



## OpenExchange Partnership

### *Challenges with Virtual Corporate Access*

Coordinating participation in virtual or hybrid conferences and events poses a unique set of challenges for sell-side corporate access teams including:

- **Meeting management:** there is a need for dedicated concierge-like services to address technical and/or logistical issues that occur as coordinators manage several online meetings simultaneously
- **Attendance tracking:** identifying and validating the individuals that should be attending a meeting is more challenging in a virtual format
- **Vendor preferences:** corporate access teams must accommodate client preferred virtual meeting technology vendors - a corporate and an investor in the same meeting may need to use different vendors
- **Maintenance:** Virtual conferences involve maintaining and updating hundreds of URLs/dial-ins in a coordinator's conference management system

### *IHS and OpenExchange Integration*

These challenges have created an opportunity for IHS Markit and OpenExchange to partner in creating a solution that addresses the virtual meeting needs of mutual sell-side clients:

#### OpenExchange provides:

##### White Glove Service

- An OpenExchange video specialist is assigned to every meeting to validate attendees and manage issues that may arise during the meeting
- Meeting attendance statistics are updated post meeting and are made available as a report post conference

##### Vendor Agnostic Connectivity

- OpenExchange accommodates the virtual meeting preferences of all attendees by creating links accessible through virtually any video meeting platform
- Specialists meticulously create and test each video connection in advance

#### IHS Markit provides:

##### Seamless Integration

- Seamless cloud based two-way transfer of Event and Conference data with OpenExchange for video specialists to create URLs/dial-ins automatically updated in iConference and iPlanner
- Meeting attendance details as maintained in iConference and iPlanner pushed to OpenExchange video specialists as part of the integration

##### Dedicated Support

- A product consultant is available throughout the conference or event to offer suggestions as to how to best leverage iConference and iPlanner for managing virtual meeting details generated by OpenExchange
- IHS product consultants team up with OpenExchange video specialists to ensure meeting success

#### KEY STATS

**20,000+**

Meetings managed through OpenExchange integration

**60+**

Conferences managed through OpenExchange integration

**2020**

Start of OpenExchange Partnership

#### TARGET CUSTOMERS

### Mutual OpenExchange and IHS Markit clients

For more information on the products and services from IHS Markit, please contact us at [sales@ihsmarkit.com](mailto:sales@ihsmarkit.com)