how to take you to develop your maximum potential and generate more opportunities. We support you with our experience and professionalism.

Each meeting is tailor-made to exceed your expectations. We are experts when it comes to "thinking outside the box" to help you improve yourself.

At CMS we constantly transform ourselves to take our events to the next level, developing an increasingly stronger and more direct relationship with the thousands of people who are already part of our global network.

COLLECTIONS DGGGGAAL



Early Bird 675€ + tax Until June 30th Regular price 880€ + tax

IT INCLUDES » Access to all programming confidentiality of the items) » Possibility of interaction b » 10% discount on future Inr

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» Access to all programming for a period of 30 days, including all recordings and meetings (agreement of confidentiality of the items)

» Possibility of interaction between the participants of the Digital Trip

» 10% discount on future Innovation FieldTrip Program

SPONSORSHIP OPTIONS

Endorsement

Buy +3 tickets and get, in addition to a discount, your logo in all Digital Trip communication for the entire audience of the event.

1.890€ + tax

Excellence Sponsor

It includes:

» 3 tickets to participate in the event.

» Insertion of the logo in all the advertising of the event, in the Excellence category .

» Possibility of presenting 1 (one) 15-minute Tech Pitch.

4.500€ + tax

Master Sponsor (Maximum 3 sponsors)



Includes: »10 tickets to participate in the event. » Insertion of the logo in all advertising of the event in the Master Sponsor category. Maximum visibility! » Event database (participants who authorize disclosure of their data).

» Possibility of presenting 2 (two) 15-minute Tech Pitch.

» Participation as a panelist in one of the sessions.

» Private room: coordination in two private meetings with groups of your interest

9.000€ + tax













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INTERNATIONAL PROGRAM

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Let's create Opportunities

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