

Specialist Workshop – Bank Relationship Management



Listen and engage with your peers

9:00-13:00, Wednesday 6 May 2015

The Economist Group Office, 20 Cabot Square, E14 4QW, London, UK

Are you responsible for your company's bank relationship management (BRM) and are you working on a project to improve it in 2015? Join like-minded treasurers at this specialist workshop to compare approaches, share ideas and solve mutual challenges to re-define and fine tune your BRM strategy.

On the agenda:

- Defining Bank Relationship Management
- Wallet share methodologies
- Performance & value measurement
- Responding to Basel III
- Bank fee reconciliation

Workshop format

Please note that this is a highly-collaborative workshop, not a presentation. You will be expected to engage and participate fully in the discussions. Please prepare in advance a description of the current status of your bank relationship management and your future goals.

How to register

This event is open to EuroFinance Corporate Treasury Network (ECTN) members only.

If you are already an ECTN member, please email emmadbrady@eurofinance.com to confirm your place.

If you are not an ECTN member, [sign up now!](#)

Spaces are limited and will be allocated on a first come, first served basis.

Workshop chairs

- Rupert Keenlyside, Director of Product Development, EuroFinance
- Hugo van Wijk, Managing Director, Vallstein (Co-chair and presenter)

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Vallstein is the leading provider of Bank Relationship Management (BRM) solutions. The company was founded in the year 2000 following a vision to create a breakthrough in the way corporations manage a core component of their business, the banking landscape. Prime to Vallstein's solutions is the WalletSizing® concept, which provides a fundamental innovation in BRM. Delivered as consulting service and / or software on demand (SaaS), Vallstein's solutions empower large and medium sized companies to gain full insight, control and compliance to their banking business, resulting in an information lead and significantly improved conditions. Hundreds of corporations use Vallstein's solutions to execute their BRM.



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