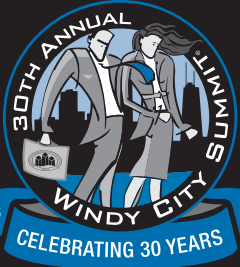


# 30<sup>TH</sup> ANNUAL WINDY CITY SUMMIT<sup>®</sup>

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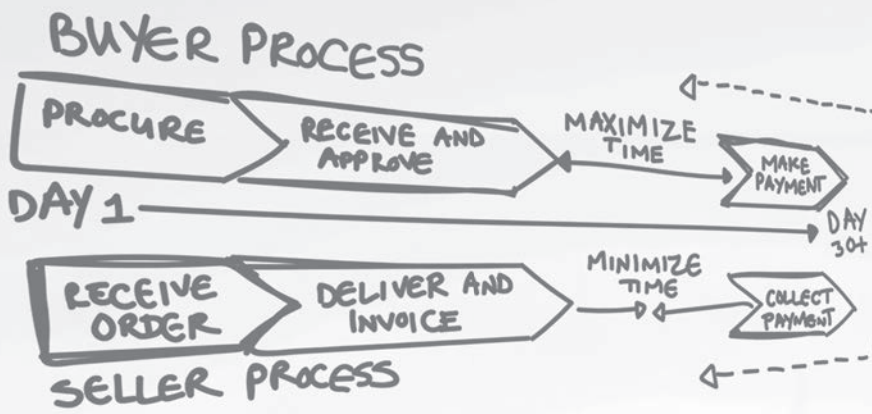
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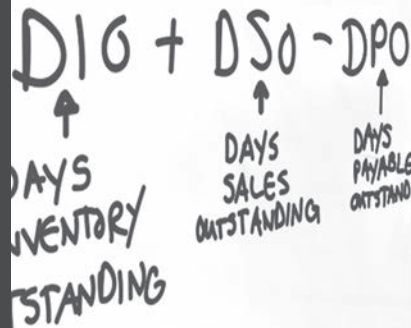
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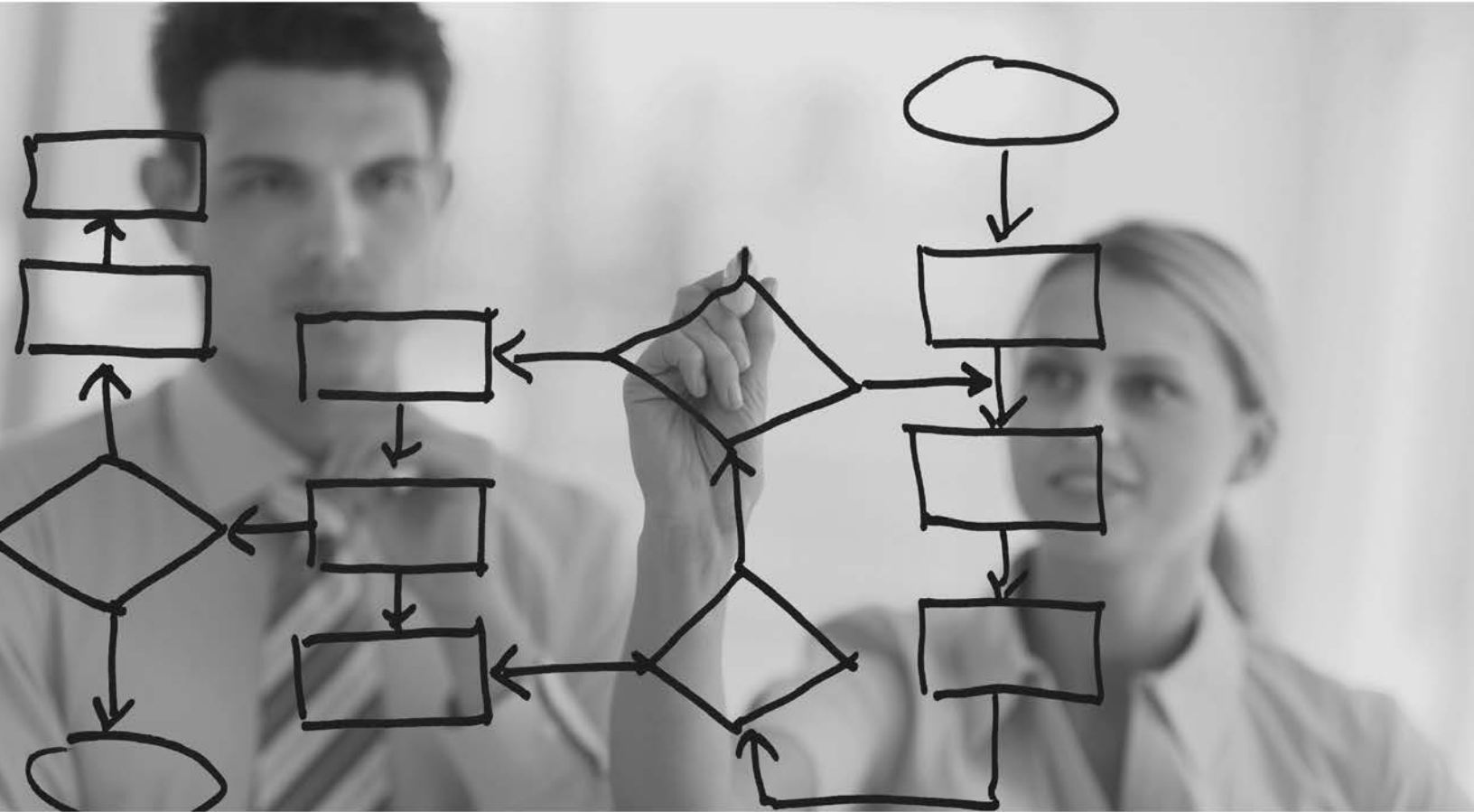


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# WELCOME TO THE 30<sup>TH</sup> ANNUAL WINDY CITY SUMMIT



On behalf of the Treasury Management Association of Chicago and the Windy City Summit organizers, we would like to welcome you to the 30th Annual Windy City Summit. 30 years ago, the predecessor to WCS (called Confab) used only TMAC members as speakers, had no exhibitors and the event cost a mere \$25. In contrast, this year's conference has 135 educational sessions, a keynote speaker, two featured speakers and 80 exhibitors. My, how far we have come! Navy Pier, celebrating its centennial this year, has proven to be a great venue and this year will be no exception.

Our theme this year is Expand Your Knowledge, Build Relationships, Grow Your Business. To Expand Your Knowledge, you will learn from our 135 educational opportunities while earning credits to renew your CTP/CCM, FP&A, AAP and CPE credentials.

To aid you to Build Relationships, this year's Windy City Summit offers you the opportunity to network with more than 1,300 treasury, cash management and financial professionals from across the country. You can make new connections with your colleagues and convey your needs to our 80 exhibitors. At this year's conference you will be given the tools, technologies, ideas and strategies you need to improve and Grow Your Business and to ensure your personal success.

This year, the Windy City Summit is pleased to welcome three distinguished speakers to our program. Opening Keynote Speaker Deborah Roberts, Correspondent for ABC News' 20/20 will certainly provide an informative kickoff for our conference. The featured speaker for Wednesday's lunch is Roger Cressey, NBC Counter-terrorism Analyst & Former Presidential Advisor. Speaking at Thursday's luncheon is Kevin Lacz, Former Navy SEAL and Co- Star of American Sniper.

This meeting would not be possible without our dedicated sponsors and exhibitors who support the Windy City Summit each year. I encourage you to make time to network and connect with these industry leading companies on the exhibit floor. Additionally, I would like to thank our TMAC Windy City Summit Co-Chairs, Angelyn Pennington and Gary Silha, for their time and efforts to make this the outstanding conference it is.

I look forward to seeing you all throughout the conference and hope you will make the most of this opportunity to expand your knowledge, build relationships and grow your business! Please mark your calendars to join us for the 31st Annual Windy City Summit Tuesday, May 23–Thursday, May 25, 2017.

Julie Qualiato  
President  
Treasury Management Association of Chicago (TMAC)

## 2015 – 2016 TMAC BOARD OF DIRECTORS

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## 2016 WINDY CITY SUMMIT COMMITTEE

- Windy City Summit Co-Chairs:** Angelyn Pennington, Guggenheim Partners, LLC  
Gary Silha, Tenneco Inc.
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# GENERAL INFORMATION



## REGISTRATION

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Participation in the 30th Annual Windy City Summit is limited to registered attendees. An official name badge is required for admittance to all sessions, activities and the exhibit hall. Registered attendees, speakers and exhibitors are required to pick up their name badges onsite at the Registration Desk. Badge sharing is prohibited.

The Registration Desk will be located in Terrace B at the Navy Pier Convention Center and will be open as follows:

Tuesday, May 24, 2016 – Exhibitor Registration 8:00 a.m. – 6:00 p.m.  
(Attendee and Speaker Registration 1:00 p.m. – 6:00 p.m.)  
Wednesday, May 25, 2016 – 7:00 a.m. – 6:00 p.m.  
Thursday, May 26, 2016 – 7:00 a.m. – 5:00 p.m.  
Friday, May 27, 2016 – 7:00 a.m. – 12:00 p.m.

## TRANSPORTATION

A shuttle is available from the Sheraton Grand Chicago with continuous loop service to the Navy Pier Convention Center, Entrance 2. Please allow time for transferring between locations. Shuttle service hours are:

Tuesday, May 24, 2016 8:00 a.m. – 6:20 p.m. (last shuttle leaves at 6:20 p.m.)  
Wednesday, May 25, 2016 6:45 a.m. – 6:20 p.m. (last shuttle leaves at 6:20 p.m.)  
Thursday, May 26, 2016 6:45 a.m. – 5:20 p.m. (last shuttle leaves at 5:20 p.m.)  
Friday, May 27, 2016 6:45 a.m. – 1:20 p.m. (last shuttle leaves at 1:20 p.m.)

If you are taking a taxi to the Navy Pier Convention Center, instruct the driver to drop you off at Entrance 2.

## PARKING

If you choose to park your vehicle at Navy Pier Convention Center, use the access road on the north side of the building and proceed to the East Parking Garage. There will be Windy City Summit specific signage to direct you. The daily parking fee is \$28. Prices are subject to change.

The parking rates to self-park/valet your vehicle at the Sheraton Grand Chicago are as follows:

0-1 Hour – \$26	2-6 Hours – \$35	12-24 Hours (Self Park) – \$53
1-2 Hours – \$28	6-12 Hours – \$38	12-24 Hours (Valet) – \$63

As an alternative, there are several self-parking garages located near the Hotel which include: Ogden Plaza, River East (North Pier) Central, Cityfront Mid-Rise and Cityfront High-Rise.

## CAMERAS

Cameras are not permitted on the Exhibit Floor unless approval has been granted by the Windy City Summit Committee.

## DRESS CODE

The dress code for the entire conference, including all activities at the Windy City Summit, is business casual. Chicago temperatures in May are typically in the high 60's during the day and the low 50's in the evening.

## EVALUATION FORMS

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Session evaluation forms will be distributed at the end of each educational session. Please complete these forms and turn them in to the session facilitator at the end of each session. After the conference, you will receive an electronic overall evaluation survey. Please take a few moments to fill out the form. The Windy City Summit needs your input to make next year's conference even better.

## MEETING ROOMS

All educational sessions are held at the Navy Pier Convention Center in the 200 and 300 series meeting rooms. Please be sure to bring a light sweater or jacket as meeting room temperatures may fluctuate.

**KeyBank** 

## MOBILE APP

SPONSORED BY

Stay connected during the conference with the Windy City Summit mobile app. The app is available on iPhones, iPads or Android devices and can be downloaded through iTunes or the Google Play Store by searching "2016 Windy City Summit." This mobile app is password protected and available to registered attendees of the Windy City Summit only.

For more information and instructions to download the app, please see pages 20 and 21.

## NAME BADGE

Registered attendees and exhibitors are required to pick-up their name badge on-site at the Registration Area located in Terrace B at the Navy Pier Convention Center. A name badge must be worn at all times. This is how event management, other attendees and exhibitors are able to identify your affiliation with the Windy City Summit.

The practice of "badge sharing" is prohibited at all conference events. If representatives of the conference suspect that badge sharing is taking place, you will be asked to present a picture ID to match your name badge. If you are caught badge sharing, you will lose your badge and your ability to participate in the conference.

