

Momentum

1st - 3rd November 2023 - Woodlands Events Centre, Wyboston Lakes



Annual Conference 2023 MOMENTUM

A BIG thank you to all our sponsors!



	1 st November 2023 - Day One
1200 - 1400	Registration for the Conference - Doors will open at midday - Cedar Lounge & Bar Check-in to the hotel after 6pm - Dress code – Smart Casual
1200 - 1400	Lunch – Olive Restaurant
1400	Day 1 – CONFERENCE STARTS - Marquee – Main Stage
1400 - 1405	Welcome & Introduction - Susan Hailey - Chair - IFS UK&I User Group
1405 - 1420	IFS Business Update - Alan Laing - Managing Director - IFS
1420 – 1455	IFS Cloud Strategic Direction & 23 R2 Insights - Cathie Hall – Senior Vice President, Experience - IFS
1455 – 1500	Explanation of today's Agenda - Amanda Miller – Manager – IFS UK&I User Group

1500	All move to Breakout Rooms
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1st November 2023 – **Breakout Session 1** – 1500 to 1540

Please choose one from the following five presentations:

Beech Suite	Customer	Purchase Orders – The Problem Child!
	Presentation	Trudy Betts – Head of IT Business Change – McLaren Construction • Rental/lease CF on Order Line.
	McLaren	 Different Lobby elements for "normal" items and "rental" items.
	Construction	 Lobby element showing unbalanced PO & Invoice to be resolved.
	Ltd	 Lobby element for Closed Pos, where no invoice received.
		Rental Quick report.
		 Adding a copy of the Invoice to the PO (as they are not given access to the manual Supplier Invoice) to resolve issues.
		 PO Change Orders – skip the approval process & resolve issues of minor values or when no value change.
		• Access to project documents, especially when they are not in the approval routing.
Ebony Suite	IFS Presentation	Service Management Roadmap – What's New, What's Coming?
		Mark Brewer – Vice President Service Industries - IFS
		Stephen Jeffs-Watts, SVP Service Applications, R&D
		The pace of change within IFS Cloud Service Management has been dramatic,
		encompassing a whole new mobile platform, the advanced Dispatch Console, MS
		Teams integration and support for crews and split tasks, amongst a plethora of new or
		enhanced features. Come and learn what themes are driving the direction and what is in store for 2024 and beyond.

Elm Suite	IFS Presentation	Tips & Tricks (Moving to Cloud)
		Tom Simkins - Pre-Sales Solution Architect - IFS
		Overview of the UI/UX changes from EE to Cloud

Cherry Suite	Partner & Customer Presentation ClickLearn & Genuit Group	 On-boarding end users to IFS Cloud with ClickLearn - Genuit Group explains how they help the end users, in their 15 companies. Steph Delargy - Head Of Business Systems - Genuit Group Aaron Efendi - Head of Enterprise Sales - ClickLearn Jenna Hamilton-Cesar - Customer Success Manager - ClickLearn In this session we will take a dive into how Genuit Group is using ClickLearn to successfully adopt users in IFS Cloud, to onboard new colleagues consistently, and to keep knowledge alive. We will also cover: Creating & maintaining work instructions in multiple formats at a fraction of the cost. Using the ClickLearn Virtual Assistant to create a 24/7 available support agent, that guides the user within the live system. Use of Automated Process Testing functionality to automatically test your Evergreen updates prior to deployment.
		updates prior to deployment.

Poplar Suite	Partner Presentation	Taking our own medicine - Anthesis' own implementation of IFS Cloud Oliver Franks - Solution Architect – Anthesis
		Tom Constantine - Managing Director and Founder - Anthesis
	Anthesis	As Anthesis grew, it became increasingly clear that our own disparate systems were
		not sufficient to scale our processes and the need for our own business system
		became increasingly urgent. With a specific set of requirements Anthesis started the
		journey to choose a system that would match its growth aspirations. Hear about the
		challenges we faced, our selection process and gain insight on how we made our
		decisions and why IFS Cloud would work best for us. Oliver Franks interviews
		Anthesis's own MD Tom Constantine to get unique access to key learnings and
		provides some hints and tips for customers also considering the journey.

