

## Nice April Meeting 2013

By Gertjan Kaart

### Nice Meeting 2013

FEBIS started the initiative for a so called 'middle management meeting' six years ago. The objective was to meet operational and commercial people of the international departments of our members. These are the front-line people that interact with each other on a daily basis, but who hardly ever see each other. We started in Amsterdam with about 20 participants, in Nice we are together with 65 participants. We all know each other pretty well now. We could say mission accomplished!

We will call the meeting 'Febis April Meeting' and we shift our ambition to exchanging and sharing knowledge and experiences. We will do this as interactive as possible, asking participation and in working-group or panel-style.

As some of you know, I took the opportunity to look at our industry from a different position. I moved from being a CEO of Graydon to building my own business. It is liberating to work in a different business context. I had a room with a view 'inside-out', and I am now taking a journey looking 'outside-in'. I took the time to study different companies close to our industry. For instance internet start-ups digging information from websites and social media. I spoke with policy-makers who are working on the consequences of new EU privacy regulations. And I met with solution providers that use loads of information. And surprisingly too, they do sometimes not even know the 'big names' in our business information industry.

More than ever, I see our credit information market as a niche market. There is a big information world that we are part of. With social media, cloud services, big data, information as a service and much more. Companies that are active in these fields are all changing the perception of information. These companies interact with our business and provide services to our customers without sometimes owning the data. New players also have new requirements and expectations, for instance the expectation that information is free, because we are used to so much free information already.

This is the basis of the question that we ask ourselves in this April Meeting:

1. How are we selling our information successfully now and in the future?
2. How are software providers integrating our data into solutions?

The program, a short summary by every speaker and all the presentations and the survey results will be communicated on our website [www.febis.org](http://www.febis.org).

## **EU Legislation**

Legislation has always shaped our business. The impact of new privacy and data protection directives and legislation is big and it is growing. Today, the filing requirements of micro-entities (EU directive) have an effect on data-availability in several EU countries. Tomorrow, the new EU General Data Protection Regulation could potentially impact our current business models. This legislation will tell us what information we can keep, how we process it and what we can do with it. It is simple, comply or die. The proposal is currently challenged with over three-thousand amendments. And it is still the objective of the EU commission to pass a new general data protection regulation before the new elections in 2014. It is a challenge to influence EU decision making, but Febis follows and reports on the developments and is in touch with other industry organizations. In the September annual conference we will address this topic once more.

## **Objectives of the Board**

In the Annual conference in September 2012, the Board presented and discussed with the members 5 focus points. Subsequently, we allocated these points to the individual Board members. A brief interim report will be communicated on the website before the summer. And in the General meeting in September we will report on the status and progress. (The topics are: Grow membership base, External networking, Trend watching, Communication, Events).

## **[www.febis.org](http://www.febis.org)**

The new website is up and running. The 'members-only' site can be accessed easily with your name and password (if you do not have it, please send an e-mail to [info@febis.org](mailto:info@febis.org)). You can find for instance: presentations, programs, invitations, attendee-lists, fact-sheets, meeting details, documentation, etc. FEBIS is about sharing experiences and information between members or to the public. I am inviting you to help us build the website into a very informative space for industry professionals.

Please send in your content, press releases or any other information that you would like to disclose on the (open or on the closed) website of [febis.org](http://febis.org).

## **FEBIS General Meeting - 25 to 27 September 2013, Istanbul**

I would like to give three good reasons to join us and meet and network with your industry partners in Istanbul:

1. A very interesting program with two themes to work on: EU legislation - overview, status and impact. And new (techno) concepts, like IAAS, SAAS, multi-device, cloud, Big data - how does it relate to our business and what are the strategic opportunities.
2. The General Assembly with introduction of new members, report of the Board, feedback of the focus points. And we will also have our elections again this year.
3. Finally, Istanbul is a great historical city and a lovely place to meet and to enjoy too.

We are preparing the program now and are in touch with interesting key-speakers. You are invited to submit your interest in making a contribution to the program as well ([gertjankaart@gmail.com](mailto:gertjankaart@gmail.com)) so we can decide if and how it fits to the 2013 program.

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