## SMOKING AREAS

Smoking is not permitted inside the Navy Pier Convention Center. Smoking is permitted outside in designated smoking areas. Your cooperation is appreciated.

## SOLICITATIONS

Sales and promotional activities are restricted to exhibitors and must take place in their own exhibit booth.

## SPEAKER READY ROOM

The Speaker Ready Room is located in Room 201 at the Navy Pier Convention Center.



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# RECERTIFICATION CREDITS/ EXHIBIT FLOOR INFORMATION / TOURS



## RECERTIFICATION CREDITS

### CTP/CCM/FP&A VALIDATION – 13.8 CREDITS APPROVED

The Windy City Summit is approved for up to 13.8 CTP/CCM and FP&A recertification credits by the Association for Financial Professionals. Registrants interested in obtaining these credits should complete the Confirmation of Attendance, which was distributed via e-mail, and follow the submission requirements found on the AFP website. Not all sessions are eligible for credit. Please refer to the session listing for credit information.

### CPE VALIDATION

Registrants interested in obtaining CPE credits should complete the Confirmation of Attendance, which was distributed via e-mail and mail it to:

Windy City Summit  
P.O. Box 65  
Caledonia, WI 53108

EMAIL: [Liz@WindyCitySummit.org](mailto:Liz@WindyCitySummit.org)

*Be sure to keep a copy of the form for your records.*

## EXHIBIT FLOOR INFORMATION

The 30th Annual Windy City Summit is highlighted by an exhibit floor that features displays by leading suppliers and vendors. Exhibit booths are staffed by experienced industry professionals with the latest financial products and services. A complete directory of exhibiting and sponsoring companies appears in the back of this program. We encourage attendees to take advantage of opportunities to speak with and learn from all the conference exhibitors.

### EXHIBIT HOURS

Festival Hall B at Navy Pier Convention Center

Tuesday, May 24, 2016      8:00 a.m. – 6:00 p.m.  
Exhibitor Registration and Set-Up

Wednesday, May 25, 2016      9:30 a.m. – 12:00 p.m.  
1:45 p.m. – 5:45 p.m.

Thursday, May 26, 2016      7:30 a.m. – 12:00 p.m.  
2:00 p.m. – 5:00 p.m.

Friday, May 27, 2016      7:30 a.m. – 12:00 p.m.

### CELL PHONE CHARGING STATION SPONSORED BY

PNC will provide cell phone charging stations compatible with 95% of cell phones and mp3s in a rapid 10-minute charge. The charging kiosk is located on the exhibit floor in the PNC exhibit booth #300.

### LOUNGE AREA SPONSORED BY

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### RELAXATION STATION SPONSORED BY

Relax and unwind at the relaxation stations located on the exhibit floor in the First National Bank exhibit booth #413.

## TOURS

Join us on a tour of the Chicago Federal Reserve Money Museum. During the tour you will enjoy a presentation about the functions and responsibilities of the Federal Reserve System, learn about the Money Museum's historical currency collection and even take home a souvenir! No additional fee will be charged for the tours and transportation is provided. Space is limited. Advanced registration is required. Please see the registration desk for more information and to check availability.

### Money Museum Tour #1

Thursday, May 26, 2016

7:30 a.m. – 9:30 a.m.

Bus departs at 7:40 a.m. from  
Navy Pier Convention Center, Entrance 2

### Money Museum Tour #2

Thursday, May 26, 2016

8:30 a.m. – 10:30 a.m.

Bus departs at 8:40 a.m. from  
Navy Pier Convention Center, Entrance 2

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# EDUCATIONAL SESSION INFORMATION



## EDUCATIONAL SESSION TRACKS

The following session track descriptions and abbreviations serve as a reference within the session information.

### Advanced (ADV)

Detailed presentations on topics of significant interest to senior level treasury management and finance executives.

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### Banking (BANK)

Topics that cover corporate banking challenges and/or opportunities.

### Banker Topics (BT)

Designed for bankers and financial service providers.

### Card Payments (CP)

Includes topics on how card programs can cost-effectively and efficiently disburse funds, improve management, add flexibility, and control funds usage and tracking.

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### Corporate Finance (CF)

Short and long-term financial management topics including borrowing strategies and vehicles, financial planning and analysis, and capital structure.

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### CTP Preparation (CTP)

Preparation for the upcoming CTP exam.

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### Fraud and Compliance (FC)

Addresses compliance with regulatory requirements and current threats within treasury systems.

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### Insurance & Risk Management (IRM)

Business risk, insurance, foreign currency and interest rate risk management.

### International Treasury Management (INTL)

International operations and management including risk solutions, price changes, payments, cash management, and global financial management trade.

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### Investments (INV)

The latest information for maximizing yields and portfolio returns, and setting short and long-term investment goals.

### Liquidity Management (LM)

Tips and techniques for budgeting, cash forecasting and ensuring adequate funding for your operations are available.

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### Professional Development (PD)

Strategies to keep your career on track and to continue to enhance your marketability.

### Relationship Management (RM)

Explores the relationships with financial institutions and other service providers, including the evaluation, selection, negotiation and ongoing review processes.

### Transaction Processing (TP)

The latest trends, best practices, and integration options to achieve seamless transaction processing.

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### Treasury Management Essentials (TME)

Explores a wide variety of global treasury situations and solutions.

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### Working Capital Management (WCM)

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### Beginner ♦

The content provides an introduction to the subject using practical information and user-friendly terms and definitions.

### Intermediate ♦♦

A session designed for participants with some knowledge of the subject. The presentation will provide additional information to provide a greater understanding of the subject matter.

### Advanced ♦♦♦

These presentations offer in-depth and current information on the subject. Participants should have a strong background in the topic to get the most from the session.



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# CONFERENCE AGENDA



## TUESDAY, MAY 24, 2016

- 8:00 a.m. - 6:00 p.m. **Exhibitor Registration**  
(Terrace B, Navy Pier Convention Center)  
*Sponsored by Ariba*
- 1:00 p.m. - 6:00 p.m. **Exhibitor Set-up**  
(Festival Hall B, Navy Pier Convention Center)
- 1:00 p.m. - 6:00 p.m. **Attendee and Speaker Registration**  
(Terrace B, Navy Pier Convention Center)  
*Sponsored by Ariba*
- 5:00 p.m. - 6:30 p.m. **First-Timers Welcome Reception,**  
Sheraton Grand Chicago, Presidential Suite #3201

## WEDNESDAY, MAY 25, 2016

- 7:00 a.m. - 6:00 p.m. **Registration**  
(Terrace B, Navy Pier Convention Center)  
*Sponsored by Ariba*
- 7:30 a.m. - 8:25 a.m. Continental Breakfast in Lakeview Terrace  
(near Navy Pier Aon Grand Ballroom)
- 8:30 a.m. - 9:30 a.m. **Opening Keynote Speaker Deborah Roberts** in Navy Pier Aon Grand Ballroom  
*Sponsored by Bank of America Merrill Lynch*
- 9:30 a.m. - 12:00 p.m. **Exhibits**  
(Festival Hall B, Navy Pier Convention Center)
- 9:30 a.m. - 10:05 a.m. Refreshment Break in Festival Hall B  
*Sponsored by BMO Harris Bank*
- 10:10 a.m. - 11:00 a.m. Session 1
- 11:10 a.m. - 12:00 p.m. Session 2
- 12:10 p.m. - 1:45 p.m. **Luncheon with Featured Speaker Roger Cressey**  
in Navy Pier Aon Grand Ballroom  
*Sponsored by PNC*
- 1:45 p.m. - 5:45 p.m. **Exhibits**  
(Festival Hall B, Navy Pier Convention Center)
- 2:00 p.m. - 2:50 p.m. Session 3
- 3:00 p.m. - 3:40 p.m. Refreshment Break in Festival Hall B  
*Sponsored by J.P. Morgan*
- 3:50 p.m. - 4:40 p.m. Session 4
- 4:45 p.m. - 5:45 p.m. **Opening Reception** in Festival Hall B  
*Sponsored in part by BMO Harris Bank and Trufa Inc.*

## THURSDAY, MAY 26, 2016

- 7:00 a.m. - 5:00 p.m. **Registration**  
(Terrace B, Navy Pier Convention Center)  
*Sponsored by Ariba*
- 7:30 a.m. - 12:00 p.m. **Exhibits**  
(Festival Hall B, Navy Pier Convention Center)
- 7:30 a.m. - 8:30 a.m. Continental Breakfast in Festival Hall B  
*Sponsored by BNY Mellon*
- 7:30 a.m. - 9:30 a.m. **Money Museum Tour,** Chicago Federal Reserve  
Bus departs at 7:40 a.m. from Entrance 2 of Navy Pier for an 8:30 a.m. tour
- 8:30 a.m. - 9:20 a.m. Session 5
- 8:30 a.m. - 10:30 a.m. **Money Museum Tour,** Chicago Federal Reserve  
Bus departs at 8:40 a.m. from Entrance 2 of Navy Pier for a 9:15 a.m. tour
- 9:30 a.m. - 10:20 a.m. Session 6
- 10:20 a.m. - 11:00 a.m. Refreshment Break in Festival Hall B  
*Sponsored by KeyBank*
- 11:10 a.m. - 12:00 p.m. Session 7
- 12:10 p.m. - 2:00 p.m. Luncheon with **Featured Speaker Kevin Lacz** and TMAC Academic Relations Program in Navy Pier Aon Grand Ballroom  
*Sponsored by BMO Harris Bank*
- 2:00 p.m. - 5:00 p.m. **Exhibits**  
(Festival Hall B, Navy Pier Convention Center)
- 2:10 p.m. - 3:00 p.m. Session 8
- 3:00 p.m. - 3:50 p.m. Refreshment Break in Festival Hall B  
*Sponsored by Fifth Third Bank*
- 4:00 p.m. - 4:50 p.m. Session 9

## FRIDAY, MAY 27, 2016












- 7:00 a.m. - 12:00 p.m. **Registration**  
(Terrace B, Navy Pier Convention Center)  
*Sponsored by Ariba*
- 7:30 a.m. - 12:00 p.m. **Exhibits**  
(Festival Hall B, Navy Pier Convention Center)
- 7:30 a.m. - 8:30 a.m. Continental Breakfast in Festival Hall B
- 8:30 a.m. - 9:20 a.m. Session 10
- 9:30 a.m. - 10:20 a.m. Session 11
- 10:20 a.m. - 11:00 a.m. Refreshment Break in Festival Hall B  
*Sponsored by BB&T*
- 11:10 a.m. - 12:00 p.m. Session 12
- 12:00 p.m. **2016 Windy City Summit Adjourns**

# TUESDAY, MAY 24

8:00 a.m. – 6:00 p.m.	<b>EXHIBITOR REGISTRATION AND SET UP/</b>
1:00 p.m. – 6:00 p.m.	<b>ATTENDEE AND SPEAKER REGISTRATION</b> (Terrace B, Navy Pier Convention Center) <b>Sponsored by Ariba</b>
5:00 p.m. – 6:30 p.m.	<b>First Timers Reception</b> Sheraton Grand Chicago, Presidential Suite #3201





# WEDNESDAY, MAY 25

7:00 a.m. – 6:00 p.m.	<b>REGISTRATION OPEN</b> (Terrace B, Navy Pier Convention Center) <b>Sponsored by Ariba</b>
7:30 a.m. – 8:25 a.m.	<b>Continental Breakfast</b> in Lakeview Terrace (near Navy Pier Aon Grand Ballroom)
8:30 a.m. – 9:30 a.m.	<b>Opening Keynote <b>Deborah Roberts</b></b> , Correspondent for ABC News' 20/20 in Navy Pier Aon Grand Ballroom <b>Sponsored by Bank of America Merrill Lynch</b>
9:30 a.m. – 10:05 a.m.	<b>Refreshment Break</b> on Exhibit Floor (Festival Hall B) <b>Sponsored by BMO Harris Bank</b>
9:30 a.m. – 12:00 p.m.	<b>Exhibit Floor Open</b> in Festival Hall B

