

STRATEGIC ALLIANCES FLEVUM

Given that industries are rapidly changing and (environmental) challenges are becoming global, ecosystem partnerships have become more prevalent.

How should companies handle these vastly increased and organically growing alliances? How do you develop an innovative ecosystem around a social phenomenon or corporate responsibility theme? What are the enablers of successful partnerships such as data driven cooperation or the development of trust? During four sessions we will discuss with field experts several topics related to how ecosystems can cooperate to achieve what it impossible to be done alone. In every session we choose a different topic approach with the main driver being: partnerships in practice.

PREVIEW UPCOMING EVENTS - 2022

8

JUNE

Vision Dinner: The Role of Rail in Sustainable Mobility

17:30 - 20:00

Speaker: Reinout Wissenburg, Director of Sustainability at ProRail



With the launch of the Climate Train during COP26 in Glasgow, attention has been raised regarding the role of rail in the climate change policy. ProRail realises that infrastructure (such as housing and accessibility by car) and the role of employers influence the supply and demand for travelling by train. As part of the sustainable transition, we should reconsider mobility, work, and living: where will business offices and residential areas be located, and do we even want to travel so often? During this Strategic Alliance Vision Dinner, Reinout Wissenburg, Director of Sustainability at ProRail, will start a dialogue about mobility issues, reconsidering types of mobility and infrastructure, ProRail's partnerships, and the modal shift in gaining market share.

PAST EVENTS - 2021

20

APRIL



Virtual Round Table 20 April 2021: Boosting Innovation | 17:00-18:30

Speakers: Nisha Bakker, Ecosystems and Partnership Development at Hardt Hyperloop & Jeroen in 't Veld, Managing Director at Rebel

The ability to identify and work with partners is a powerful source of competitive advantage, particularly when it comes to creating new growth products and services. Despite the absolute necessity to innovate with partners, it can be a real challenge to get aligned with other organisations, let alone to receive internal support for these new collaborations. In this Virtual Round Table Nisha Bakker from Hardt Hyperloop and Jeroen in 't Veld from Rebel will elaborate on partnerships to disrupt the transport industry with a sustainable mode of transport for long distance travel.

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JUNE



Virtual Round Table 15 June 2021: Smart Partnerships | 17:00-18:30

Speaker: Saskia Mureau, Chief Digital Officer at Shell Global Commercial

Engaging in strategic partnerships are mutually beneficial arrangements that will often spark innovation and optimisation. It is a proven concept to learn new things, share best practices, achieve specific objectives, set future goals, and build trust with many different stakeholders. Especially in today's digital economy forging alliances with both renowned companies and upcoming start-ups requires thoughtful alignment. In this interactive hybrid expert dialogue, Saskia Mureau - Chief Digital Officer at Shell Global Commercial, will share her experiences on creating smart partnerships to (digitally) innovate longstanding industries like mining or marine industries. In her role as CDO, Saskia wrote the digital strategy for the Shell group and she accelerated the digital transformation of Shell Global Commercial.

17

NOVEMBER



Virtual Round Table 17 November 2021: Making Partnerships Work |

16:00-17:30

Speaker: Rutger Planken, Director & Founder FoodServicehub at Unilever FoodSolutions

Unilever Foodsolutions (UFS) partners with selected scale-ups, who offer customers innovative solutions to serious customer problems. As a part of UFS, FoodServiceHub aims to build new service-based revenue streams with impact. FoodServicehub is managed as a start-up to assure an entrepreneurial mindset. Rutger Planken is co-founder of FoodServicehub. During his presentation, Rutger discusses how he aims to build successful partnerships with tangible examples on what to do and what definitely not to do. After his presentation, we intend to use the majority of the time to have a discussion amongst the participant. You are most welcome to join!

PAST EVENTS - 2020

27

OCTOBER



Virtual Round Table 27 October 2020: How digital is challenging the ecosystem in financial services | 17:00-18:30 | Online

Speaker 1: Joachim Goyvaerts, Director Benelux & Ireland at PayPal

As PayPal moves to democratize financial services, the organisation focuses its efforts on providing fully integrated mobile transactions. PayPal partners up with a wide range of alliances. Joachim Goyvaerts will show how customers decide with whom PayPal will partner and how the added value of international partnership can differ on global and local level.



Virtual Round Table 27 October 2020: How digital is challenging the ecosystem in financial services | 17:00-18:30 | Online

Speaker 2: Matthijs Aler, CEO at Ohpen

Ohpen's engine is used to manage over €10 billion every day and is therefore becoming an increasingly relevant player in the field of financial services. Inherent to the success of their product are strong partner relations and in light of this Matthijs Aler will explain how the fintech product which Ohpen provides, helps position the company within the financial services ecosystem.



Virtual Round Table 27 October 2020: How digital is challenging the ecosystem in financial services | 17:00-18:30 | Online

Speaker 3: Floris van Ommeren, Director Strategic Partnerships & Value Creation at ABN AMRO Bank N.V.

Floris van Ommeren will dive into what it takes to create and maintain a successful partner-ecosystem. He will do this in the context of his goal to allow ABN AMRO to provide a broad range of services to its customers, whilst optimally utilizing contemporary technological developments. He will elaborate on this from his perspective on the changing character of strategic partnerships in the ecosystem of financial services.

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NOVEMBER



Virtual Round Table 25 November 2020: How ecosystems support innovation and sustainability | 17:00 - 18:30

Speaker 1: Arjan de Jong, Head of Supplier Development & Innovation at Vattenfall

Vattenfall is one of the largest electric utility companies in Europe. Within the organisation, Arjan is responsible for ensuring that innovation can be realised through successful partnerships with a diverse range of actors. In his talk, he will explain the importance of an ecosystem of strategic partners in overcoming contemporary challenges, which are often too large to be dealt with by a single actor. He will explain this to the backdrop of the energy transition.

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NOVEMBER



Virtual Round Table 25 November 2020: How ecosystems support innovation and sustainability | 17:00 - 18:30

Speaker 2: Ilse van der Net, Energy Transition Development & Partnerships at Shell

Ilse van der Net has a background in mergers & acquisitions and currently is responsible for investments and partnerships to speed up the energy transition in the Netherlands. She is working with partners across various sectors to advance cleaner energy solutions and to find ways to help customers reduce their carbon footprint. Ilse will discourse on her vision for unprecedented collaboration and action between all parts of society to meet the goals of the Paris Agreement and share how Shell and its partnerships actively contribute.

PARTICIPATING



ABOUT FLEVUM

Flevum develops network structures that contribute to accelerating innovation, agility and adaptability of organizations. The sharing of experience and the exchange of knowledge and market insight on trends that influence the management of an organization are, in our opinion, crucial in modern entrepreneurship. Flevum connects executives of the top 500 companies, governments and healthcare institutions in the Netherlands, by developing content driven network programmes. By means of exclusive, small-scale, peer to peer settings, executives share their insights about the challenges within the industry and future trends.

All our events are meant for small groups (12-15 attendees), content driven (discussing challenges and best practices) and peer to peer (decision makers on the topic).