



ECOMMERCE EXPO

TECHNOLOGY FOR MARKETING

In partnership with EMPATHY. CO

28th & 29th September 2022, ExCeL, London

Show Preview

- Conference programme highlights
- Speakers
- Floorplan
- Exhibitors
- Practical info

Introduction

Dear Visitor

We're looking forward to welcoming you to eCommerce Expo & **Technology for Marketing 2022!**

Taking place for the first time in three years face-toface 28th-29th September at the ExCeL in London, this event will offer the most valuable days out you will have this year.

Having worked on this event for several years, I am beyond excited by the 2022 edition. We're working with Adobe, your VIP Lounge Sponsor, to deliver an exclusive area for you to network, recharge and relax at this year's event. eCommerce Expo & Technology for Marketing is an essential date for brands and retailer's strategy planning for the year ahead, and with the breadth of solution providers exhibiting, ranging from CX to marketing automation, content creation to payment, analytics to fulfilment, and beyond, it's not an exaggeration to say that this is our largest and most comprehensive event to date.

It's clear that in-person events still have an important place in driving the industry. It is key for senior leadership in the digital, marketing & eCommerce space to meet, share ideas and facilitate conversations and this is core to the overall in-person experience.

Discover how Carrefour have transformed their digital offering through search, get your Black Friday 2023 preview from the UK's eCommerce association IMRG, gain Unilever's understanding of the values of your future customer, win trust & loyalty with the Digital Marketing Association, grow your business from start up to enterprise with Made.com, and much more.

Take a flick through our eCommerce Expo & Technology for Marketing 2022 Event Preview for a flavour of what to expect from our content sessions, over 250

leading global solution providers, the industry's biggest and best event yet! Sarah Tully



YET?

Get your FREE ticket by scanning this QR code with the camera of your phone



NOT REGISTERED



Keynote Theatre highlights

Wednesday 28th September 10:00 Carrefour's digital transformation through search & discovery: owning the stack and 10:45 standing for privacy

Jesús Alberto de los Bueis, E-Commerce IT Director,

Lara Menéndez, Product Director, empathy.co

11:00 - 11:45	Panel discussion: the future of CRM Tara Austin, Partner, Behavioural Science, Ogilvy UK Clare Lawson, CEO, Ogilvy Experience EMEA
12:00	Brands that take a stand: purpose-driven marketing - am I doing it right?

12:45 Nimesh Shah, Marketing Director, Feel Good Contacts Gillian Harris, Head of Marketing Program Management, Trustpilot

13:30 Is cost-of-living having a bigger impact than the pandemic? 14:15

Andy Mulcahy, Strategy and Insight Director, IMRG

14:30 Session by Clearpay 15:15

15:30 5 ways you can accelerate sales through media and advertising 16:15

Ross Sergeant, Head of Media and Touchpoints, Asahi Europe & International Sarah Baumann, Managing Director, VaynerMedia Omar Oakes, Editor, The Media Leader

Thursday 29th September

10:00 - 10:45	Lessons in eCommerce with world leading football clubs
	Gary Landa, Head of Digital, Digital Boutique

Digital commerce and the future of eCommerce as we know it 11:45 Karl Lillrud, eCommerce Expert & 2x TEDx Speaker,

12:00 Sara Davies' keynote Sara Davies, Founder, Crafter's Companion, Dragon on BBC's Dragons' Den

13:30 Leading a business through a turnaround and reshaping priorities to drive relevance, 14:15 resilience and growth

Vijay Talwar, CEO, Wish

15:30

14:30 Building an eCommerce brand in record time: lessons from Purplebricks and Boomin 15:15 Michael Bruce, Founder & Group CEO, Boomin

Louise Simpson, Content Creator, Author & Illustrator, **Three Little Tinkers**

Are influencers the new retailers?

Farrah Sattaur, Lifestyle Blogger, Reality TV Star Latoya Lovell, Videographer, Photographer and

Gordon Glenister, Author, Strategic Influencer Marketing





Event Director

Programme highlights

Wednesday 28th September

The Future of Digital **Commerce Theatre**

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10:35 11:00

The power of community: how eCommerce brands can harness the passion and influence of online communities Sam Hughes, Senior Client Partner,

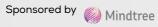
14:25 14:50

Things that will impact our businesses over the next 5 years Camilla Tress, Ecommerce Strategist Oliver Bonas

James Kearns, Managing Director, T.M.