ROOM	202	203	204	205	206	207
<b>SESSION 1</b> 10:10 a.m. to 11:00 a.m.	◆◆ <b>LM</b>	◆◆ <b>CP</b>	◆◆ <b>TP</b>	◆◆ <b>WCM</b>	◆ <b>LM</b>	◆◆◆ <b>ADV</b>
	Current Trends in Supply Chain Finance, On and Off Balance Sheet  <i>Coasby - Macquarie, Rothzen - U.S. Bank, Stewart - Willis Towers Watson</i>  	Fraud. Protect your assets. Deliver value.  <i>Lenzie - Bank of America Merrill Lynch, Tchoryk - World Kitchen, LLC</i>  	Responding to and Preventing Data Breaches  <i>Davidson - MB Financial Bank, Vare - Barnes &amp; Thornburg LLP</i>  	Prepare for Rising Interest Rates  <i>Swope &amp; Satterfield - PNC Bank</i>  	The Keys to AP/AR Success: Culture, History and the ROI  <i>Kruis - U.S. Bank</i>  	Successful Cross-border Banking: Optimizing Treasury Management  <i>Nicholls - BMO Harris Bank, Garcia - LaSalle Investment Management, Madden - ACCO Brands Corporation</i>  BMO  Harris Bank
<b>SESSION 2</b> 11:10 a.m. to NOON	◆◆ <b>INV</b>	◆◆ <b>CP</b>	◆ <b>FC</b>	◆◆ <b>INTL</b>	◆◆ <b>LM</b>	◆◆◆ <b>ADV</b>
	The Real Federal Reserve Policy - It's Effect on Stock Prices  <i>Dykstal - DeMarche Associates</i>	Metrics that Matter - Key Performance Indicators/Working Capital Tracking  <i>Burt - Bank of America Merrill Lynch, Anderson - Evraz</i>  	Payment Fraud and Cybercrime: Industry Update  <i>Vitale - MB Financial Bank</i>  	Doing Business in Canada  <i>McDonnell - PNC Bank, Norton - Consulate General of Canada in Chicago, Ujcz - Dickinson Wright</i>  	AP and AR: Unrelenting Adversaries or Synergetic Partners  <i>Kruis - U.S. Bank</i>  	Establishing Comprehensive Payments Optimization Through Collaboration  <i>Baxter - BMO Financial Group, Carmel - The Associated Press</i>  BMO  Harris Bank

12:10 p.m. – 1:45 p.m. **Luncheon with Featured Speaker **Roger Cressey**** in Navy Pier Aon Grand Ballroom **Sponsored by PNC**

1:45 p.m. – 5:45 p.m. **Exhibit Floor Open** in Festival Hall B

ROOM	202	203	204	205	206	207
<b>SESSION 3</b> 2:00 p.m. to 2:50 p.m.	◆◆ <b>RM</b>	◆◆ <b>CP</b>	◆◆ <b>FC</b>	◆◆ <b>WCM</b>	◆◆ <b>BT</b>	◆◆◆ <b>ADV</b>
	How Much Pain will You Tolerate Before Changing Banks?  <i>Brunnquell - Phoenix-Hecht</i>	A Better Way to Align Resources  <i>Conto - Bank of America Merrill Lynch, Kottmeyer - Newark Electronics</i>  	Detection and Fraud Prevention. How to Best Address the Fraud Issue.  <i>Raczek - MB Financial Bank, Friedman - BIK &amp; Co, LLP</i>  	It's All About Receivables STP - Stopping The Pain  <i>Matyas - PNC Bank</i>  	Where Isn't My Data Stored... HELP!  <i>Jablon - The Clearing House, Taylor - Pitt Ohio Express</i>	From Data Overload to Informed Decisions: Diving into Enterprise Data  <i>Ramsay - BMO Financial Group</i>  BMO  Harris Bank

3:00 p.m. – 3:40 p.m. **Refreshment Break** on Exhibit Floor (Festival Hall B) **Sponsored by J.P. Morgan**

ROOM	202	203	204	205	206	207
<b>SESSION 4</b> 3:50 p.m. to 4:40 p.m.	◆◆ <b>IRM</b>	◆◆ <b>CP</b>	◆◆◆ <b>FC</b>	◆◆ <b>WCM</b>	◆◆ <b>LM</b>	◆◆◆ <b>ADV</b>
	FX Hedging: Capitalizing on a High Volatility Environment  <i>Weiss - Bloomberg LP</i>	Best Practices of Growing an E-Payables Card Program  <i>Schreckenber - Graybar Electric, McKinzie - Fifth Third Bank</i>	Treasury Fraud and Vital Controls  <i>Jeffery &amp; Hart - Strategic Treasurer</i>	Basel III: Disrupting the Corporate Banking Relationship  <i>Graves &amp; Komar - KeyBank</i>	Optimize Your Cash Forecasting Process to Maximize Effectiveness  <i>Nygren - Treasury Strategies, Inc.</i>	Increasing Market Value Through Talent  <i>Johnson - The David Group</i>

4:45 p.m. – 5:45 p.m. **Opening Reception** on Exhibit Floor (Festival Hall B) **Sponsored by BMO Harris Bank and Trufa Inc.**



# CONFERENCE SCHEDULE





<b>ADV</b> Advanced	<b>CP</b> Card Payments	<b>INV</b> Investments	<b>RM</b> Relationship Management	◆ BEGINNER ◆ INTERMEDIATE ◆ ADVANCED
<b>BANK</b> Banking	<b>CTP</b> CTP Preparation	<b>IRM</b> Insurance and Risk Management	<b>TME</b> Treasury Management Essentials	
<b>BT</b> Banker Topics	<b>FC</b> Fraud and Compliance	<b>LM</b> Liquidity Management	<b>TP</b> Transaction Processing	
<b>CF</b> Corporate Finance	<b>INTL</b> Int'l Treasury Management	<b>PD</b> Professional Development	<b>WCM</b> Working Capital Management	

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PROGRAM AT-A-GLANCE

ROOM	324	325	326	327	328	329
<b>SESSION 1</b> 10:10 a.m. to 11:00 a.m.	◆ <b>CF</b> The Liquidity Revolution <i>Tonniges &amp; Salerno - First National Bank</i> 	◆◆ <b>TME</b> Getting the Most Out of your Digital Wallet <i>Jacklin - Wintrust Financial Corporation, Guccione - Keeper Security, Inc.</i> 	◆◆ <b>TP</b> Is Cash Really Still King? Accelerate Cash with Smart Safes <i>Swaiss - First Midwest Bank, Stang - Dunbar Armored, Inc., Panjwani - PNR/Dunkin Donuts Franchisee</i> 	◆◆◆ <b>INTL</b> Digital Banking Services: Build Your House API by API <i>Calinog - Wells Fargo</i> 	◆◆ <b>TME</b> Foreign Exchange Fast Track <i>Darwall - J.P. Morgan</i> J.P.Morgan	◆ <b>CTP</b> CTP Review: Essential Learning for CTP Candidates <i>Masson - Indiana University's Kelly School of Business</i> KeyBank
	<b>SESSION 2</b> 11:10 a.m. to NOON	◆◆ <b>CF</b> Corporate Uses of Cash and Subsequent Returns on Share Price <i>Meierhoffer - DeMarche Associates</i>	◆◆ <b>TME</b> Leaving a 0% World - What Next? <i>Sheridan - Wintrust Financial Corporation</i> 	◆◆ <b>TP</b> The Before, During and After of Fraud and Crime Striking <i>Harrington - FGMC, LLC, Salemi - First Midwest Bank, Renshaw - Stout Risius Ross</i> 	◆◆◆ <b>INTL</b> Payments: Past, Present, and Future <i>Ziolkowski - Wells Fargo, Lowry - Clear Xchange</i> 	◆◆ <b>TME</b> Liquidity Strategies for Uncertain Times <i>Perez - J.P. Morgan</i> J.P.Morgan
<b>SESSION 3</b> 2:00 p.m. to 2:50 p.m.		◆◆ <b>WCM</b> Reengineering a North American Receivables and Cash Application Process <i>Ai - PNC Bank, Murphy - RR Donnelley &amp; Sons Co.</i>	◆◆ <b>TME</b> My State and City are Broke: What Actions Should My Organization Take? <i>Jaffe - Wintrust Financial Corporation, Cox - C&amp;G Consulting Partners LLC, Cleary - Fort Dearborn Partners</i> 	◆◆◆ <b>TP</b> Turn your Accounts Payables Department into a Profit Center <i>Levitt - Levitt &amp; Associates, Carrera - FIS North American Retail Payments</i> 	◆◆ <b>INTL</b> Are You a Working Capital Top Performer? <i>DeGraw - The Hackett Group, Marra - Wells Fargo</i> 	◆◆ <b>TME</b> A Return to Business as Usual <i>Glassman - Chase Bank</i> J.P.Morgan
	<b>SESSION 4</b> 3:50 p.m. to 4:40 p.m.	◆◆◆ <b>CF</b> Borrower Boot Camp: Tips and Strategies for Negotiating Loan Documents <i>Heinrich - Reinhart Boerner Van Deuren s.c.</i>	◆ <b>TME</b> The 5 Pillars of Implementing a Treasury Management System <i>Blair - GTreasury, Osborne - Global Logistic Properties</i>	◆◆◆ <b>PD</b> Leader's Compass: A Leadership Philosophy is Key to Your Success <i>Dessert - Academy Leadership</i>	◆◆◆ <b>INTL</b> The New Era of Global Bank Relationship Management <i>Meyer - Redbridge DTA, Gilligan - Great Plains Energy</i>	◆◆ <b>BT</b> Top Trends in Treasury Management <i>Forman - EY</i>

## THURSDAY, MAY 26

7:00 a.m. – 5:00 p.m.	<b>REGISTRATION OPEN</b> (Terrace B, Navy Pier Convention Center) <i>Sponsored by Ariba</i>					
7:30 a.m. – 8:30 a.m.	<b>Continental Breakfast</b> on Exhibit Floor (Festival Hall B) <i>Sponsored by BNY Mellon</i>					
7:30 a.m. – 9:30 a.m.	<b>Money Museum Tour 1</b> Bus departs at 7:40 a.m. from Entrance 2 of Navy Pier (Tour from 8:30 a.m. – 9:00 a.m.) <i>Advance Registration Required</i>					
7:30 a.m. – 12:00 p.m.	<b>Exhibit Floor Open</b> in Festival Hall B					
8:30 a.m. – 10:30 a.m.	<b>Money Museum Tour 2</b> Bus departs at 8:40 a.m. from Entrance 2 of Navy Pier (Tour from 9:15 a.m. – 9:45 a.m.) <i>Advance Registration Required</i>					
ROOM	202	203	204	205	206	207
<b>SESSION 5</b> 8:30 a.m. to 9:20 a.m.	◆◆ <b>IRM</b> Retirement Plans: Understanding Fiduciary Obligations <i>Hale - Associated Bank</i>	◆◆ <b>CP</b> Legal Considerations for Mobile <i>Fonte - Dykema</i>	◆◆ <b>BANK</b> The Way We Pay: Hot Topics in Payments <i>Davies - Federal Reserve Bank of Dallas</i>	◆◆ <b>WCM</b> How Companies Can Profit from a Payables- Based WCM Platform <i>Hofler - Ariba</i>	◆◆ <b>LM</b> Changing Strategies for Today's Cash Investor <i>Kolimago - BlackRock</i>	◆◆ <b>ADV</b> Trust in the Cloud to Deliver Treasury Operations Results <i>Saldivar - Independent Consultant</i> <b>CANCELED</b>
	◆◆ <b>TP</b> Customer Focused Payment Integration – Payments Outside of Bank Silos <i>Richardson - Citizens Commercial Banking</i>  	◆◆ <b>CP</b> Succeeding With Your Suppliers <i>DeCoste - Bank of America Merrill Lynch, Fahey - Edward Don and Company</i>  	◆ <b>FC</b> Mitigating Card Based Cybercrimes <i>Gibbs - MB Financial Bank</i>  	◆◆ <b>WCM</b> What Will Chinese Financial Liberalization Mean for American Business? <i>Adams - The PNC Financial Services Group</i>  	◆◆ <b>LM</b> Working Capital Optimization = Automation! <i>Hanselmann - U.S. Bank</i>  	◆◆◆ <b>ADV</b> Starting Off Right: Onboarding with a New Financial Institution <i>Castillo - BMO Financial Group</i>  
10:20 a.m. – 11:00 a.m.	<b>Refreshment Break on Exhibit Floor</b> (Festival Hall B) <i>Sponsored by KeyBank</i>					
<b>SESSION 7</b> 11:10 a.m. to Noon	◆◆ <b>INV</b> Smart Beta - Active vs. Passive Investing <i>Patel - PNC Capital Advisors</i>	◆◆ <b>CP</b> Key Drivers for a Successful Card Program <i>Yu Hsiao - Bank of America Merrill Lynch, Bravo - Composites One, Milkent -ACCO</i>  	◆◆ <b>FC</b> Automating Retail Cash Operations: Removing Risk Through Visibility <i>Lantman - MB Financial Bank, Meador - ARCA</i>  	◆◆ <b>FC</b> Protecting Your Bank Accounts from Online Fraud <i>Forman - PNC, Fossett - Repete Corporation</i>  	◆◆ <b>LM</b> Operational Impacts of a New Future in Liquidity Management <i>O'Callaghan - GSAM, Lawson - Aon Corporation, Schrunck - Goldman Sachs</i>	◆◆◆ <b>ADV</b> Taking the Defensive: Future Predictions for Money Market Fund Reforms <i>DellaMaria - BMO Global Asset Management, Arts - BMO Harris</i>  
	12:10 p.m. – 2:00 p.m.	<b>Luncheon</b> with <b>Featured Speaker Kevin Lacz</b> and TMAC Academic Relations Program in Navy Pier Aon Grand Ballroom <i>Sponsored by BMO Harris Bank</i>				
2:00 p.m. – 5:00 p.m.	<b>Exhibit Floor Open</b> in Festival Hall B					