1540 – 1550	Quick Refreshment Break – Rosewood & Cedar Lounge

1550	All move to Breakout Rooms
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1st November 2023 – **Breakout Session 2** – 1550 to 1705 Please choose one from the following five sessions:

	Cherry Suite	Poplar Suite	Elm Suite	Ebony Suite	Beech Suite
1550 - 1705	P2P BLITZ Finance	Partner Meeting (Partners only)	P2P BLITZ Technical	Mental Hygiene & Preventative Self-Care	P2P BLITZ Supply Chain 1

Mental Hygiene and Preventative Self-Care – Dr Hayley Dare – Consultant Clinical Psychologist & Neurequity Chief Executive.

We should all practice Mental Hygiene – to enhance, protect, and restore our mental health. We learn from a young age how to care for our physical health but are rarely taught how to care for our mental wellbeing. Learn how to weave psychological self-care into your daily routine to achieve better overall wellbeing.

1705 - 1720	705 - 1720 Refreshment Break – Rosewood & Cedar Lounge
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1720	All move to Marquee
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Marquee – Main Stage

	Change Management's Dirty Secret: Why Human Biases Sink 70% of Business Transformations Matt Smith - Global Chief Architect – IFS
1720 – 1800	What do the IKEA effect, sunk costs, and status quo have in common? They're all insidious human biases lurking behind 70% of failed business transformations (McKinsey & Co.). Dive deep with Matt Smith to uncover the psychological landmines derailing projects, even when their Business Value goes south (Harvard Business Review). Learn why organisations hitting the mark with their KPIs have 24% more projects meeting original goals (PMI), and how prioritising change management can make your initiative six times more likely to succeed (Prosci). Discover the strategies to navigate these biases and turn them from pitfalls to powerful tools from before you decide to change, through business case creation, vendor selection, project inception and execution to post go-live.
1800	End of Day 1

1800 – 1930	Collect room keys – IFS UK&I User Group Stand – Cedar Lounge

	Pre-dinner Drinks - Bring your event badge to get your free drink - Cedar Bar
1930 – 2000	enterprise analytics
	Many thanks to Enterprise Analytics for sponsoring Pre-Dinner Drinks!

2	2000 – 2200	Curry Dinner – Olive Restaurant – Dress Code – Smart Casual
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2000 - 2300 Cedar Bar - Last Orders 2230 – card payment only – no ca	h
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	2 nd November 2023 - Day Two
0800 - 0830	Event Registration, Refreshments & Pastries - Cedar Lounge & Bar

0830	Day 2 – CONFERENCE STARTS Marquee – Main Stage		
0830 - 0840	Welcome, Introduction & User Group Update - Susan Hailey – Chair – IFS UK&I User Group		
0840 – 0940	IFS Customer Panel – Navigating the IFS Customer Journey - Insights and Experiences A conversation with three IFS Customers Hosted by Steph Poore – Sales Director – IFS		
0940 – 0955	IFS UK&I User Group AGM - Susan Hailey – Chair & Simon Paddy – Treasurer – IFS UK&I User Group		
0955 – 1000	Explanation of Today's Agenda - Amanda Miller – Manager – IFS UK&I User Group		

1000 - 1020	Refreshment Break – Rosewood & Cedar Lounge
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1020	All move to Breakout Rooms
	2 nd November 2023 – Breakout Session 3 – 1020 to 1100 Please choose one from the following five presentations:

Beech Suite	Customer	IFS Customer order Module from Master Planning to Delivery at TERMA
	Presentation	(Apps 10.8)
		Gitte John-Pedersen - Master Planner - Terma
	Terma A/S	Michelle E. Andersen - Specialist Business Applications, IT - Terma
		A walk through of the customer order setup at TERMA with focus on master
		planning and the customizations we have added to the setup.
Poplar Suite	Partner & Customer	Explore the integration between Microsoft Outlook and IFS Service &
	Presentation	Supply Chain, designed to streamline and enhance your workflow.
		Simon Green – Director - Covalent Systems
	Covalent with	Namal Mohottige – Director - Covalent Systems
	Polygon Group	Learn how the integration of Microsoft Outlook with IFS Service & Supply Chain
		can provide your team with a single platform for managing emails, calendar
		appointments, and work orders. This makes it easier than ever to manage work
		orders, schedule tasks, and improve communication.
Elm Suite	IFS Presentation	Supporting the Business Case for Change
		Richard Cherry - Senior Business Architect - IFS
		Keeping up to date with the latest technologies, solutions and business practices
		is critically important, but convincing your business leaders to make the
		investment can be tricky? I'll take you through some practical methods to
		support your business case for change.