Making Omnichannel a Reality Theatre

shopify 3



attentive

11:45 - 12:10	Future ready retail - how to navigate the rapidly changing retail landscape Ibrahim Ibrahim, Author, Future Ready Retail
12:55 - 13:20	Continued expansion of omnichannel capabilities using technology and organization Johan Edling. Head of Tech Transformation, Lindex
15:15	Panel: David vs. Goliath:

strategies for competing with the giants Aynsley Peet, E-commerce Director, COX & COX

Full programme available at www.ecommerceexpo.co.uk/conference-agenda-2022

The Future of CX & **Personalisation Theatre**

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10:35 - 11:20	Taking ownership of your audience to maximise customer life time value Ana Melvin, Marketing Lead, Candy Kittens
12:05 - 12:30	Personalising the pet parent experience Lindsay Barrett, Head of Data Driven Marketing - Europe, Mars Petcare
13:15 - 13:40	Making it personal! Designing a personalised customer experience
	Mike Buick, Head of eCommerce - EMEA, Dexcom
14:25 - 15:10	Panel: owning the customer relationship across multiple touchpoints to deliver a flawless

Thursday 29th September

The Future of Digital **Commerce Theatre**

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11:45 Seven fundamental lessons from the best in class DTC 12:10 founders

Mike Stevens, Author and Founder, **The** Direct to Consumer Playbook

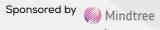
12:55 Will it make the boat go faster? - sports marketing & 13:20 eCommerce in 2022 Ryan Clarke, Head of Ecommerce STATSports

Change is vital 16:00

Daniel Walton, Founder, OLPRO

Making Omnichannel a Reality Theatre







11:30 - 11:50	How omnichannel can unlock growth for your business Harshna Cayley, Head of Online Payments, Barclaycard Payments

The role of payment orchestration for omnichannel connected consumers Mark Beresford, Edgar Dunn

13:15 Increasing your success by

leveraging omnichannel potentials Florian Kuhn, Senior Director - Growth and

The Future of CX & **Personalisation Theatre**

Jessica Bartlett, EMEA CRM Manager,

experience

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RedEye

10:35	Innovating the customer journe
11:00	Darren Savage, Chief Strategy Officer, Tribal Worldwide

How experiences shape consumer behaviour in a world of first-party data Laureen Ellison, Global Head of Scotch eCommerce, Diageo The balancing act of optimising CX whilst mitigating fraud

TransUnion (UK)

Josh Gunnell, Director of Fraud & ID.

Wednesday 28th September

Cross-Border Commerce & International Growth Theatre

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Global @

11:00

Avalara WORLDLINE W

Digital identity and payments: the next frontier in global

Ebru Keskin, Payments and Fraud Consultant, FinTech

11:45 On the way to becoming Europe's number one online 12:10 lingerie retailer

Jan Penkala, Performance & Expansion Manager, astratex.cz

Payment planning for international growth

Martin Koderisch, Principal, Edgar, Dunn & Company

Post-Purchase Customer Experience Theatre: Delivery & Fulfilment

Sponsored by

METAPACK

11:10

JAMES AND JAMES

COMMERCE FULFILMENT

SNAPFULFIL

Direct to consumer and its impact on retailers

Steve Allen, Regional Sales Director UKI, Metapack Limited 12:20 "How to grow your ecom business during a recession" 12:45 James Hyde, Founder, James and James Fulfilment

13:30 Logistic challenges and delivery pain points Fergal O'Carroll, Chief Revenue Officer

(CRO), Scurri

Thursday 29th September

Cross-Border Commerce & International Growth Theatre

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Global @

Avalara WORLDLINE W

10:35 Unlocking cross-border growth with global marketplace, Faire 11:00 Olivier Buffon, Head of International, Faire

14:30

Why SMEs could risk losing out on vital export opportunities Zarina Kanji, Head of Health & Wellness Business Development, UK & Nordics, Alibaba Group

Panel: the right tools for the right market: determining priorities to make the right investment decisions for international growth

Paul Walker, Chief Commercial Officer

Post-Purchase Customer Experience Theatre: Delivery & Fulfilment

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METAPACK

JAMES AND JAMES
SNAPFULFIL

11:45

Technology decisions when transitioning from a start up to a listed enterprise: case study Made.com