Thursday afternoon sessions continued on page 20 and 21

# CONFERENCE SCHEDULE



PROGRAM AT-A-GLANCE

<b>ADV</b> Advanced	<b>CP</b> Card Payments	<b>INV</b> Investments	<b>RM</b> Relationship Management	◆ BEGINNER
<b>BANK</b> Banking	<b>CTP</b> CTP Preparation	<b>IRM</b> Insurance and Risk Management	<b>TME</b> Treasury Management Essentials	◆ INTERMEDIATE
<b>BT</b> Banker Topics	<b>FC</b> Fraud and Compliance	<b>LM</b> Liquidity Management	<b>TP</b> Transaction Processing	◆ ADVANCED
<b>CF</b> Corporate Finance	<b>INTL</b> Int'l Treasury Management	<b>PD</b> Professional Development	<b>WCM</b> Working Capital Management	

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ROOM	324	325	326	327	328	329
<b>SESSION 5</b> 8:30 a.m. to 9:20 a.m.	◆◆ <b>CF</b> Discovering the Strategic Gold of Effective T&E Expense Management <i>Humphrey - Function Form Staging &amp; Design, Inc.</i>	◆◆◆ <b>TME</b> How Does Your Treasury Department Compare? <i>Carmody - TreaSolution, Inc.</i>	◆ <b>PD</b> Fixing Common Mistakes in Financial Presentations <i>Paradi - ThinkOutsideTheSlide.com</i>	◆◆ <b>INTL</b> Globalizing Your Treasury Operation <i>Stark - Kyriba</i>	◆◆ <b>BT</b> The New Payments Center <i>Reynolds - Technology Management Resources, Johnston - Bankers Trust Company</i>	◆ <b>CTP</b> CTP Review: Review of Basic CTP Calculations <i>Masson - Indiana University's Kelly School of Business</i>  <b>KeyBank</b>
	◆◆ <b>CF</b> Foreign Exchange Conversions - GAAP Financial Reporting vs. Managerial Decision Making <i>Sherer - Aalfs Manufacturing, Salerno - First National Bank</i>  <b>First National Bank</b>	◆◆◆ <b>TME</b> Barbarians at the Gate and Thieves Within <i>Lesser - Nexum, Richmond - The Horton Group, McCracken - Wintrust Financial Corporation</i>  <b>WINTRUST</b> COMMERCIAL BANKING	◆◆ <b>TP</b> Online Bill Payments in Snail Mail? Streamline the Capture of Consumer Receivables <i>Stolberg - Advantage Management, Krishnan - FirsTech, Johnson - First Midwest Bank</i>  <b>First Midwest Bank</b>	◆◆ <b>TP</b> New Solutions to Old Electronic Receivables Problems <i>Blacher - Wells Fargo, Davis - Carhart</i>  <b>WELLS FARGO</b>	◆◆ <b>TME</b> State of Payments 2016 <i>Walker - Chase Commerce Solutions</i>  <b>J.P.Morgan</b>	◆ <b>CTP</b> CTP Review: Money Markets <i>Masson - Indiana University's Kelly School of Business</i>  <b>KeyBank</b>
<b>SESSION 6</b> 9:30 a.m. to 10:20 a.m.	◆◆ <b>CF</b> Foreign Exchange Conversions - GAAP Financial Reporting vs. Managerial Decision Making <i>Sherer - Aalfs Manufacturing, Salerno - First National Bank</i>  <b>First National Bank</b>	◆◆◆ <b>TME</b> Barbarians at the Gate and Thieves Within <i>Lesser - Nexum, Richmond - The Horton Group, McCracken - Wintrust Financial Corporation</i>  <b>WINTRUST</b> COMMERCIAL BANKING	◆◆ <b>TP</b> Online Bill Payments in Snail Mail? Streamline the Capture of Consumer Receivables <i>Stolberg - Advantage Management, Krishnan - FirsTech, Johnson - First Midwest Bank</i>  <b>First Midwest Bank</b>	◆◆ <b>TP</b> New Solutions to Old Electronic Receivables Problems <i>Blacher - Wells Fargo, Davis - Carhart</i>  <b>WELLS FARGO</b>	◆◆ <b>TME</b> State of Payments 2016 <i>Walker - Chase Commerce Solutions</i>  <b>J.P.Morgan</b>	◆ <b>CTP</b> CTP Review: Money Markets <i>Masson - Indiana University's Kelly School of Business</i>  <b>KeyBank</b>
	◆◆ <b>CF</b> Converting Spreadsheets to Effective Data Visualizations <i>Paradi - ThinkOutsideTheSlide.com</i>	◆◆ <b>TME</b> Bridge over Troubled Int'l Waters - Trading into World's Toughest Markets <i>Beube - Wintrust Financial Corporation, Mehta - Rainbow Chemicals Company, Tonsager - CN WorldWide</i>  <b>WINTRUST</b> COMMERCIAL BANKING	◆ <b>TP</b> Financial Success Depends on a Dynamic Relationship with Your Bank <i>Brand - Helms Performance Group, Pankova &amp; Slucki - First Midwest Bank</i>  <b>First Midwest Bank</b>	◆◆◆ <b>INTL</b> Streamlining Online Remittance and Online Bill Payment Processing <i>Christiansen - NES Rentals, Bowens - Blistex Inc., Jennings - AmeriPride Services</i>  <b>WELLS FARGO</b>	◆◆ <b>TME</b> How to Optimize Your Working Capital with Creativity Not Capital <i>McDonagh - J.P. Morgan</i>  <b>J.P.Morgan</b>	◆ <b>CTP</b> CTP Review: Capital Markets <i>Masson - Indiana University's Kelly School of Business</i>  <b>KeyBank</b>
<b>SESSION 7</b> 11:10 a.m. to Noon	◆◆ <b>CF</b> Converting Spreadsheets to Effective Data Visualizations <i>Paradi - ThinkOutsideTheSlide.com</i>	◆◆ <b>TME</b> Bridge over Troubled Int'l Waters - Trading into World's Toughest Markets <i>Beube - Wintrust Financial Corporation, Mehta - Rainbow Chemicals Company, Tonsager - CN WorldWide</i>  <b>WINTRUST</b> COMMERCIAL BANKING	◆ <b>TP</b> Financial Success Depends on a Dynamic Relationship with Your Bank <i>Brand - Helms Performance Group, Pankova &amp; Slucki - First Midwest Bank</i>  <b>First Midwest Bank</b>	◆◆◆ <b>INTL</b> Streamlining Online Remittance and Online Bill Payment Processing <i>Christiansen - NES Rentals, Bowens - Blistex Inc., Jennings - AmeriPride Services</i>  <b>WELLS FARGO</b>	◆◆ <b>TME</b> How to Optimize Your Working Capital with Creativity Not Capital <i>McDonagh - J.P. Morgan</i>  <b>J.P.Morgan</b>	◆ <b>CTP</b> CTP Review: Capital Markets <i>Masson - Indiana University's Kelly School of Business</i>  <b>KeyBank</b>

<b>ADV</b> Advanced	<b>CP</b> Card Payments	<b>INV</b> Investments	<b>RM</b> Relationship Management	◆ BEGINNER
<b>BANK</b> Banking	<b>CTP</b> CTP Preparation	<b>IRM</b> Insurance and Risk Management	<b>TME</b> Treasury Management Essentials	◆◆ INTERMEDIATE
<b>BT</b> Banker Topics	<b>FC</b> Fraud and Compliance	<b>LM</b> Liquidity Management	<b>TP</b> Transaction Processing	◆◆◆ ADVANCED
<b>CF</b> Corporate Finance	<b>INTL</b> Int'l Treasury Management	<b>PD</b> Professional Development	<b>WCM</b> Working Capital Management	

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THURSDAY, MAY 26-AFTERNOON						
	202	203	204	205	206	207
<b>SESSION 8</b> 2:10 p.m. to 3:00 p.m.	◆◆ <b>INV</b> Adapting to Change: The Power of Portals <i>Fortuna &amp; Bird - State Street</i>	◆ <b>IRM</b> Enhancing the AR Asset with Trade Credit Insurance within ABL Financing <i>Maffei Chan &amp; Pales - Willis</i>	◆◆ <b>FC</b> Third Party Payment Processors: Reducing Risk <i>Allcock - Citizens Commercial Banking, Clendaniel - G2</i>	◆◆ <b>WCM</b> Creating Value through Optimized Working Capital Management <i>Wautelet &amp; Bienefeld - Hanse Orga</i>	◆ <b>LM</b> Viewing Liquidity Through a New Lens Optimize Your Cash Forecasting Process to Maximize Effectiveness <i>Morin - Fidelity Investments, Kolenda - AbbVie</i>	◆◆◆ <b>ADV</b> Case Study: Straight Through Processing - Not Just for Treasury <i>Murali - Axeltree Solutions, Albrecht - First Data Corporation</i>
	3:00 p.m. - 3:50 p.m. <b>Refreshment Break</b> on Exhibit Floor (Festival Hall B) <i>Sponsored by Fifth Third Bank</i>					
	202	203	204	205	206	207
<b>SESSION 9</b> 4:00 p.m. to 4:50 p.m.	◆◆ <b>INV</b> Are You Looking at Your DC Investments Through the Right Lens? <i>Freitag &amp; Hunstad - Northern Trust Asset Management</i>	◆ <b>IRM</b> Insurance Market Conditions - Forecasting Premiums and Budgeting <i>Maffei Chan &amp; Pales - Willis</i>	◆◆◆ <b>FC</b> BAM & FBAR Update <i>Jeffery - Strategic Treasurer, O'Garro - Axeltree Solutions, Inc.</i>	◆◆ <b>RM</b> How Account Analysis Review Can Generate Cost Savings <i>D'Astice - Fiserv, Lawrence - Lincoln National Life Insurance Company</i>	◆◆ <b>BANK</b> Answering the Questions Most Frequently Asked by CFOs and Treasurers <i>Kreft - Bank of America Merrill Lynch, Sesterhenn - Johnson Outdoors Inc.</i>	◆◆◆ <b>ADV</b> The Orderly Conversation: Business Presentations Redefined <i>Owen-Boger - Turpin Communication</i>



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# CONFERENCE SCHEDULE



## THURSDAY, MAY 26 – AFTERNOON

	324	325	326	327	328	329
<b>SESSION 8</b> 2:10 p.m. to 3:00 p.m.	♦♦ <b>CF</b> Best Practices in Equipment Leasing <i>Johnson - Northern Illinois University</i>	♦♦ <b>TME</b> Mobile Cash Management Best Practices <i>Shatila - KeyBank</i>	♦♦ <b>PD</b> The Treasury Recruitment World has Changed, Have You? <i>Richards - MR Recruitment LLC</i>	♦♦ <b>INTL</b> International Treasury Management <i>Lawson &amp; Durrin - Aon Corporation</i>	♦♦ <b>BT</b> Top ACH Rule Changes for 2016 and Beyond <i>Casali - NEACH</i>	♦ <b>CTP</b> CTP Review: Cash Forecasting and Risk Management <i>Masson - Indiana University's Kelly School of Business</i> KeyBank
	<b>SESSION 9</b> 4:00 p.m. to 4:50 p.m.	♦ <b>CF</b> The Remote World - Sales and Use Tax Issues in IT Data Centers <i>Sellers - True Partners Consulting</i>	♦♦ <b>TME</b> Building a Strategic Treasury at HCSC <i>Deranek - Health Care Service Corporation, Stark - Kyriba</i>	♦♦ <b>PD</b> Why Social HR Matters - Finding and Developing Top Talent with Social Media <i>DeLisle - Forward Progress Inc.</i>	♦♦ <b>INTL</b> Increased FX Risk: a Best-in-Class Approach <i>Tonin - Bloomberg, Lopez - Knowles Corporation</i>	♦♦ <b>BT</b> Stump the Banking Experts <i>Davey - GTreasury, Bauer - SWIFT, Marlowe - Wells Fargo</i>

PROGRAM AT-A-GLANCE

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2. When the page loads, select the "Web App" option.
3. The Windy City Summit app will load just like a normal mobile version of a website. Use the login information in the **exact** format as given above.
4. You are ready to begin using the website. To make access easier in the future, bookmark the site just as you would any other website.

