AUSTRALIA'S #1 MEETING PLACE FOR CUSTOMER EXPERIENCE PROFESSIONALS



4 – 5 May 2022Melbourne Convention and Exhibition Centre, Australia



Aligning your organisation towards the same set of priorities to drive true customer experience transformation

HEAR FROM 40+ CX CHAMPIONS:



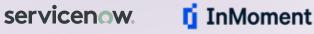








THANK YOU to our Foundation Partners:







THE EVENT FOR

EVERY CX LEADER ACROSS THE COUNTRY

In today's connected world, customer experience leaders have only one thing on their minds: Creating a frictionless customer experience to deliver on customer promises every time.

As we enter a new era where Chief Customer Officers are rising up to the role of CEO, creating a Digital-First CX strategy is now on the top of many board-level agendas.

With so many technologies available that can drive digital advancement in the CX space, organisations are having to prioritise which solutions will help bring their digital strategy to life. This ranges from new CRMs, to MarTech Tools, to Self-Service Platforms that can help streamline the customer journey. In such a crowded market, it can be difficult to source the perfect solution.

In order to drive a Digital-First CX Strategy, the right solutions and technologies need to be in front of every leader's line of sight.

This is where **Next Gen CX Conference** comes into play.

We've designed Next Gen CX to support this period of transformation by bringing the most senior audience of buyers together who are serious about forging key partnerships that will underpin this period of advancement and change.

Join attendees from across Australia and NZ at this standout event as together we deep-dive into future strategies, display the latest emerging technology solutions and embark on the next frontier of customer innovation.



Mary Anne Ghobrial Show Director **Next Gen CX @ The Customer Show**

It's important to always know what your target market are focused on. Check out what enterprise and government organisations are saying in Next Gen CX:

- **57%** of organisations recognise they need to improve the design of their mobile websites to drive customer referrals. This means investment in web and mobile solutions are skyrocketing.
- **52%** of organisations understand more than half of global internet traffic now comes from mobile. This has resulted in the introduction of new apps and mobile channels
- It's become clear only 1 in 26 unhappy customers actually complain. This means there every 25 in 26 customers no one knows are unhappy.
- Organisations now know 91% of customers would use an online knowledge base if it were available and tailored to their needs. This has resulted in self service investment being a key focus for CX leaders!



TOP 5 REASONS WHY



YOU SHOULD BE ATTENDING THE NEXT GEN CX CONFERENCE

Discover how Verve Super are generating 30% of new business solely from referrals and customer loyalty initiatives

Gain insights into how you can create **personalised customer experience** strategies through data-driven insights from the former CMO of Volkswagen











Be inspired by Thought-Leader and Best-Selling Author Jason Bradshaw as he unleashes insights on how 1% difference in your CX Index can boost profits by up to \$1billion Join the Insights Panel led by Salvos Stores, Booktopia and Telstra to learn how you can harness the power of predictive journey mapping in getting one step ahead of your customer Determine new ways
to integrate digital
experiences and
improve customer
satisfaction and loyalty
through our Inspiration
Panel led by Energy
Qld, Kmart Australia and
Aurecon

PACKED WITH 20+



INTERACTIVE GROUP DISCUSSIONS, PANELS, CASE STUDIES, PRESENTATIONS PLUS MUCH MORE, DON'T MISS OUT ON SOME OF THE KEY SESSIONS INCLUDING:

Lifting the Lid on Voice: Learn how to create immersive and Conversational Experiences by Bringing Voice to Physical Spaces



Redefine clear leadership and mentorship pathways to ensure employee satisfaction remains the heart of every department



Gain insights on how you can utilise information from existing departments to understand every moment of the customer journey and employ a unified strategy

CarExpert



INTRODUCING NEXT GEN CX'S HEADLINE KEYNOTE

Join Jason Bradshaw, the most thought-provoking and leading CX Guru in the Southern Hemisphere!

Presenting...