Aoife Anderson, Product Owner, Made.com David Gardiner, Head Of Back Office, Made.com



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Programme highlights

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Wednesday 28th September

The Digital Customer Theatre

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11:45

12:30

13:15

13:40

16:00

V LAYBUY OKTO

Panel: understanding the values of your future customer: climate, social, personal

Claire Hennah, Ecommerce Director-Beauty and Personal Care, **Unilever** The creator economy Jasleen Kaur, Head of Marketing, Public Relations & Sustainability (Indian sub-

continent). Relignce Brands 15:35 From chaos to catalyst Nick King, Insight Director, Autotrade **IMRG Optimisation** Theatre

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10:30 Customer acquisition & retention strategies for success 11:00 Matthew Walsh, Director of Data and Retail. IMRG

optimisation strategy Andy Mulcahy, Strategy and Insight Director, IMRG

Enhancing your site search

Thursday 29th September

11:45

The Digital Customer **Theatre**

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V LAYBUY OKTO



0:35 - 1:00	Al-powered recommender systems in eCommerce
	Dino Bernicchi, Data Science Strateg Consultant, Independent

11:45 Case study: understanding your B2B customer 12:10 Richard Davis, Head of eCommerce & Digital LWC Drinks

12:55 Improve your eCommerce conversion by using customer 13:20 psychology and experimentation Laura Rosenberger, Co-Founder, Laylo

IMRG Optimisation Theatre

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13:00 - 13:30	A black Friday 2022 preview Andy Mulcahy, Strategy and Insight Director, IMRG
14:00 14:30	Winning international expansion strategies Matthew Walsh, Director of Data and Retail, IMRG
15:15	Top tips for optimising the checkout

Petail IMPG

Matthew Walsh, Director of Data and

www.ecommerceexpo.co.uk



15:45

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Wednesday 28th September

The Future of Digital Marketing Theatre

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12:55

13:40

The BIG debate: the future of customer lovalty

Viktorija Kuncyt-Johnson, Head of Retention, Oddbox

Marisa Thomas, Head of Marketing,

14:25 Generating highly engaging corporate content: is this an 14:50 oxymoron?

> Yolanda Valery, Head of Digital Engagement, Ocado Group

The Power of Data & **Personalisation Theatre**

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BlueVenn

OneTrust

11:45 Global principles: customer attitudes to privacy 12:10 Chris Combemale, Chief Executive Officer

Data & Marketing Association (DMA) 12:55 Performance insights: data-

driven targeting across 13:20 marketing channels Nikeeta Phagura, Marketing Manager, B2B Solutions and Lead Generation,
AMERICAN EXPRESS

14:05 Customer insights: how much data is too much? How Haleon and Publicis Leon are simplifying the CX journey through data

Michaela Ryan, Digital Strategy Business Director – GBI & NE, **Publicis Leon**

The Full MarTech Stack: Automation, AI, Analytics & **Optimisation Theatre**

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adverity





Growth strategies: using 10:35 MarTech to drive growth at Look 11:00 **Fabulous Forever** Janis Thomas, Director of Ecommerce and Marketing, Look Fabulous Forever

Unlocking your full-funnel 11:45 measurement with future-Aleksandra Algina, MMM and Full-funnel Measurement Lead, Google

Key trends: reshaping your marketing strategy and best practice Radmila Blazheska, Chief Marketina

Officer, SecurityHQ

Thursday 29th September

The Future of Digital **Marketing Theatre**

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10:35 Deep dive: creative analytics the untapped driver of content 11:00 marketing

Swagat Choudhury, Global Head Of Digital Products, Diageo

13:40

Things will only get meta - or will they? Is the metaverse a useful channel or a genuine game changer?