<b>ADV</b> Advanced	<b>CP</b> Card Payments	<b>INV</b> Investments	<b>RM</b> Relationship Management	◆ BEGINNER
<b>BANK</b> Banking	<b>CTP</b> CTP Preparation	<b>IRM</b> Insurance and Risk Management	<b>TME</b> Treasury Management Essentials	◆◆ INTERMEDIATE
<b>BT</b> Banker Topics	<b>FC</b> Fraud and Compliance	<b>LM</b> Liquidity Management	<b>TP</b> Transaction Processing	◆◆◆ ADVANCED
<b>CF</b> Corporate Finance	<b>INTL</b> Int'l Treasury Management	<b>PD</b> Professional Development	<b>WCM</b> Working Capital Management	

Information is subject to change. Please refer to the mobile app for the most up to date information. Instructions on how to download located on pages 20 and 21.

FRIDAY, MAY 27						
7:00 a.m. - 12:00 p.m. <b>REGISTRATION OPEN</b> (Terrace B, Navy Pier Convention Center) <i>Sponsored by Ariba</i>						
7:30 a.m. - 8:30 a.m. <b>Continental Breakfast</b> on Exhibit Floor (Festival Hall B)						
7:30 a.m. - 12:00 p.m. Exhibit Floor Open in Festival Hall B						
<b>SESSION 10</b> 8:30 a.m. to 9:20 a.m.	<b>202</b>	<b>203</b>	<b>204</b>	<b>205</b>	<b>206</b>	<b>207</b>
	◆◆ <b>IRM</b> Taming the Tiger: Hedge Accounting for Nonstandard FX Derivatives Strategies <i>Ionescu - Citizens Commercial Banking</i> 	◆◆ <b>CF</b> Electronic Payments: Adapting Your Treasury to the New Real-time World <i>Henry - Bank of America Merrill Lynch</i> 	◆◆ <b>FC</b> Red Flags in International Payments and Trade <i>Margiori &amp; Wittman Meier - MB Financial Bank</i> 	◆◆ <b>WCM</b> Why Invoice Automation Matters to Payment <i>Steals - PNC, Viverette - Universal Services</i> 	◆◆ <b>LM</b> Optimization Efforts Include People <i>Hanselmann - U.S. Bank</i> 	◆◆◆ <b>ADV</b> More than Good Karma: Strong Ethical Culture Helps Prevent Fraud <i>Rosenberg - BMO Financial Group</i> 
<b>SESSION 11</b> 9:30 a.m. to 10:20 a.m.	<b>202</b>	<b>203</b>	<b>204</b>	<b>205</b>	<b>206</b>	<b>207</b>
	◆◆◆ <b>INV</b> Short Term Investing in a Post MMF Reform Environment <i>Cunningham - Federated Investors</i>	◆◆ <b>IRM</b> Solving Pension Risk and Reducing Pension Expense - Case Studies <i>Menin &amp; Proctor - Pacific Life Insurance Company</i>	◆◆ <b>FC</b> Think Like A Thief! <i>Cali - Bi-State Development Agency</i>	◆◆ <b>WCM</b> Creating Value through Proactive Working Capital Management <i>Holtgrieve - PwC</i>	◆ <b>LM</b> To Liquidity...and BEYOND! Managing Global Liquidity and Risk Management <i>Davey - GTreasury, Parikka - Bloomberg LP</i>	◆ <b>INTL</b> Hedging 101: Back to Basics <i>Koch &amp; Kane - Hedge Trackers</i>
10:20 a.m. - 11:00 a.m. <b>Refreshment Break</b> on Exhibit Floor (Festival Hall B)						
<b>SESSION 12</b> 11:10 a.m. to Noon	<b>202</b>	<b>203</b>	<b>204</b>	<b>205</b>	<b>206</b>	<b>207</b>
	◆◆ <b>TME</b> How to Tell the ROI Story of Treasury Technology <i>Torgler - Reval</i>	NO SESSION	◆◆ <b>FC</b> Imposter Fraud... Is that Really You? <i>Chan - Dover Corp, Hashimoto - Elkay Manufacturing Company, Rossman - Wolters Kluwer</i>	◆◆ <b>WCM</b> Automate and Optimize Your Receivables with an Innovation-Infused Approach <i>Short - KeyBank, Dobak - Sunrise Senior Living</i>	◆◆ <b>BANK</b> Why You Should Have a Discussion with Your Banker about Basel III <i>Smith - BBVA Compass, Petty - Panda Power Funds</i>	NO SESSION
Noon <b>2016 Windy City Summit Adjourns</b>						

Mark Your Calendar for the  
**31<sup>ST</sup> ANNUAL WINDY CITY SUMMIT**  
**Tuesday, May 23 – Thursday, May 25, 2017**  
*Host Hotel: Sheraton Grand Chicago | Venue Location: Navy Pier Convention Center*  
 For the latest information, please visit [www.windycitysummit.org](http://www.windycitysummit.org)  
 The Call for Presentations will open in mid-August 2016 and close on Friday, November 4, 2016.  
 Registration will open on Monday, December 12, 2016.  
 For information on exhibiting or sponsoring please contact Liz Diggins, CMP  
 by phone at (262) 835-6755 or via email at [Liz@WindyCitySummit.org](mailto:Liz@WindyCitySummit.org).

# CONFERENCE SCHEDULE



PROGRAM AT-A-GLANCE

	324	325	326	327	328	329
<b>SESSION 10</b> 8:30 a.m. to 9:20 a.m.	◆◆◆ <b>CF</b> Cash Flow and Your Payment Strategy <i>Brown - Alacriti LLC</i>  	◆◆ <b>TME</b> Don't Make Headlines: Protect Your Company and Customers from Cyber Risk! <i>Grooms - Wintrust Financial Corporation, Senkbeil - Chortek, LLP, Zondag - American Deposit Management Company</i>  	◆◆ <b>TP</b> Best Practices for Your Company 401(k) to Avoid Pitfalls and Penalties <i>Lees &amp; Knappstein - First Midwest Bank, Jensen - Marc Realty</i>  	◆ <b>INTL</b> Cyberfraud: Facing New Threats <i>Wells - Wells Fargo</i>  	◆◆◆ <b>TME</b> Waking Up Global <i>Phelps &amp; Blackburn - J.P. Morgan, Yapo - Convergent Technologies</i>  J.P.Morgan	NO SESSION
	NO SESSION	◆◆ <b>PD</b> What You Need to Know About ERISA's Fiduciary Duties <i>Long &amp; Shope - BB&amp;T</i>	◆◆ <b>PD</b> Leveraging LinkedIn: 10 Tips for Greater LinkedIn Utilization <i>Carmody - Treasolution, Inc.</i>	◆◆ <b>INTL</b> International Bank Fees: The Next Frontier <i>Ireland - bfinance</i>	NO SESSION	NO SESSION
<b>SESSION 11</b> 9:30 a.m. to 10:20 a.m.	NO SESSION	◆◆ <b>RM</b> What to Expect as Employees Become Healthcare Consumers <i>Hippert - PNC Bank</i>	◆ <b>BT</b> The Corporate Cash Management Customer Experience - Beyond the Call Center <i>Vitale - MB Financial Bank, Suarez - ACI Worldwide</i>	◆◆ <b>FC</b> Protecting Your Company-Best Practices to Safeguard Your Company's Assets <i>Lasinsky - Marcum LLP</i>	NO SESSION	NO SESSION
	NO SESSION	NO SESSION	NO SESSION	NO SESSION	NO SESSION	NO SESSION
<b>SESSION 12</b> 11:10 a.m. to Noon	NO SESSION	◆◆ <b>RM</b> What to Expect as Employees Become Healthcare Consumers <i>Hippert - PNC Bank</i>	◆ <b>BT</b> The Corporate Cash Management Customer Experience - Beyond the Call Center <i>Vitale - MB Financial Bank, Suarez - ACI Worldwide</i>	◆◆ <b>FC</b> Protecting Your Company-Best Practices to Safeguard Your Company's Assets <i>Lasinsky - Marcum LLP</i>	NO SESSION	NO SESSION
	NO SESSION	NO SESSION	NO SESSION	NO SESSION	NO SESSION	NO SESSION

## ABOUT TMAC

The Treasury Management Association of Chicago® (TMAC) is a not-for-profit organization of treasury and financial professionals committed to the improvement of treasury operations. Founded in 1974, TMAC was the first association in the country devoted to cash and treasury management.

Today, TMAC continues to provide the corporate treasury community with a forum for the exchange of treasury ideas, concepts and techniques. As the treasury profession expands its scope, TMAC strives to deliver to its members the necessary tools to meet the challenges they face.

TMAC Headquarters  
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Source: Secure Retirement Institute, "Group Annuity Risk Transfer Survey, Second Quarter 2014." LIMRA

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**PACIFIC LIFE**





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# TUESDAY, MAY 25 AND WEDNESDAY, MAY 25, 2016

## TUESDAY, MAY 24, 2016

### Exhibitor Registration & Set-Up 8:00 a.m. – 6:00 p.m.

Terrace B, Navy Pier Convention Center

SPONSORED BY **SAP Ariba**

### Attendee & Speaker Registration 1:00 p.m. – 6:00 p.m.

Terrace B, Navy Pier Convention Center

SPONSORED BY **SAP Ariba**

### First-Timers Welcome Reception 5:00 p.m. – 6:30 p.m.

Sheraton Grand Chicago, Presidential Suite #3201

## WEDNESDAY, MAY 25, 2016

### Continental Breakfast 7:30 a.m. – 8:25 a.m.

Navy Pier Convention Center, Lakeview Terrace

### Opening Keynote Speaker 8:30 a.m. – 9:30 a.m. The Impact of Media on Business and Politics

Navy Pier Convention Center, Aon Grand Ballroom

SPONSORED BY **Bank of America**   
**Merrill Lynch**

#### DEBORAH ROBERTS—CORRESPONDENT FOR ABC NEWS' 20/20



Deborah Roberts joined the ABC newsmagazine "20/20" in June 1995. Since then she has also served as a substitute anchor on "Good Morning America" and "World News Weekend." Roberts reports regularly on a wide variety of stories for the newsmagazine program and World News tonight with Diane Sawyer.

She has reported from Africa on the HIV/AIDS crisis and orphans, and the California wildfires, which earned her an Emmy award. She also was awarded an Emmy for her emotional, in-depth reporting on an Ethiopian American woman's journey back to Africa to find her mother and for her work with ABC's millennium coverage.

A 1982 graduate of the University of Georgia, Roberts was awarded the 1992 University of Georgia Distinguished Alumnus Award, presented annually to recent graduates who have excelled rapidly in their professions. She also earned a Sports Emmy nomination for her coverage of the 1992 Olympics; was cited as top local female anchor by the Orlando Sentinel; and was awarded the Clarion Award for her investigative story on the Amish.

Roberts resides in Manhattan with her husband, NBC weatherman Al Roker, and their two children.