Jason Bradshaw

Chief Experience and Innovation Officer CarExpert

Jason explores the importance of Customer & Employee Experience and how it powers business growth.

Drawing on his experience in delivering improvements in 7 different industries, including companies such as Volkswagen, Target and Fairfax Media, he blends theory, experience and case studies to ensure your team is engaged in the topic but also inspired and skilled to take action.

Meet him and gain first-class, complimentary insights as he gets you on the path for true CX magic.



The Advisory Board features the most innovative industry leaders across the entire CX ecosystem.

Helping to shape the Next gen CX program, thank you to each of them for helping to shape the agenda, discussions and drive debate about the future of customer experience.



Troy Barnes
Group Chief
Transformation Officer
FWD Insurance



Peter Evans
Former Director Service & Performance
Management
Lego



Tina MorrellGeneral Manager Customer
Strategy & Experience
NRMA



Victoria Muir Head of Customer Development & Design Fidelity Life Assurance



Amanda Behre General Manager, Marketing HireUp



Tighe Wall
Chief Digital Officer
Contact Energy



Karen Spear General Manager Customer Experience NewsCorp



Wadim Schreiner
Head of Customer First
& Customer Insights
Woolworths NZ



Christopher Gill
Head of CX and
Transformation
Woolworths



Booth FellersGeneral Manager
Khoros



Henry Kho
Divisional Vice President
Sprinklr



Nick May General Manager Customer Experience **Beyond Bank**



Kristie Clarke Chief Customer Officer **NSW Telco Authority**



Leo Gama Service Design Principal & Chapter Lead **Telstra**



Ragy Thomas Founder, Chairman, CEO Sprinklr



Angus McDonald Chief Executive Officer **Barbeques Galore**



Meredith Wheelhouse Division Director Client Experience **Macquarie Group**



Campbell Davies GM - Sport & Member Services **Associated Retailers** Limited



Edwina Morgan General Manager Customer & Strategy Salvos Stores



Airi Sutherland Head of Marketing **Billini Shoes**



Jorden Lam General Manager Operations and Service Delivery **HESTA**



Beth Parkin Executive Director Service Design and Deliverv Lifeline Australia



Dean Salakas Chief Party Dude **The Party People**



Elyssia Clark Head of Customer Insights and Strategy Seek



Anne-Laure Saluden General Manager Customer Experience and Communication Transdev



Gabrielle Dracopoulos Head of Customer Success & Experience **Intuit Quickbooks**



Todd Stevenson Chief Customer Officer **Colonial First State**



Sreelesh Pillai General Manager. Australia **Freshworks**



Tristan Fardy Head of Operations and Customer Experience CarConnect



Zeena Nauman Head of Customer Experience **Torrens Connect**



Michael Dart Executive General Manager, Customer **Energy QLD**



Damian Madden Head of Digital Transformation **Pernod Ricard** Winemakers



Jemma Kinnaird Service Design Chapter Lead Telstra



Rhys Jamison General Manager – Business Transformation **Olympus**



Bronwyn Dodd Senior Delivery Lead, Strategy and Customer Experience Coates



Simon Lowden Chief Transformation Officer The Arnott's Group



Greg Curcio Director Customer and Technology City of **Stonnington**



Vida Dhulst Head of Experience Design **Endeavour X**



Fabio Oliveira National Innovation and Continuous Improvement Manager **Kmart Australia**



Ouinn Chow Director Aurecon Experience Aurecon



Richard Spencer Chief Customer Experience Officer **Business Australia**



Russell Murphy Director Program Delivery - Customer Engagement Integration **Service NSW**