Graham Wilson, Head of Business Development, Sofology Oliver Shaver, Omni-Media Director, Boots

The Power of Data & **Personalisation Theatre**

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BlueVenn

10:35 Gaining customer trust: solving the personalisation vs privacy 11:00 paradox Gianfranco Cuzziol, Group CRM and Personalisation Lead. Natura & Co

11:45 How to win trust and lovalty Tim Bond, Director of Insight, Data & Marketing Association (DMA)

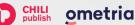
15:15 Discuss and debate: grow your brand with purposeful, 16:00 sustainable and ethical John Readman, CEO & Founder, BOSCO™ Powered by Modo25

Full programme available at www.technologyformarketing.co.uk/conference-agenda-2022 OR www.ecommerceexpo.co.uk/conference-agenda-2022

The Full MarTech Stack: Automation, AI, Analytics & **Optimisation Theatre**

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10:00 10:25

See how Dyno-Rod automatically attributes phone sales to specific keywords and Google Ads. The impact on ROI is astonishing Mark Taylor, CEO & Founder, Automated Analytics Ltd

How to fully automate a 11:45 customer journey; from prospect

to lead to returning customer Varun Gujral, Global Marketing Automation Manager, JLL

12:20

Predictive marketing & pricing: cross-optimize discounts, coupons & ad spend

Eiko van Hettinga, Co-Founder, Managing Director, 7Learnings

HERE ARE SOME OF OUR TOP SPEAKERS

Sarah Baumann

Managing Director,

VavnerMedia

Nick Brookes

EMEA Analytics

Engagement Director, Mars



Benjamin Atley Customer Success Manager, Charle Agency



Dino Bernicchi Data Science Strategy Consultant, independent



Olivier Buffon Head of International, Faire

Ryan Clarke

Head of Ecommerce,

STATSports



Radmila Blazheska Chief Marketing Officer. SecurityHQ



Mike Buick Head of eCommerce -

Chris Combemale

Marketing Association (DMA)

Ibrahim Ibrahim

Author, Future Ready Retail



EMEA. Dexcom



Global Retail Director,



Steve Elliot



Head of Online Content and Merchandising, Virgin Media 02



David Gardiner Head Of Back Office, Made.

Karen Bendell

Board Advisor and

Consultant, KLB Consulting

Michael Bruce

Founder & Group CEO,

Swagat Choudhury

Global Head Of Digital

Products, Diageo



Claire Hennah Fcommerce Director -Beauty and Personal Care



Christina Huang Vice President, Strategy, Operations and Marketing Services, Visa



Zarina Kanii Head of Health & Wellness Business Development, UK & Nordics, Alibaba Group



Ebru Keskin Payments and Fraud Consultant. FinTech



Neil Kuschel CEO Europe, Global-e



Gary Landa Head of Digital, Digital Boutique



Sarah Moore Data Strategy & Martech Director, Mars Petcare



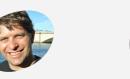
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Ric Rodriguez Co-Founder / Chief Growth



Ross Sergeant Head of Media and Touchpoints Asahi Europe &



Mike Stevens Author and Founder The Direct to Consumer Playbook

Paul Walker

Chief Commercial Officer

Vivobarefoot



Matthew Walsh Director of Data and Retail,



Clare Lawson

CEO, Ogilvy Experience

Amin Mrini

VP Digital Commerce.

WARC

Jan Penkala

Performance & Expansion

Manager, astratex.cz

Daniel Rowles

CEO, Target Internet

James Sharman

Northern Furone

Performance and Content

Lead. Haleon

Vijay Talwar

CFO Wish

Karl Lillrud eCommerce Expert & 2x TEDx Speaker, Maneer



Andy Mulcahy Strategy and Insight Director



Richard Lim

Omar Oakes Editor, The Media Leader



Ana Melvin

Will Parrott Practice Director. Commerce, Propeller Group



Nikeeta Phagura Marketing Manager, B2B Solutions and Lead Generation, AMERICAN EXPRESS

Michaela Ryan

Digital Strategy Business

Oliver Shaver

Omni-Media Director, Boots

Janis Thomas

Director of Ecommerce and

Marketing, Look Fabulous

Daniel Walton

Founder, OLPRO



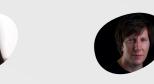
Founder and Chief Executive



Dave Robinson Customer Strategy Director,



Farrah Sattaur Lifestyle Blogger, Reality



Darren Savage Chief Strategy Officer, Tribal



Louise Simpson Content Creator Author



Paul Spiers Founder & CEO. The New **P&L Brand Purpose Institute**



& Illustrator Three Little



Gareth Turner Former Head of Marketing, Weetabix



Head of Digital Engagement, Ocado Group



Graham Wilson Head of Business Development, Sofology



Jonathan Yaffe CEO and Co-Founder, AnyRoad



Sam Hughes Senior Client Partner Reddit. Inc.