**This session is pending AFP credit.**

### Refreshment Break 9:30 a.m. – 10:05 a.m.

Exhibit Floor, Festival Hall B

SPONSORED BY **BMO** **Harris Bank**

### Exhibit Floor Open 9:30 a.m. – 12:00 p.m.

Festival Hall B

## SESSION ONE 10:10 a.m. – 11:00 a.m.

### Current Trends in Supply Chain Finance, On and Off Balance Sheet

202 | LM | ♦♦



**Richard Coasby/Macquarie Distribution Finance**  
**Carolyn Rothzen/U.S. Bank**  
**Michael Stewart, AVP/Willis Towers Watson**

Panel discussion on how supply chain finance can help companies create working capital by exploring: on-off balance sheet aspects, technology needs, other transactional enhancements, and creating working capital from a supplier's perspective.

Richard Coasby heads Macquarie's NA distribution finance business. Previously with Intel; Board of Directors of major European IT components distributor and Global Supply Chain Finance in Switzerland. He formed Swiss Commercial Capital ultimately bought by Macquarie. Graduate of South Bank Polytechnic, London and Ecole Supérieure du Commerce Extérieur in Paris.

Carolyn Rothzen is VP and Senior Portfolio Manager of U.S. Bank's Structured Trade Finance Division managing risk mitigation, product development, structuring and documentation for their supply chain finance programs and portfolio. Previously, Carolyn was with AIG (Chicago) and many years with NatWest (Chicago and NY). She has BS from Bradley University and an MSA from DePaul.

Michael Stewart, AVP, joined Willis Towers Watson's Financial Solutions group in 2012 specializing on trade credit and political risk insurance. He has 14 years' experience in the insurance industry, 11 of those years as a trade credit insurance underwriter and broker with Attradius. Michael obtained his BA in 1998 from SUNY at Albany.

### Fraud. Protect your assets. Deliver value.

203 | CP | ♦♦



**Joe Lenzie, CTP/Bank of America Merrill Lynch**  
**Linda Tchoryk/World Kitchen LLC**

Fraud affects all companies and the incidence of fraud attempts continues to escalate at a steady rate. Whether combating internal or external fraud, it is important to have the proper controls and policies in place to protect company funds. What are some of



the newest ways fraud is being committed? What can be done to stop it? We will address the latest fraud schemes/tactics and how some companies are being very proactive to mitigate fraud attempts on their company.

Joe Lenzie is Senior Vice President, Treasury Sales Officer, for Global Commercial Bank at Bank of America Merrill Lynch. Based in Chicago, he is responsible for delivering treasury solutions to middle-market firms with revenues ranging from \$50 million to approximately \$2 billion annually. Lenzie is a Certified Treasury Professional (CTP).

Linda Tchoryk has been the Treasury Operations Manager at World Kitchen for eight years. Along with being a company advocate for fraud prevention, she is responsible for managing bank relationships, working capital, cash positioning, risk management and retail locations financial reporting. Linda implemented a best practices company protocol for fraud prevention, instrumental to company-wide awareness and adoption of fraud policies and procedures.

## Responding to and Preventing Data Breaches

204 | FC | ♦♦



**Michael Davidson/MB Financial Bank**  
**Todd Vare/Barnes & Thornburg LLP**

It is not 'if' a data breach will hit your company, but rather 'when.' Corporations need to ensure their customer, employee, and internal corporate data is protected and establish a direct response plan for these types of breaches. We will also discuss the causes of data breaches, the applicable laws, disclosure issues and whether or not your corporate insurance covers a data breach.

With 15 years of experience in the financial services industry, Michael Davidson has a passion for consistently providing sound consultative advice, superior client service and support. Michael's responsibilities include sales of treasury management services and managing a portfolio of middle-market companies, governmental entities, and specialty processors.

Todd Vare is a partner and co-chair of the Data Security & Privacy Group with Barnes & Thornburg, LLP. Todd specializes in complex business litigation involving the protection of a company's intellectual property, including patents, trademarks, copyrights, and trade secrets. He also represents clients in data security and privacy matters.

## Prepare for Rising Interest Rates

205 | WCM | ♦♦



**Matthew Swope/PNC Bank**  
**Timothy Satterfield, CTP/PNC Bank**

This session will cover the impacts of rising interest rates in the U.S. Join Matthew Swope and Tim Satterfield for an in depth discussion on how to prepare for a rising interest rate environment. Dig deeper to understand how the environment today is different from the past and how to prepare your company for future challenges. Knowing how your investment vehicles will react to interest rate increases can better prepare you to manage your portfolio.

Matt Swope is a Senior Liquidity Product Manager within the Treasury Management division of PNC. His responsibility includes the strategy, product development, marketing, vendor relations, and financial results of these services. Matt has been with PNC for 10 years.

Tim Satterfield is a manager within the Deposit and Liquidity Team at PNC. He is responsible for the on-balance sheet bank products, as well as corporate account analysis for treasury management. Tim has extensive experience within banking serving numerous roles across his 35 years at PNC.

## The Keys to AP/AR Success: Culture, History and the ROI

206 | LM | ♦



**Adam Kruis/U.S. Bank**

The analytics are only half the story. An organization's culture, history and personalities make up the other half and no optimization effort will be as successful as possible without careful consideration of these social issues. Come discuss the dialogue and process that leads you to a full solution to your organizational issues.

As a Working Capital Consultant, Adam Kruis helps companies optimize cash conversion cycles by providing tailored consultations on their processes. As a financial optimization agent and process improvement specialist, Adam works with all levels of clients to streamline their processes, increase controls and reduce costs through industry expertise and emerging technologies.

<b>ADV</b> Advanced	<b>CP</b> Card Payments	<b>INV</b> Investments	<b>RM</b> Relationship Management	♦ BEGINNER ♦♦ INTERMEDIATE ♦♦♦ ADVANCED
<b>BANK</b> Banking	<b>CTP</b> CTP Preparation	<b>IRM</b> Insurance and Risk Management	<b>TME</b> Treasury Management Essentials	
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<b>CF</b> Corporate Finance	<b>INTL</b> Int'l Treasury Management	<b>PD</b> Professional Development	<b>WCM</b> Working Capital Management	



## SESSION ONE (continued) 10:10 a.m. – 11:00 a.m.

### Successful Cross-border Banking: Optimizing Treasury Management

207 | ADV | ♦♦♦



**Ilona Nicholls/BMO Harris Bank**  
**Michael Garcia/LaSalle Investment Management**  
**Michael Madden, CTP, CPA/ACCO Brands Corporation**

With more than a trillion dollars worth of goods crossing the U.S.-Canadian border every year, seamless cross-border treasury management is essential for North American businesses.

Regardless of which side of the border businesses are located, understanding the differences in banking environments is critical. Attendees will leave this session with strategies for streamlining treasury operations, improving visibility and control over cross-border payments and establishing a unified cross-border treasury operation to minimize administration and optimize working capital.

Ilona Nicholls, director of Treasury and Payment Solutions at BMO Harris Bank, has been working with treasury and capital markets teams for more than nine years.

Michael Garcia joined LaSalle Investment Management in March 2003. During his tenure, he developed and maintained analysis schedules and fee analysis models for LaSalle's U.S. and Canadian banking relationships. He researched and implemented treasury management services and introduced alternative transaction methods that achieved greater security and efficiency.

Mike Madden is assistant treasurer for ACCO Brands Corporation, a world leader in branded school, office and consumer products headquartered in Lake Zurich, Illinois. Mike has been with ACCO Brands for more than 30 years and has responsibility for cash and treasury functions, including banking and foreign exchange.

### The Liquidity Revolution

324 | CF | ♦



**Chris Tonniges/First National Bank**  
**Michael Salerno/First National Bank**

In this session you will learn about the impact changes in Dodd Frank, BASEL III rules and other regulations have had on banks and their direct correlation to the liquidity needs your organizations face. Chris and Mike will talk about what banks are doing to help organizations like yours, but also look forward to what you and your company could face both domestically and internationally in a rising interest rate environment.

Chris Tonniges is Managing Director of Treasury Services at First National Bank, where he manages the sales and relationship management functions for a national client base. He consults with treasury management and finance professionals across the country to help define, create and implement effective liquidity, payment and risk mitigation solutions.

Michael Salerno is VP of Global Banking at First National Bank, where he manages a diverse portfolio of corporate and correspondent customers. He consults with treasury management professionals to define, create and implement effective global payments and risk management solutions. Michael holds an Executive MBA from the University of Nebraska.

### Getting the Most out of your Digital Wallet

325 | TME | ♦♦



**Barb Jacklin, AAP/Wintrust Financial Corporation**  
**Darren Guccione/Keeper Security Inc.**

The use of mobile devices continues to transform traditional payment systems and change the way business is conducted. This session will offer insight into the latest trends in mobile banking, e-commerce, payment solutions and security. Are you taking advantage of mobile innovation and adapting it to your needs?

Barb Jacklin is a Vice President and Digital Channel Manager for Wintrust. She is responsible for the product management teams, which support the Wintrust community banks. Barb has more than 20 years of banking experience with 12 years in treasury management and also holds the AAP (Accredited ACH Professional) designation.

Darren Guccione is CEO of Keeper Security, Inc., creator of Keeper, the world's leading password manager and digital vault. He is a regularly featured cybersecurity expert in major media outlets including Fox, CBS and ABC and was recently named in the Chicago Top Tech 50 by Crain's Chicago Business.

### Is Cash Really Still King? Accelerate Cash with Smart Safes

326 | TP | ♦♦



**Ala Swais, CTP/First Midwest Bank**  
**Brian Stang/Dunbar Armored, Inc.**  
**Reena Panjwani/PNR/Dunkin Donuts Franchisee**

Cash remains the most popular form of payment used today. Cash will always be accepted and the cost to handle that cash continues to rise. Our panel will share with you their insight to managing that cash with today's latest technology in smart safes, namely how they: add safety and security of employees taking cash to the bank, improve controls and efficiencies, and reduce labor costs and allow employees to focus on servicing customers.

Ala Swais, CTP, is a Vice President at First Midwest Bank. He currently manages the Business Banking Treasury Management sales team, along with maintaining his own client portfolio. He has spent more than 20 years in the treasury management field, working with a variety of clients in multiple industry segments.

Brian Stang is the Senior Vice President of Cash Management Services for Dunbar Armored, Inc. — the nation's largest independently-owned armored car and cash management services organization. He has been a security professional in the cash-in-transit (CIT) industry for the last 20 years.



Reena Panjwani joined Panjwani Network Restaurants (PNR) in 2006 after receiving her M.B.A. at Loyola University in Chicago. She currently serves as the Director of Marketing and Development, with extensive experience in store development, construction, marketing, and operations.

## Digital Banking Services: Build Your House API by API

327 | INTL | ♦♦♦



### Millicent Calinog/Wells Fargo

Like building a house, businesses now can pick and choose from a new universe of cloud-based services to run their businesses. Digital banking services - also known as APIs or banking as a service - allow companies to automate their treasury operations in a different way and/or create a better experience for their customers. Hear how APIs are being used to accomplish this.

Millicent Calinog leads the Wells Fargo Treasury Management API product strategy. Other positions at Wells Fargo include managing the international product consulting team, the advisory council program, and various product management roles. Before joining Wells Fargo, she was a senior tax consultant with Arthur Anderson and an attorney.

## Foreign Exchange Fast Track

328 | TME | ♦♦

J.P.Morgan

### Charles Darwall/J.P. Morgan

Businesses making payments in a foreign currency often find the processing of these payments to be cumbersome and disruptive to workflows. Many businesses delegate the processing of these A/P payments to treasury with the belief that the FX contracting needs to be performed by a treasury professional. This presentation will provide treasurers with tools that will help establish processes and leverage technologies aimed at ensuring that the appropriate resources within their organizations, including A/P and treasury in the U.S. and overseas, engage in resource appropriate activities.

Charles Darwall brings more than 25 years of experience in international treasury banking at major banks, coast to coast. He supports commercial and institutional clients globally on their cross-border payment needs. Charles is a British American who is fluent in French and Italian.

## CTP Review: Essential Learning for CTP Candidates

329 | CTP | ♦



### Dubos Masson, CTP, CertICM, FP&A/Indiana Univ.'s Kelley School of Business

This session will cover common misconceptions about the CTP Exam and will help participants learn how Essentials of Treasury Management (ETM4) is created and how the CTP exam is developed. Proven tips and techniques for preparing for the CTP exam will be reviewed as well as a discussion of the new Body of Knowledge text (ETM4).