Ebony Suite	IFS Presentation	Servitization for Manufacturers: Your next profit powerhouse Mark Brewer – VP Service Industries - IFS Stephen Jeffs-Watts - SVP Service Applications, R&D - IFS It is estimated that 65% of industrial and high-tech manufacturers will make the transition from selling products to selling outcomes over the next 5 years. Think people flow rather than elevators, comfort rather than AC units or boilers and illumination not lightbulbs. The opportunity is incredible, particularly in creating a new recurring revenue model, but the change is also challenging. Learn how to navigate this journey and its impact on the organisation and how IFS Cloud can provide the platform necessary to support the transition.
Cherry Suite	Partner & Customer Presentation DNASTREAM & Dermal Laboratories Limited	What is Evergreen and how can you make it work? Jackie Stanley – Portfolio Delivery Director - DNASTREAM Madan Natarajan - Dermal Laboratories Limited Is Evergreen a release strategy or something else? We dig into what an Evergreen approach is, we look at some of the choices and challenges you face and how to make it work in your organisation, whether you are in IFS Cloud or IFS Apps - with practical tips from a Customer.

1100 - 1110 Quick Refreshment Break – Rosewood & Cedar Lounge	
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2nd November 2023 – **Breakout Session 4** –1110 to 1230 Please choose the most relevant Industry Meeting:

	 This is an Industry Forum, rather than a product forum and these sessions will follow the format below: Introductions - Name, Company, IFS User Since, Version, Plans for upgrade. Discussion about what is coming – Industry Direction & Industry Challenges. Minimal time discussing new products, features, direction of technology & upgrades. Opportunity to impact future IFS product plans. This session will be followed by an Industry Lunch, so you can continue your conversations over lunch, if you wish.			
Beech Suite	Industry Meeting	Aerospace & Defence		
		Facilitated by Vijay Hadavale – Aerospace & Defence Presales Director - IFS		
Cherry Suite	Industry Meeting	Energy, Utilities & Resources		
		Facilitated by Simon Orchard – IFS Cloud Product Director - IFS		
Elm Suite	Industry Meeting	Construction & Engineering		
		Facilitated by Kenny Ingram – VP Construction & Engineering - IFS		
Ebony Suite	Industry Meeting	Manufacturing		
		Facilitated by Andy Burton – Global industry Director, Manufacturing Maggie		
		Slowik – Global industry Director, Manufacturing - IFS		
Poplar Suite	Industry Meeting	Service Industries & Telco		
		Facilitated by Mark Brewer – VP Service Industries - IFS		

1230 – 1330 Industry Lunch – Olive Restaurant



2nd November 2023 – **Breakout Session 5** – 1330 to 1410 Please

choose one from the following five presentations:

Customer	Implementing change in IFS using the Agile Sprint Process
Presentation	Simon Paddy – IFS Business Analyst, Finance – Revvity
Revvity	Ryk Platts – Director IT Applications - Revvity
	Enabling business functions and users to own system developments in IFS and
	lead planning discussions to ensure that business priorities are met.
Partner Presentation	Hosting & Managed Services
	Colin Beaney – Sales Director - Platned
	Hosting and Managed Services is an offering by Platned where we make sure
	IFS application is available to the customer's business users 24x7.
reviews	Platned will host the application in Azure in most cases and AWS or Oracle
	cloud if required by customer.
	As part of managed services offering, we look after Application Servers,
	database servers, any add-on servers, reverse proxy servers, security of the
	environment and business continuity.
Specialist	Why sustainability is important to your business and how to begin your
Presentation	sustainable journey.
	Mark Holloway – Founder – Indie Eco Design
Indie Eco Design	Mark will share his 30 years of experience in sustainability, design and
	manufacturing. He will explain why and how sustainability should be at the
	core of your business, and how you can get involved and make a difference.
	Presentation Revvity Partner Presentation Platned With customer reviews Specialist

Elm Suite	IFS Presentation	Using Lobbies to Manage by Exception – Taking the Plunge Tom Simkins – Pre-Sales Solution Architect - IFS IFS Lobbies allow users to manage by exception. Learn about how you can use IFS Central Lobbies to manage your business exceptions.
Ebony Suite	IFS Presentation	 Service Management in IFS Cloud – See it in action! Giulio Sagnella – Pre-sales Consultant - IFS Service Management has been completely reimagined in IFS Cloud, from the amazing Dispatch Console to a new mobile experience, from MS Teams integration through to the brand new last-mile Uber-style Appointment Assistant, there really are highlights end-to-end. Come cut through the noise and see this next generation set of capabilities in action!