8

Marketing



Nick King Greg Klingaman VP of Emea, AnyRoad and former Insight Director, Autotrader Global Retail Director at Diageo



Partner, Behavioural

Jessica Bartlett

EMEA CRM Manager, New

Balance

Tim Bond Director of Insight, Data & Marketing Association (DMA)



Andrew Busby

Sara Davies

Dragon on BBC's Dragons' Den

Josh Gunnell

Director of Fraud & ID.

TransUnion (UK)

Branwell Johnson

Director of Content

Propeller Group

Martin Koderisch

Principal, Edgar, Dunn &

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Chief Executive Officer, **Data &** Founder, Crafter's Companion,



Founder, Dotty Fish









Viktorija Kuncyte-Johnson Head of Retention, Oddbox



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www.technologyformarketing.co.uk

Technology for Floorplan Marketing



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N9

N8

eCommerce Expo

Exhibitor list

7Learnings D90 9xb.com C52 AB Tasty D80 Adyen H15 Akeneo J10 Algolia J10 Algonomy E100 Allpack Packaging H01 Amazon Freight C22 Amazon Shipping C22 Amazon Supply Chain D10 Amplience J10 Anthropics D64 Asendia D20 Attentive D12 Attraqt G44 Avalara CC44 Barclaycard Payments CC40 Baselinker C10 BCP C20 Bidnamic G52 BigCommerce CC10 blubolt B61 Calcurates by Amasty EP10 Catalyst CC66 CDEK Express Delivery B24 Centrecom EP8 Checkout.com F62 Clearpay CC60 Clearbay CC60 </th <th>Exhibitor</th> <th>Stand</th>	Exhibitor	Stand
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Mangopay F90 Mapp Digital L20 Marketcube EP3 Marosa VAT P52 MASTERCARD H70 Mention Me L55 Metapack A20	• •	
Mapp Digital L20 Marketcube EP3 Marosa VAT P52 MASTERCARD H70 Mention Me L55 Metapack A20	· ·	
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Mention Me L55 Metapack A20		
Metapack A20		
	Metapack Midigator	A20

Exhibitor	Stand
MINDEREST	K50
Mirakl	F60
Mirumee Software	C24
Mobikasa	F08
Mollie	G42
Moss	L12
Naveo Commerce	B52
Netcore Cloud	G40
NewStore	J10
Nosto	F20
nShift	A30
OCTOPIA	E80
Odoo	CC46
Omnipack	B10
Oporteo	C20
•	D42
Optimizely Orbitvu	D52
OrderWise	H60
	D94
Parxl	
Patchworks	M52
PayFuture	F88
Perpetua	A50
PHL	G70
Price Trakker	A12
primocontatto.eu	EP14
Profitero	EP2
ProSKU	J70
Psydro	B60
QAD Precision	C85
Quantum Metric	J40
Rajapack	D50
Ranosys	B65
Raygun	EP13
Recharge Payments	G22
RedEye	CC62
Remarkable Commerce	D62
RevLifter	D34
Route	G12
Royal Mail Group	B54
Saleor	C24
Salesfire	CC24
Sana Commerce	M14
SARASMART	A64
SCAYLE	D40
Sci-Net Business Solutions	K64
Scurri	CC55
Sendcloud	C50
ShipStation	A20
Shiptheory	D31
Shopify	CC30
ShopWeDo e-fulfilment	A14
Simple Global	E86
Singapore Post	E60
Snapfulfil	F10

Exhibitor	otana
Sourceful	L10
Sovos	A40
Spring	CC64
Spyrosoft eCommerce Spółka Akcyjna	E94
Starshipit	EP1
Statement	CC30
Stok.ly	C87
StoreFeeder	G10
Stripe	G32
Sufio	EP6
Talkoot	EP5
Taxmen	A22
Taxology	B10
TEST	TEST
The Storage Place	E88
THG Ingenuity	K70
ThoughtMix	K12
ThreeKit	CC44
Toppan Digital Language	B22
TreviPay	CC42
Treyd	A62
TrueCommerce	C62
truevo	A51
Trustpilot	E20
Tweakwise	D82
Ucraft	E90
Unbxd	G40
Valtech	J10
Vanga AI	EP11
Velstar	CC30
Vindicia	A60
Voyado	J18
Webscale	C42
Whistl	A67
Wise Robotics	H60
Wish	B68
Woola	A78
Worldline	E62
Worldline	E62
Worldwide Logistics Group	CC48
Xtremepush	F50
Yotpo	C30
Yottaa	E84
Zakeke	C40
Zendbox	C32
	yF.