Dr. D.J. Masson is a Professor of Finance at the IU Kelley School of Business. His areas of specialty include treasury management, working capital management, global cash management, risk management, asset management and corporate valuation. In addition to his Ph.D., he holds the CTP, FP&A and Cert ICM Credentials.

**This session is not approved for AFP credit.**

**SESSION TWO 11:10 a.m. – 12:00 p.m.**

## The Real Federal Reserve Policy – It's Effect on Stock Prices

202 | INV | ♦♦

### Jim Dykstal, CFA/DeMarche Associates

The presentation will provide an overview of Federal Reserve tools to manage monetary policy and define the Fed's Real Policy Rate that drives other interest rate benchmarks. Given the current economic climate, the session will illustrate what the Real Policy Rate should be and how it will effect the capital markets in the short and longer-term.

Jim Dykstal is a consultant for DeMarche Associates who specializes in capital market research and asset allocation strategy. He is a CFA, received his MBA from Missouri University and his undergraduate degree from University of Wisconsin-Madison. He is a member of the Kansas City Society of Financial Analysts and CFA Institute.

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## SESSION TWO (continued) 11:10 a.m. – 12:00 p.m.

### Metrics that Matter - Key Performance Indicators/ Working Capital Tracking

203 | CP | ♦♦



**Janet Burt/Bank of America Merrill Lynch**  
**Justin Anderson/Evraz**

Financial professionals are increasingly turning to benchmarking to drive improvements in their organizations that can deliver more efficient treasury performance. By measuring their performance they can better manage their treasury operations. What are the broader treasury management strategies and KPIs to measure success? Key Performance Indicators (KPIs) can help increase the firm's value, improve operating performance and reduce expenses. What do you want to achieve and how do you measure success? What reporting metrics are in place? Do they provide meaningful data for the company? The objective is to develop a set of KPIs that effectively communicate results within an organization.

Janet Burt is Senior Vice President, Senior Treasury Sales Officer for the Midwest Commercial Banking Division at Bank of America Merrill Lynch responsible for delivering the breadth of treasury and working capital solutions to middle-market clients. She has banking experience in treasury sales, product development, operations management and commercial lending.

Justin Anderson is head of Accounts Payable/Accounts Receivable at Evraz North America, responsible for setting key performance indicators for his team and collaboratively building strategies to achieve and exceed them. With ten years of experience leading international teams, he specializes in planning, executing projects to create value/improve efficiency in treasury and accounting fields.

### Payment Fraud and Cybercrime: Industry Update

204 | FC | ♦



**Joe Vitale/MB Financial Bank**

The financial services industry is under attack from three primary fraud vectors: cybercrime, data breaches, and e-mail compromise. Businesses need to know what is going on and how to protect against these threats. In this session, participants will get updates on industry statistics, current emerging trends, and how banks and their customers are working together on a consolidated front to fend off cybercriminals.

Joe Vitale is Vice President and Senior Product Manager at MB Financial Bank. Joe's primary focus is product development, marketing, and oversight of online commercial banking products and services. He has managed several eCommerce solutions for various financial institutions in his career including ACH, wire transfer, EDI, information reporting and file transfer.

### Doing Business in Canada

205 | INTL | ♦♦



**Louise McDonnell/PNC Bank**  
**Roy Norton/Consulate General of Canada in Chicago**  
**Daniel Ujcz/Dickinson Wright**

This session will review doing business in Canada highlighting the hottest business sectors, advice on how to enter and navigate the cross-border markets on issues such as customs/regulatory compliance, corporate structuring, immigration, intellectual property, and financial incentives. Canada vs. U.S. in terms of treasury management, payment practices, liquidity structures, cheque/check clearing, the use of lockbox and projections on the USD/CAD pairing will also be reviewed.

Louise McDonnell is a Vice President for PNC's International Product Advisory Team in treasury management. She consults with corporate clients to review international banking processes to recommend best practices, efficiencies and risk mitigation. Louise has more than 20 years' experience delivering quality international cash management solutions for a number of banks such as ANZ and JPMorgan Chase in Australia.

As the Consul General of Canada based in Chicago, Dr. Roy Norton represents Canada in Illinois, Missouri and Wisconsin. The Canadian Consulate General, which he heads, promotes Canadian interests - trade, investment, the environment, culture and academic relations being among the principal ones.

Dan Ujcz is an international trade and customs lawyer who specializes in Canada-United States matters. He regularly assists businesses that are entering and navigating cross-border markets on issues such as customs and regulatory compliance, corporate structuring, business immigration, intellectual property protection, and financial incentives.

### AP and AR: Unrelenting Adversaries or Synergetic Partners

206 | LM | ♦♦



**Adam Kruis/U.S. Bank**

The competing forces of those acquiring goods versus those selling them have a difficult time finding common ground. As we examine the goals of AP and AR we can identify common elements on both sides of the divide. Come discuss opportunities to optimize working capital merging A/P and A/R corresponding goals and objectives.

As a Working Capital Consultant, Adam Kruis helps companies optimize cash conversion cycles by providing tailored consultations on their processes. As a financial optimization agent and process improvement specialist, Adam works with all levels of clients to streamline their processes, increase controls and reduce costs through industry expertise and emerging technologies.



## Establishing Comprehensive Payments Optimization Through Collaboration

207 | ADV | ♦♦♦



**Scott Baxter/BMO Financial Group**  
**Jeremy Carmel/The Associated Press**

When establishing a comprehensive payment strategy, organizations need to ask themselves what the key factors are surrounding what goes into that decision making tree. The dimensions to consider go beyond a singular stakeholder or payment method and necessitate collaboration among a diverse audience of stakeholders and objectives including treasury, accounts payable, procurement and risk. The discussion will address what factors to consider and the stakeholders to include in the comprehensive payments optimization conversation.

Scott Baxter is the Vice President of BMO Treasury and Payment Solutions, Workforce Effectiveness. In this role he manages the payment advice in detail consulting business line for the United States.

Jeremy Carmel is Vice President and Treasurer from The Associated Press. Mr. Carmel will share his first hand perspective from his stakeholder position as well as those from other stakeholders within his organization.

## Corporate Uses of Cash and Subsequent Returns on Share Price

324 | CF | ♦♦

**Mark Meierhoffer, CPA/DeMarche Associates**

Companies must determine how to use their cash and borrowing capacity. They either reinvest in their business or distribute to shareholders by declaring dividends or buying back stock. This program presents a practitioner study spanning 25 years with over 3,000 companies comparing investment returns for five different ways to employ the cash. The study results will segregate returns by investment style (growth or value company), market capitalization, and economic sector for each cash use strategy.

Mark Meierhoffer is a Senior Consultant in DeMarche's Corporate Finance Practice. He is a former CFO of The Rival Company (Nasdaq) and former international treasurer of Marion Merrell Dow (NYSE). He is a member of Financial Executives International, the American Institute of CPAs and Missouri Society of CPAs.

## Leaving a 0% World - What Next?

325 | TME | ♦♦



**Phil Sheridan/Wintrust Financial Corporation**

This session will provide a brief overview of the economic environment following eight years of 0% interest rates. How do recent FOMC/Fed actions impact lending and banks? What are some ways that banks can use interest rate derivatives to protect the bank's balance sheets while providing customers with long term rate financing?

Phil Sheridan has directed the Wintrust Interest Rate Solutions team since 2010. The team manages a portfolio of \$2.6B with more than 1,000 customer facing transactions. Mr. Sheridan has a BA from the University of Notre Dame and an MBA from Loyola of Chicago.

## The Before, During and After of Fraud and Crime Striking

326 | TP | ♦♦



**Bill Harrington/FGMK, LLC**

**Andy Salemi, CTP/First Midwest Bank**

**Sean Renshaw, CCE, CFE, DFCP/Stout Risius Ross**

The likelihood of your company becoming a victim of fraud is almost 100%. Learn to proactively manage your cyber security and vendor management risks to prevent crime before it happens. Gain insights on the statistics of fraud today, prevention from a banking perspective and how to act during a fraud attack. Hear tips on how to preserve critical digital evidence, digital forensic analysis, and key evidence in forensic investigations after you learn of a crime.

Bill Harrington leads the delivery of risk and control services to FGMK, LLC's financial services clients. He has more than twenty years of experience delivering a broad range of controls services, including cybersecurity, vendor management, and internal audit services.

Andy Salemi, CTP is a Vice President and Senior Treasury Management Officer at First Midwest Bank with 12 years of banking experience. He is responsible for providing middle market companies innovative solutions to mitigate fraud, increase efficiencies, and decrease the cost of the entire cash conversion cycle.

Sean Renshaw has more than 25 years of experience in various industries consulting and leading digital forensic investigations throughout the United States for matters within civil and criminal federal courts, specializing in digital forensics and E-Discovery. Mr. Renshaw has numerous certifications including Certified Fraud Examiner (CFE) and Digital Forensics Certified Practitioner (DFCP-Founders).

<b>ADV</b> Advanced	<b>CP</b> Card Payments	<b>INV</b> Investments	<b>RM</b> Relationship Management	◆ BEGINNER
<b>BANK</b> Banking	<b>CTP</b> CTP Preparation	<b>IRM</b> Insurance and Risk Management	<b>TME</b> Treasury Management Essentials	◆◆ INTERMEDIATE
<b>BT</b> Banker Topics	<b>FC</b> Fraud and Compliance	<b>LM</b> Liquidity Management	<b>TP</b> Transaction Processing	◆◆◆ ADVANCED
<b>CF</b> Corporate Finance	<b>INTL</b> Int'l Treasury Management	<b>PD</b> Professional Development	<b>WCM</b> Working Capital Management	



WEDNESDAY, MAY 25, 2016

**SESSION TWO (continued) 11:10 a.m. – 12:00 p.m.**

**Payments: Past, Present, and Future**

327 | INTL | ♦♦♦



**Michelle Ziolkowski, CTP/Wells Fargo  
Melissa Lowry/Clear Xchange**

When it comes to payments, the past is yesterday; the future tomorrow. Understand the fast-moving payments ecosystem. Past: credit push to cards – how has the market adopted the available technology? Present: Overview of NACHA rules changes, same day ACH, and real-time payments - what your business needs to know. Future: Venmo, Paypal, clearXchange/Early Warning, ApplePay/SamsungPay/AndroidPay, Starbucks, Facebook, mPesa – how fintech is changing the way we pay and impacts to your business.

Michelle Ziolkowski heads the ACH product group at Wells Fargo, which includes domestic, international, and online capabilities for payments. Previously, she led the electronic commerce services emerging products team. Michelle holds a degree in Economics from John Carroll University and an MBA. She is a Certified Treasury Professional.

Melissa Lowry leads product, marketing and communications for clearXchange, a digital payments network focused on transforming the way money moves. Prior to joining clearXchange, Melissa was a Senior VP in Wells Fargo's innovation and payments strategy team. She received a BBA in Finance from Idaho State University and an MBA from Stanford Graduate School of Business.

**Liquidity Strategies for Uncertain Times**

328 | TME | ♦♦

**J.P.Morgan**

**Adrian Perez/J.P. Morgan**

With regulatory change and the continued low-interest-rate environment creating challenges for global liquidity management and working capital, what options are available to treasurers? This session will focus on the 2016 interest rates outlook, regulatory changes impacting the financial industry, and best practice strategies treasurers can implement for managing global liquidity.

Adrian Perez is Senior Liquidity Advisor with J.P. Morgan Treasury Services. He provides clients with guidance and advice on maximizing global liquidity through a range of deposit, cash concentration, pooling and investment solutions. He also has extensive experience helping multinational corporations implement best practice global cash management structures.

**CTP Review: Banks, Payment Systems and Relationship Management**

329 | CTP | ♦



**Dubos Masson, CTP, CertICM, FP&A/Indiana Univ.'s Kelley School of Business**

This session begins the coverage of the specific materials from ETM4. In this session, banks and financial institutions will be discussed, as well as how various payment systems (both U.S. and

global) operate. The session ends with a detailed discussion of relationship management, vendor selection and the calculations involved in bank account analysis statements.

Dr. D.J. Masson is a Professor of Finance at the IU Kelley School of Business. His areas of specialty include treasury management, working capital management, global cash management, risk management, asset management and corporate valuation. In addition to his Ph.D., he holds the CTP, FP&A and Cert ICM Credentials.