Michelle Yanez Head of Customer Experience **Accent Group**



Michelle Erdosi Senior Manager Customer Experience **Bank of Queensland**



Briana van Tilburg Founder and Managing Director **SAGE Design and** Advisory



4 MAY 2022

8:30 Opening Remarks by Mary Anne Ghobrial, Show Director, The Customer Show Get to know your Peers with Chair Opening Remarks & Would You Rather Ice Breaker Special Keynote from Hon Danny Pearson, Minister for Government Services, Parliament of Victoria 9:00 **Driving Employee Experiences Across The Organisation to Support CX Initiatives** 9:20 Senior Leader. ServiceNow This is your chance to have your voice heard! In our interactive Voice of the Industry segment, our chair will give each of our audience 9:50 members the opportunity to have their voice and stories heard in new, interactive formats. Enjoy the exclusive insights from your peers! C-SUITE CO:OL Building a Customer Demand-Led Approach: Aligning the Business to Vision, Integrity and Customer Promises the Whole Organisation can Embrace • Allowing a consistent brand voice to resonate by creating a culture where all departments are aligned to exceptional CX • Cross-Collaboration: Assessing your organisation's maturity to be able to drive those standards and determine who owns which area of the customer journey Redefining your operating structure to openly embrace a new generation of informed customers and improve ROI Panelists:

Kiri Burgess Angus McDonald Todd Stevenson Chief Executive Officer. Chief Customer Officer. Senior CX Consultant **Barbeques Galore Colonial First State** InMoment

MEET YOUN NETWORK

Break the ice and interact with your peers across the exhibition hall

In this session you'll have the opportunity to chat with your peers across the full exhibition and network with people from all roles and function in the CX ecosystem.

Exclusive to all Delegates!

11:00

MORNING BREAK WITH PEER TO PEER NETWORKING IN OUR EXPERIENCE-EXHIBITION.

Connect with peers and explore all the emerging technology taking shape today.



4 MAY 2022

11:30

This is your chance to discuss the critical, leading discussions you're your peers!

Attendees can choose 3 topics from the below as you take part in 3 x 30 minute discussions with peers.

Upon registration choose the topics of most interest for the future direction of your Customer Strategy. Sessions are limited upon sign up so reaister for your chosen sessions auick!

Hootsuite:

Closing the Gap Between Social Marketing and Customer Care

Jade Software:

Accelerating Digital Experiences with Technology // Mike Rae, Lawrence Williamson & Saj Arachchillage

Khoros:

Driving measurable CX value to improve ROI

13:20



UNWIND FOR LUNCH AS YOU INDULGE IN COFFEE, DESSERTS AND SOME MUCH-NEEDED IN-PERSON NETWORKING

13:40

Know Your Customer: Unleashing Insights to Use Data-Driven Convenience in Your Battle for the Customer

- Utilising information from existing departments to understand every moment of the customer journey and employ a unified strategy
- Measuring and sharing the importance of data and insights to understand changing customer patterns and new investment priorities
- Determining what insights to capture and which channels to get it from to drive insights across the whole customer journey

Jason Bradshaw

Chief Experience and Innovation Officer, CarExpert

14:30

Lifting the Lid on Voice: Creating Immersive and Conversational Experiences by Bringing Voice to Physical Spaces

- Taking risks: When is the best time to jump on the innovation bandwagon, and should organisations use ongoing data and insights to fuel digital innovation?
- Having clear processes to test and review voice within your company so it can be utilised for different customer segments
- Voice biometrics versus brand experience: how do you integrate this to existing channels to maintain customer loyalty

Russell Murphy

Director Program Delivery - Customer Engagement Integration,

Service NSW



4 MAY 2022

THOUGHT LEADERSHIP SESSION

Next Gen CX Industry Case Study

Deep dive into tangible case studies and learnings by industry thought leaders across the CX ecosystem

Ragy Thomas

Founder, Chairman, CEO

Sprinklr

Simon Lowden

Chief Transformation Officer

The Arnott's Group

15:40

Know Your Customer: Unleashing Insights to Use Data-Driven Convenience in Your Battle for the Customer

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- Determining what insights to capture and which channels to get it from to drive insights across the whole customer journey

Jason Bradshaw

Chief Experience and Innovation Officer, CarExpert

16:10

AFTERNOON BREAK WITH PEER TO PEER NETWORKING

16:40

Going from Insight to Foresight: Using the Right Tools to Ensure Clear Execution of Your Strategy for a Culture One Step Ahead of **Customer Excitement and Innovation**

This panel of CX heroes will let you know.