Please note that the information on this page is subject to change. Download the official event App or visit the show websites to get the latest updates.

Technology for Marketing

Exhibitor list

J61 K54 D30 K30 Q48 P50 L56 M51 TP5 Q40 L06 K56 K18 TP1 K01 A38 N15 M18

G30 L08

D96

K44

M20

L52 J60

TP10

K46

J63

D18 K52

L54 L01

TP7 J32 Q54

J52 TP11 J50 L50 K14 TP4 J62 Q52 C88 EP7 TP2 J30

G60

L14

EP1	
CC30	Exhibitor
C87	8 Million Stories
G10	Adpolice
G32	Adriel
EP6	Adverity
EP5	Anicca
A22	Apteco
B10	Arwen
TEST	Attest
E88	Awin
K70	ВСМА
K12	Brandsystems
CC44	Certainly
B22	Chili Publish
CC42	ClicData
A62	Cortex Territory
C62	Depict
A51	Depositphotos
E20	Digital Doughnut
D82	dotdigital
E90	Dots Design Hub
G40	eSales Hub
J10	Exclaimer
EP11	FleXRM Force24
CC30	GetResponse
A60	HWSS
J18	Impartner
C42	Inkdesk
A67	Lead Forensics
H60	Leadfamly
B68	Leadoo
A78	MARTECH 3D
E62	Metageni
E62	Momentive
CC48	Nethansa
F50	Nimlok
C30	Ometria
E84	OneTrust
C40	peek&poke
C32	Phonexa
	Promotigo
	Reputation
	SITEIMPROVE
() J	Sitel Group
	Sitel Group
	Sixty Seconds

Spotler

Squeezely

StackAdapt

Exhibitor	Stand
Stannp.com	K22
Straker	K40
The Drum	The Drum Lounge
TIPI Group	M16
Travis Group Limited	M60
Unify VSN	K10
Upland BlueVenn	J20
Upp	TP6
Vertical Leap	E50
Web Behaviour Specialists	K62
Webeo	G20
Wellcom Worldwide	L06
Workbooks	J30
Zoho	K20

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SCAN ME



Practical information

OPENING TIMES:

Wednesday 28th September 2022, 09:30 - 17:00



Thursday 29th September 2022, 09:30 - 16:45

THE VENUE:

ExCeL London, One Western Gateway, Royal Victoria Dock, London E16 1XL



If you are travelling by public transport, the nearest station is Custom House. via the Elizabeth Line, Underground or DLR.

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You can catch a tube to Custom House via the newly opened Elizabeth Line.

By Rail:

London has a number of main rail stations:

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By Bus:

ExCeL is served by the following bus routes:

Custom House Station: 147, 325, 678, 241

Prince Regent Bus Station: 300, 473

By Car:

Follow signs to Royal Docks, City Airport and ExCeL.

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it's going to be a big night at the troxy for the eCommerce Awards 2022!

The awards recognise success across the span of all business sizes that are represented in eCommerce. Tech giants such as **O2** and **Adobe** are present, with the latter showcasing its skill in upscaling of user packages alongside its move to address a more culturally localised user experience. In other categories **Argos** explains the benefits of its new UX to ease customer journey while logistics giant **Wincanton** is shortlisted for its development of wearable technology and artificial intelligence to maximise health and safety for its colleagues. Smaller



ECOMMERCE AWARDS 2022

companies are widely celebrated too, such as **Kukon Rugs'** success in harbouring the power of influencers, brand ambassadors and customers across TikTok and Instagram; while baking provisioners **Doves Farm** is present for successfully upgrading its offering over the pandemic to include D2C offerings to a multitude of new bakers.

View the finalists www.ecommerceawards.london/finalists-2022.

Each of these companies has excelled in very different ways with advances, breakthroughs and innovations coming thick and fast in this feverishy innovative environment. The awards ceremony offers not only an opportunity to celebrate the winners but also to immerse yourself in the multiple ideas and players within the world of eCommerce.

To find out more, visit www.ecommerceawards.london.





WHEN & WHERE

Wednesday 28th September, 19.00 - 00.30



Dress code: business smart

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