1410	Members only - move to syndicate rooms for P2P Blitz
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2nd November 2023 – **Breakout Session 6** – 1410 to 1525 Please choose one from the following five sessions:

	Cherry Suite	Poplar Suite	Elm Suite	Ebony Suite	Beech Suite
1550 - 1705	P2P BLITZ Supply Chain 2	P2P BLITZ Sustainability	P2P BLITZ HR	P2P BLITZ Service Management	

1525 – 1540	Refreshment Break – Rosewood & Cedar Lounge
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2nd November 2023 – **Breakout Session 7** – 1540 to 1620 Please

choose one from the following five presentations:

Ebony Suite	Customer	Business Integration: A journey with IFS - A successful case study at
	Presentation	Globeleq on the integration of the entire Group (subsidiaries and the
		parent-company) into IFS.
	Globeleq Africa Ltd	Gary Mitchem – IT Director – Globeleq Africa Ltd
		Herve Atchom – IFS Service Manager - Globeleq Africa Ltd
		Globeleq, is the leading independent power producer in Africa. In 2017 Globeleq had operations in 4 African countries with its headquarters in London and was using more than 10 different IT systems to support the business. A decision was made to move away from the existing systems, and adopt a single ERP system for the whole group - IFS.
		This decision embarked the entire company on a journey of transformation as part of the project called "Unity".
		Discover:
		 The methodology and best practices that have been used.
		The positive results achieved.
		 The challenges of managing change in people and IFS.
		The lessons learned.
Beech Suite	Customer	I delivered an IT project that wasn't late or a disaster!
	Presentation	Bernice Gunn - Business Improvement Manager – Aspire Defence Services Limited
	Aspire Defence	Successfully managing the journey from IFS Apps 8 to Cloud for a large FM provider
	Services Limited	and the learning I can share from that.

Poplar Suite	Partner & Customer Presentation Cedar Bay & Oqema	Oqema's journey to IFS Cloud with Cedar Bay Stuart Fullerton - Finance Director - Oqema Steve Barr - Head of Sales - Cedar Bay Hear about Oqema's upgrade journey to IFS Cloud across multiple sites with Cedar Bay.
Elm Suite	IFS & Customer	Running a Service Business in IFS – Ask me anything!
	Presentation	Mark Brewer – Vice President, Service Industries - IFS
		Mike Gosling - IT Service Platforms Manager – Cubic International
	Cubic International	Do you have a service operation within your business? Have a field workforce?
		Process product returns and repairs? Manage complex contracts and SLAs? Need to
		provision for spare parts? If the answer is yes to any of these questions, then this is
		a must attend session where you get the opportunity to quiz a longstanding IFS
		service management customer, Cubic Transportation Systems, on any aspect of
		their service operation – the floor is yours!
Cherry Suite	Partner Presentation	IFS Cloud Remote Deployment – Tips and Tricks
		Andrew Lauener – Senior IFS/Oracle Consultant – Pro DBA
	Pro DBA with	Adam Porteous – IFS Team Lead – Pro DBA
	Customer	Tried, tested, and recommended strategies to install and setup IFS Cloud remotely
	Reviews	and common pitfalls and their fixes.