- Using new forms of customer management to attract all demographics and ensure your lowest spending customers become your highest
- Putting the customer at the centre of product innovation to develop new and innovative solutions
- Understanding the execution process and ensuring you work with all department to see success

Panelists:

Beth Parkin

Executive Director Service Design and Delivery.

Lifeline Australia

Jorden Lam

General Manager Operations and Service Delivery.

HESTA

Campbell Davies

GM - Sport & Member Services Associated Retailers Limited

Bronwyn Dodd

Senior Delivery Lead, Strategy and Customer Experience,

Coates



4 MAY 2022

17:20



Are you keen to capture all of the juicy insights and learnings from your team members whilst it's fresh in the mind?

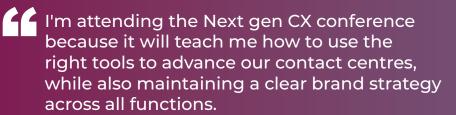
White Space does just that.

Come together as a team with every colleague attending The Customer Show and ensure no great idea evaporates!

18:00 HAPPY



I'm attending the Next Gen CX conference because:



- Optus



REALLY VALUABLE way to network with fellow leaders, to uncover and discover problems and share solutions.



The people that you meet, and the facilitation of such great discussion and dialogue is **EXTREMELY POWERFUL**

- NRMA



GREAT EVENT to meet companies that you're trying to get in contact with; senior leaders that you would not otherwise get the opportunity to meet face to face.

- Zendesk





5 MAY 2022

8:30 **CONFERENCE OPENING BY CHAIRPERSON**

8:45

TRIVIA CHALLENGE:

What have you learnt at Customer Show 2022? Join us for Trivia, Prizes and all things CX as we test whether you've been paying attention!

9:00

MORNING PANEL Your Customer is Your Channel: Reevaluating Customer Journeys to Add More Value in Driving Engagement and Harmonised Relationship

- Reviewing your CX roadmap to evaluate the changing positioning and purpose of customer touch points
- Simplifying your strategy so the customer remains the key focus area, with technology an enabler
- Breaking down departmental siloes to achieve mass adoption of your broader CX strategy

Zeena Nauman Head of Customer Experience,

Torrens Connect

Greg CurcioDirector Customer and Technology, **City of Stonnington**

Rhys Jamison
General Manager – Business
Transformation,
Olympus

Anne-Laure Saluden
General Manager Customer
Experience and Communication,
Transdev

9:40

THOUGHT LEADERSHIP SESSION Stop Herding Cats- How Customer Architecture can Align your Organisation to your Customer

Briana van Tilburg

Founder and Managing Director, SAGE Design & Advisory

10:10

INSIGHT

Actions Speak Louder than Words: Harnessing the Power of Predictive Journey Mapping in Getting One Step Ahead Of Your Customer

- Using predictive analytics to identify customers on the brink of high churn in order to create more personalised services and identify pain points
- Effective forecasting of customer behaviour to ensure you are one step ahead of innovation and technologies
- Using AI and analytics to determine staffing levels and workforce planning capabilities within your operations team to ensure the ratio of team members to customers remain consistent

Panelists:

Edwina Morgan

General Manager Customer & Strategy, Salvos Stores Jemma Kinnaird

Service Design Chapter Lead

Telstra

5 MAY 2022





MORNING BREAK WITH PEER TO PEER NETWORKING IN OUR EXPERIENCE-EXHIBITION

Meet up with peers and colleagues as you take in Day 2 of the exhibition room - make sure you look out for all the leading tech in Tomorrow's World!

11:20

Personas and Personalisation: How Can We Prioritise Various Customer Cohorts to Ensure Each Demographic is Targeted Correctly

- Using data and insights to segment customer patterns based upon different demographics, cultures and age brackets, creating bespoke solutions for each
- Working across various departments and product teams to create solutions through a human-centred lens
- Trial and error: using this as the backburner for all effective CX change, and remaining transparent throughout the journey

Panelists:

Airi Sutherland Head of Marketing **Billini Shoes**

Gabrielle Dracopoulos Head of Customer Success & Experience, **Intuit Quickbooks**

Amanda Behre General Manager - Marketing

HireUp

Vida Dhulst

Head of Experience Design,

Endeavour X

11:50

Driving Digital and CX in a Rapidly Evolving Ecosystem

Sreelesh Pillai

General Manager, Australia Freshworks

12:20

Al and CX: The Balance between Human and Digital in Disrupting Traditional Models of CX

The current digital ecosystem means customer are more aware about the endless digital possibilities they can experience.

This session will look at how we can transform the way we operate and how CX models must run to provide a frictionless customer experience.

- Using Al and Automation to increase the ability for personalisation and a frictionless experience
- Using biometrics and self service capabilities to ensure customers have a more faster journey
- Investing in new technologies to improve long-term ROI and receive executive level buy-in
- Determine new ways to integrate digital experiences and improve customer satisfaction and loyalty

Panelists:

Michael Dart

Executive General Manager, Customer, **Energy QLD**

Fabio Oliveira

National Innovation and Continuous Director Aurecon Experience, Improvement Manager

Kmart Australia

Ouinn Chow

Aurecon

Senior Representative,

LivePerson

5 MAY 2022

12:40

Bringing the CX Journey Together: Working from the Goal Backwards to Determine the Key Ingredients that Will Make True CX Happen

- Having clear leadership and mentorship pathways to ensure employee satisfaction remains the heart of every department
- Redefining emotional intelligence in your new and existing leaders to guarantee they lead teams to become more relationship-driven
- Creating safe spaces for team members to accept failure experience, finding new pathways to learn and develop
- Embedding behavioural science in your CX strategy to uplift insights and EX

Kristie Clarke

Chief Customer Officer

NSW Telco Authority



Get a bite and take a break as you continue to soak up the exhibition hall

14:10

Tomorrow's World will let us explore together future-led, cutting-edge topics that will delve into the imminent role of customer experience.

From the CX leader simply wanting to scale an agile work environment, to the business leader trying to get their head around all that troublesome data, sit together and learn what the future of CX can be in tomorrow world!

Expectations in 2030:

Predicting Customer Needs and Shifting Behaviours

Automation 3.0:

How far can automate the entire CX function?

Nick May

General Manager Customer Experience, **Beyond Bank**

CX measurement approach:

Finding a holistic CX measurement approach to understand the true picture of CX across all your touchpoints

Michelle Erdosi

Senior Manager Customer Experience, **Bank of Queensland**

Customer Values:

How will advocacy, loyalty and spend impact your definition of high value customers?

Leo Gama

Service Design Principal & Chapter Lead,

Empathy in CX:

Can an authentic customer experience only be delivered by human employees?

Tristan Fardy

Head of Operations and Customer Experience. Head of Customer Insights and Strategy, CarConnect

customer centric:

How to transform your organisation's thinking to become truly customer centric

Elyssia Clark

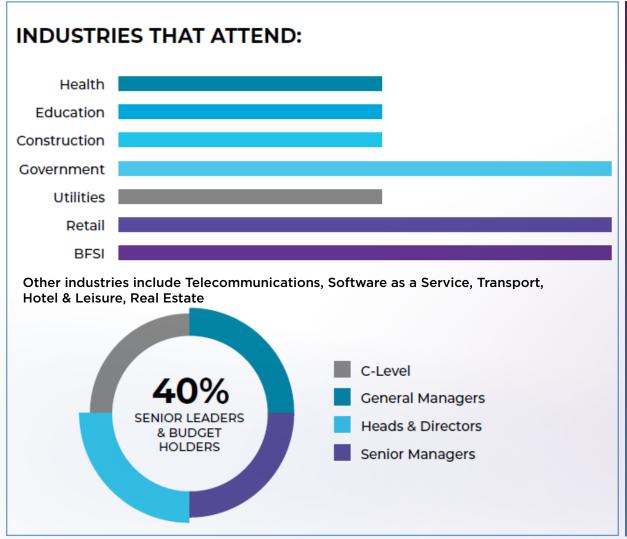
Seek

15:00 **CONFERENCE ENDS – Goodbye for 2022**



WHO IS THE NEXT GEN **CX CONFERENCE FOR?**







COVID SAFE POLICY

HEALTH & SAFETY GUIDELINES



Nothing is more important to us than the safety and wellbeing of our attendees, partners and employees at Next Gen CX Conference. We operate in accordance with our COVID-Safety Plan and in line with the guidance of Victorian Department of Health and the Melbourne Convention & Exhibition Centre.

Our Covid Safety Measures include:



WELLBEING OF VISITORS

We request that you please do not attend the show if you:

- Are unwell with fever, cough, sore throat and or flu like symptoms.
- Have been unwell within the previous 72 hours.
- Have been in, or visited, an COVID-19 area of concern in the previous 14 days. To view areas of concern, please visit: https://www.coronavirus.vic.gov.au/exposure-sites



FACE MASKS

All attendees will be notified in advance if you are required to wear your own face mask as a condition of entry.



CHECK-IN REQUIRED FOR ENTRY

Only pre-registered and ticketed attendees will be able to enter the expo halls and conferences.

All attendees will be required to download the COVIDSafe Check-in app and will be required to scan into all areas of entry to the event.

Download the COVIDSafe App here: https://www.health. gov.au/resources/apps-and-tools/covidsafe-app



VENUE COMMITTMENT

- Placing hand sanitisers with supporting signage
- Placing guidance on handwashing in bathrooms
- Placing tissues and bins for their hygienic disposal with supporting signage on coughing etiquette
- Thorough and regular cleaning of surfaces, including bathrooms, benches, ATMs and all touchpoints such as door handles, escalator rails, etc.



KEEP YOUR DISTANCE

Crowd density in all areas will be measured and controlled.

Conference capacities, seating and appropriate spacing will be set up in accordance with the current regulations.



FOOD & BEVERAGE

These requirements may change over time.

For those patrons who have Food and Beverage included in their ticket, break times will be allocated to different customer groups to avoid queuing and crowds at food and beverage points.

COVID Safe Marshals will be on duty to supervise.

If you have any questions or would like more information on our COVID-Safe delivery plan, please reach out to our team on enquire@iqpc.com.au



BOOK YOUR PASSES TODAY!





AU\$999 + 10% GST

- *Register and pay before Friday, 18th March 2022 to save \$300
- Last few seats remaining!
- Access to all tracks, sessions and networking
- Lunch and Refreshments

BOOK TODAY



\$3999 + 10% GST

- Includes 6 Delegate Passes
- Choice to select from any of the following conferences Next Gen CX, Contact Centre Transformation or Customer Insights & Analytics
- Access VIP delegate experiences Join curated meetups and many more opportunities to network and learn from each other
- Access to full exhibition hall Including 4 on-floor theatre stages & over 50 seminar sessions
- **Private meeting room -** Bookable for 1 hour to debrief with your whole team attending the Show and capture all the key learnings
- Concierge service: We'll pre-arrange 1-2-1 meetings with up to 3 participating vendors of your choice to help you connect with future partners

BOOK TODAY

To book click on the link directing your straight to the website. Please note these rates are for industry practitioners only. If you are a solution provider please contact us via enquire@igpc.com.au to learn more about partnership opportunities for vendors.

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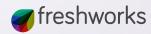


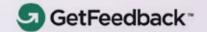


EVENT PARTNERS

















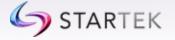
















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SEE YOU IN MAY for the best Next Gen CX event yet!