2nd November 2023 – **Breakout Session 8** – 1620 to 1700 Please

choose one from the following five presentations:

Beech Suite	Customer	Media Archiving in IFS Applications 10
	Presentation	Toby Atkins, IT Manager – Rowse Honey
		Judith Simpson, Quality Systems Manager – Rowse Honey
	Rowse Honey	As part of Rowse Honey's quality implementation in IFS Apps 10, production staff
		attach images to control plans. This presentation describes the challenges this
		created, and how the team overcame those challenges by using media archiving in
		IFS and scripting the resizing of images. This presentation may be of interest to
		those people interested in Manufacturing, Quality and IT.
Cherry Suite	Partner & Customer	On the Road to ERP Success - Collaboration Matters
	Presentation	Lee Mackreath – IFS Senior Channel Account Manager - Cooper Software
		Bernice Gunn – Business Improvement Manager - Aspire Defence
	Cooper Software	The first step in propelling any ERP journey forward with momentum and precision
	with Aspire Defence	is selecting the right IFS Partner. A successful partner not only collaborates closely
		with your internal team but also listens intently to the challenges you face forging a
		unified approach to tackle them head on. Join Bernice Gunn of Aspire and Lee
		Mackreath of Cooper Software to talk how they found a partner fit that not only
		presented the perfect collaboration but was a catalyst that continues to work hand
		in hand to propel Aspires journey toward ERP excellence.
		Selecting the right IFS partner can result in a relationship that continuously delivers
		value, way beyond the initial implementation.

Elm Suite	Partner & Customer Video Presentation Baker Tilly	The Journey to IFS CloudNigel Clarke, Business Development Director – Baker TillyPaul Darwin, Consulting Director – Baker TillyGavin Owen, Senior Consultant – Baker TillyThere are many compelling reasons for upgrading to IFS Cloud but despite these, itcan be hard to know where to start or how you get there when considering yourcomplex landscape. Baker Tilly is here to help. This session will focus on the keytransitional steps we take as part of the upgrade process which are designed tomake the move smooth and mitigate risk. We will hear a customer share theirexperience of this journey with Baker Tilly and why they chose to make thetransition.
Ebony Suite	Partner Presentation Boomi With customer stories	Jumpstart Digital Transformation with Boomi & IFS - including customer stories from IFS & Lakeside Keith Marikh - Global IFS Alliance Lead - Boomi Join us to hear about the power of IFS & Boomi allowing enterprises, including IFS' own journey, to build integrations faster and smarter by reducing the development effort by months/weeks. Boomi acts as the digital switchboard uniting all your IFS and non-IFS processes & data.
Poplar Suite	Partner & Customer Presentation Hoist Global Tech Solutions & LGC Group	 Building a Growth-focused Global IFS Cloud Environment David Greenlees – Senior Vice President, UK & Europe, Hoist Brent Fisher – Chief Technical Officer, Hoist Lee Maw – Chief Digital & Information Officer, LGC Group Introducing LGC Group as a global IFS customer, their journey to date, and how Hoist in Partnership with LGC are delivering a global IFS Cloud platform for the future growth of the business. Additionally, Hoist will present its global support

offering – Flexplus – in conjunction with IFS, and our integrated technology platform – Hoist Hub.

	Marquee
	Question Time
	Your questions to IFS, asked by - Susan Hailey – Chair – IFS UK&I User Group Responses
1700 - 1730	from - Alan Laing – Managing Director – IFS
1730 - 1800	Motivational Speaker
1800	End of Day 2

1800 – 1930 Today's arrivals - check-in to accommodation – IFS UK&I User Group Stand – Cedar Lou	unge
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-	1930 – 2000	Pre-dinner Drinks - Bring your event badge to get your free drink – The User Group Arms
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2000 – 2200	Dinner & Entertainment – The User Group Arms DRESS CODE – SMART CASUAL – FANCY DRESS OPTIONAL Come as your favourite pub landlord / landlady. Recreate your favourite pub name in a costume. Or maybe you could come as a skittles, darts or quiz team?! Great prizes for the best costumes. Many thanks to ClickLearn for sponsoring our Evening of Entertainment
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	2000 - 0100	The User Group Arms - Last Orders 12.30pm – card payment only – no cash
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	3 rd November 2023 - Day Three
0830 - 0900	Event Registration, Refreshments & Pastries - Cedar Lounge & Bar
0900	Day 3 – Conference Starts - Marquee
0900 - 0905	Welcome & Introduction - Susan Hailey – Chair – IFS UK&I User Group
0905 - 0910	Explanation of today's agenda - Amanda Miller – Manager – IFS UK&I User Group

	0910	All move to Breakout Rooms
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3rd November 2023 – **Breakout Session 9** – 0910 to 0950 Please

choose one from the following:

Marquee	Customer	IFS is for Life, not just for Implementation Projects
	Presentation	Michael Thompson - IFS Digital Acceleration Lead – William Grant & Sons When the
	William Grant & Sons	initial buzz and excitement of an implementation fades, how do you ensure that the well-being and development of the solution doesn't go stale? We share how William Grant & Sons were determined to not make the same mistakes as last time, setting up and investing in a permanent, dedicated IFS Digital Acceleration team
Beech Suite	Customer	IFS at Dermal: Challenges and roadmap to IFS Cloud
	Presentation	Madan Natarajan – ERP Manager
		Natasha Knott – ERP Coordinator
	Dermal	Show the pharmaceutical industry related challenges, explain the business
	Laboratories	transformation and the roadmap to Cloud in 2025 / 26.
	Limited	
Cherry Suite	Partner	Use of IFS CLOUD reporting framework to be on top of decision making
	Presentation	Pethum Ruhunage – Executive Director – Enterprise Analytics
		This presentation will give you an insight into reporting possibilities in IFS CLOUD and
	Enterprise	how a user can make use of them effectively.
	Analytics	

Ebony Suite	Partner Presentation Muzulu With video & reviews from customers	Preparing for an Upgrade to IFS Cloud Sheila Fitzgibbon - Head of Upgrades - Muzulu Changing your business systems is a challenge for any organisation. There are challenges with putting together an appropriate business case, scope, and project plan - all before you get anywhere near building a good plan to manage the change across the business. The concept of an evergreen systems landscape adds another range of considerations. This session explores ways to streamline your preparations
		so they can be as easy and as effective as possible, as well as giving some guidance on ways to make the project simpler from both Muzulu and a range of IFS Customers, including Sperry Marine.
Elm Suite	IFS UK&I User Group Video Presentation	IFS Tips & Tricks - EE Janet Apollo - Video Classic – from the IFS UK&I User Group archives With IFS Enterprise Explorer Hints and Tips collaboration using IFS Applications.
Poplar Suite	Partner Presentation Xitricon With customer reviews	Benefits of Business Value Consulting Stuart Watton - Director Operations UK - Xitricon Unlock your business's full potential by understanding the business outcome-based consulting. The Business Value Consulting Framework helps explore potential improvements, unlock productivity, and lower costs using tried and tested tools so that your business can deliver better business outcomes and more value to customers. Join us to find out how you can make digital transformation a success.

	0950	Members only - move to Breakout Rooms for P2P Blitz
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3 rd November 2023 – Breakout Session 10 – 0950 to 1105 Please
3 rd November 2023 – Breakout Session 10 – 0950 to 1105 Please choose one from the following four sessions:

	Cherry Suite	Poplar Suite	Elm Suite	Ebony Suite	Beech Suite
0950 - 1105	P2P BLITZ Manufacturing	P2P BLITZ Projects	P2P BLITZ CRM	P2P BLITZ Reporting & Lobbies	

1105 - 1115	Quick Refreshment Break – Rosewood & Cedar Lounge
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	Marquee – Main Stage
1115	All Move to Marquee

	How to Build Momentum – A Conversation between IFS Customers
	IFS UK&I User Group – Committee
	How to prepare our businesses for the future, how to deliver benefits
1115 - 1135	immediately and how to sustain Momentum.
	Embarking on your Upgrade Path - Audience Q&A – Focus on Technical & Practical
	Shaun Connor - Director of Product Engagement – IFS
1135 - 1200	Steph Poore – Sales Director – IFS
	This is IFS Cloud – Demonstration
	James Greaves - UKI Presales Director - IFS
	IFS Cloud continues to provide enhancements and innovations for our customers.
	Join us to see some of the key improvement areas that can benefit your business, across
1200 - 1245	all our focus industries - Supporting the Business Case for Change
	Epiphany Moments!
	IFS UK&I User Group – Committee
	What were the best bits - what will you take home with you, what will you do as soon as you get back to the office, who will you stay in touch with?
	Harnessing the power of our collective energy, to address challenges and
1245 - 1300	celebrate successes.
1300	CONFERENCE ENDS - CARRIAGES

A huge thank you to all our presenters!

And to all those who have assisted with organising this event.

Please help yourself to takeaway Drinks & Nibbles Bags



Thank you for coming! Safe journey home.

Bookings for our next conference will open in January. Please book early! www.ifsusers.co.uk