**This session is not approved for AFP credit.**

**LUNCHEON WITH FEATURED SPEAKER**

**12:10 p.m. – 1:45 p.m.**

**Privacy, Technology and Cyber-Security: Managing Cyber Risk in an Interconnected Workplace Is Everyone's Responsibility**

Navy Pier Convention Center, Aon Grand Ballroom

SPONSORED BY PNC

**ROGER CRESSEY– NBC COUNTER-TERRORISM ANALYST & FORMER PRESIDENTIAL ADVISOR**



Roger Cressey of Liberty Group Ventures, LLC will apply his knowledge and expertise from both corporate and government backgrounds to explain how today's cyber security requirements extend beyond traditional IT networks.

Movement toward the Internet of Everything is creating interdependencies between networks, devices, and users that were impossible to

predict just a few years ago — along with a long list of security and privacy challenges. In plain yet detailed terms, he explains why the threat environment is only one part of the equation and why managing cyber risk in an interconnected workplace is everyone's responsibility.

He received his B.A. in Political Science from the University of Massachusetts at Lowell and an M.A. in Security Policy Studies from The George Washington University. Roger is the recipient of the State Department's Meritorious and Superior Honor Awards and the Defense Department's Exceptional Civilian Service Award.

Since 2004, he has served as an on-air counterterrorism analyst with NBC News, appearing frequently on NBC Nightly News, The Today Show, MSNBC and CNBC. His government service included senior cyber security and counterterrorism positions in the Clinton and Bush Administrations. At the White House, he served as Chief of Staff of the President's Critical Infrastructure Protection Board from November 2001 – September 2002.

He also served as Deputy for Counterterrorism on the National Security Council staff from November 1999 to November 2001.

Today, Roger Cressey is a Partner with Liberty Group Ventures, LLC in Arlington VA, a risk and crisis management firm specializing in cyber security, campus security and sports security.





## SESSION THREE 2:00 p.m. – 2:50 p.m.

### How Much Pain will You Tolerate Before Changing Banks?

202 | RM | ♦♦

#### James Brunnquell, CTP/Phoenix-Hecht

An annual bank price increase is becoming the new norm for most corporates. Many banks are repricing their existing clients without market pricing data to boost revenues. If your bank is only meeting your expectations for credit, product satisfaction, and customer service, are you on a dangerous path to mediocrity and higher costs? We will review data driven steps that participants can take to receive exceptional customer service and competitively priced services from their banks.

Jim Brunnquell is a senior relationship manager, handling relationships with major U.S. banks. Prior to Phoenix-Hecht, he had been with Girard Bank, Mellon, and Citizens for 34 years, holding relationship management, credit policy, treasury sales, and management positions. A CTP since 1997, Jim has a B.A. in Economics from Gettysburg College.

### A Better Way to Align Resources

203 | CP | ♦♦



#### Cathy Conto/Bank of America Merrill Lynch Grant Kottmeyer/Newark, Division of Premier Farnell plc

The desire to meet changing business requirements in a timely and cost effective manner has driven companies to exhaust almost every possible solution. But now, rapidly responding with resource requirements and knowing the what, when, where and how of resource availability are advantages your business can finally realize. With capacity modeling, you can proactively respond, align and mobilize resources at the speed of your ever changing business demands.

Cathy Conto is an Engagement Executive for Global Business Solutions. She is dedicated to commercial bank clients helping them improve their working capital strategies and end-to-end processes. In this role, Cathy works closely with clients within multiple industries across middle market, healthcare and institutions, public sector, and commercial real estate banking.

Grant Kottmeyer leads Premier Farnell's Finance Operations teams. Responsibilities include credit risk management, accounts receivable collections, billing, credit card, lock box payment processing, cash application/accounts payable for U.S., Canada, Mexico, South America and exports. The teams are located in Chicago and Guadalajara, Mexico with outsourced collections team in Bethlehem, Pennsylvania.

### Detection and Fraud Prevention. How to Best Address the Fraud Issue.

204 | FC | ♦♦



#### Gary Raczek, Treasury Management Services Dave Friedman, CPA, CFE, CFF, CICA/BIK & Co, LLP

Fraud is a subject most organizations prefer to avoid discussing. Many businesses are high value targets for fraud and notably under protected by anti-fraud controls which is a dangerous combination. During this session we will address how to detect and prevent various types of fraud with a focus on simple cost effective anti-fraud controls, such as training for staff or formal management review procedures.

Gary Raczek is a vice president of Treasury Management Services. With his MBA in finance, and 19 years of experience in treasury management, Gary works closely with Chicago area companies, professional firms and municipalities to streamline their treasury management systems.

Dave Friedman, is a Partner at BIK & Co, LLP – certified public accountants and business advisors. He has more than 30 years of accounting experience. Dave is a CPA and is a member of the American Institute of Certified Public Accountants (AICPA) and the Illinois CPA Society.

### It's All About Receivables STP - Stopping The Pain

205 | WCM | ♦♦



#### Jay Matyas/PNC Bank

The migration to electronic payments continues to accelerate and the number of available payment channels is increasing. Yet many challenges continue to stand in the way of achieving straight-through-processing. Many companies prefer to receive checks due to the remittance information. What can be done to improve STP for all types of payments? Can 'lockbox-like' processes drive improvement? The discussion covers the current pain points and possible solutions.

Jay Matyas is an SVP and Group Product Manager within PNC's Treasury Management division. His responsibilities include managing PNC's receivables and healthcare service offerings. He is a past recipient of the PNC Performance Award, the highest honor attainable by PNC employees. He is a graduate of the University of Pittsburgh.

<b>ADV</b> Advanced	<b>CP</b> Card Payments	<b>INV</b> Investments	<b>RM</b> Relationship Management	♦ BEGINNER ♦♦ INTERMEDIATE ♦♦♦ ADVANCED
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## SESSION THREE (continued) 2:00 p.m. – 2:50 p.m.

### Where Isn't My Data Stored - HELP!

206 | BT | ♦♦

**Sharon Jablon, AAP/The Clearing House  
Robert Taylor/Pitt Ohio Express**

Corporates share their banking information with every corporate paying them electronically. Healthcare providers have their account information in databases of each insurance company in which they participate. Consumers constantly share card and account information. How concerned should we be? What security measures can safeguard account information? How can tokenization help? Get a perspective of the aspects of this problem, learn about potential solutions and hear what Pitt Ohio Express has implemented to secure their banking information.

Sharon Jablon is a Product Specialist at The Clearing House involved across product offerings including ACH and CHIPS. Sharon focuses on expanding payment capabilities, spearheading initiatives including the UPIC and STP820 remittance standards. Sharon serves as representative to standards bodies including X12Finance, X9, ISO 20022 PaySEG and the Remittance Coalition.

Robert Taylor is the Treasurer and Vice President of Taxation at Pitt Ohio Express, a trucking company serving the Mid-West and Mid-Atlantic regions of the country. He holds a Bachelor's degree in business from Boston University and an MS in taxation from Robert Morris University.

### From Data Overload to Informed Decisions: Diving into Enterprise Data

207 | ADV | ♦♦♦



**Gayle Ramsay/BMO Financial Group**

Often businesses have access to a plethora of customer data, but may not understand what to do with it. In order to increase ROI, they need to break down internal silos and understand the whole picture. This session will discuss current challenges organizations face and best practices on how to leverage enterprise data. Attendees will learn how to create a 360-degree view of customer data by leveraging trends and opportunities in data analytics.

Gayle Ramsay is responsible for building and managing data strategy and developing strategic/analytical models for BMO Financial Group's personal and commercial and wealth divisions to drive customer segmentation strategies focused on customer acquisition, retention and share of wallet growth. She helps deliver true customer-centric approaches through customer segmentation, predictive modeling and CRM strategies.

### Reengineering a North American Receivables and Cash Application Process

324 | WCM | ♦♦

**Andy Ai/PNC Bank  
Kelly Murphy/RR Donnelley & Sons Co.**

How to improve cash application hit rate and significantly automate cash posting processes for all payment types while reducing costs - sound like a dream? Come and learn how RR Donnelley achieved this from the RFP process through successful transition by working with their lockbox bank and data processing partners. This session is a must for any organization looking to improve DSO and receivables processing within a dynamic organization.

Andy Ai is a leading treasury solutions practitioner supporting PNC's general diversified corporate finance market. He is responsible for design and process improvement around the working capital cycle. Andy leads initiatives focused on expediting and automating AR, reduction of operating expenses and optimizing global payment solutions.

Kelly Murphy is Senior Director of Global Financial Controls with RR Donnelley, the world's largest integrated communication services company. She has direct responsibility for global shared services for U.S. and Canadian receivables. As a financial services executive, Kelly maintains global responsibility of audit control, payment processing, ERP structural integration and financial applications.

### My State and City are Broke: What Actions Should My Organization Take?

325 | TME | ♦♦



**Ezra Jaffe/Wintrust Financial Corporation  
Greg Cox/C&G Consulting Partners LLC  
Kevin Cleary/Fort Dearborn Partners**

There are many possible outcomes from the current city and state financial crisis including: municipal bankruptcy, further delayed payments, tax hikes, departures and others. Organizations need to plan accordingly based on their liquidity position as well as identify vulnerability of their customer. The menu of actions include: supplier and customer diversification, state and city incentives programs to stay, and collection tools from the state.

Ezra Jaffe leads Wintrust's Treasury Management Sales Teams covering middle market and business banking for its entire footprint (Chicagoland, Southern Wisconsin and Western Indiana). Ezra has spent his entire 27 year career in commercial banking in Chicago. He was with JPMorgan Chase for 22 years prior to joining Wintrust in 2011.

Greg Cox understands the legislative process. He has a Masters in Public Policy and ten years' experience in the branches of Illinois government. His background as a policy analyst with Governor Edgar's office and other state officials provides a unique perspective on the operations of the state legislature.

Kevin Cleary founded Fort Dearborn Partners in 1990, a leading



turnaround and financial advisory consulting practice to mid-market companies in the Midwest. He has extensive experience in delivering strategic planning and profit improvement. Prior to Fort Dearborn, Kevin was partner-in-charge of the consulting practice in Grant Thornton's Chicago office.

## Turn your Accounts Payables Department into a Profit Center

326 | TP | ♦♦♦



**Scott Levitt, CPA/Levitt & Associates**  
**Kris Carrera/FIS North American Retail Payments**

As the accounts payable landscape continues to evolve from paper to electronic payables, more and more companies are open to accepting credit cards for receivables payments. Learn how one company transformed their accounts payable function into a paperless process and at the same time created a profit center for the company by implementing low hanging fruit tactics to increase their ROI.

Scott Levitt's first 22 years of his career were in public accounting, with the last 10 years as partner at BDO LLP. From 1998 to 2014, Scott served as Vice President of Finance and CFO at a face-to-face marketing firm. Now retired, Scott provides profit enhancement consulting to middle-market businesses.

Kris Carrera, Vice President of Credit Product Management at FIS, has more than 25 years of payment industry experience with some of the largest issuing banks in the U.S., U.K. and Europe. Kris joined FIS in 2013 and currently serves on the Visa and MasterCard committees (U.S. and U.K.).

## Are You a Working Capital Top Performer?

327 | INTL | ♦♦



**Bryan DeGraw, MBA/The Hackett Group**  
**Steve Marra, CTP/Wells Fargo**

The way working capital is managed is a key characteristic of top performing treasury and finance departments. From their research with hundreds of organizations, The Hackett Group has recognized working capital management benchmarks and best practices that can produce sustainable working capital improvement. In this session, you'll gain insights from their research with a focus on the accounts payable side of working capital.

In his current role with The Hackett Group, Bryan DeGraw guides clients on their process improvement journeys through published research, inquiry responses, member webcasts, onsite briefings, and conference presentations. Bryan provides insight and guidance focused on leveraging best practices to improve process effectiveness and efficiency.

Steve Marra is Regional Sales Manager for Wells Fargo's Electronic Commerce Services group, which specializes in working capital, business process automation and ERP integration solutions. He has 20 years of e-commerce and EDI experience in both the public and private sector. Steve holds a BA in Economics from Northwestern University.

## A Return to Business as Usual

328 | TME | ♦♦

J.P.Morgan

**James Glassman/Chase Bank**

The economy is emerging from the long shadow cast by the 2008 financial crisis—but the return to normal may hold some surprises. Falling unemployment is spurring the Fed to begin normalizing interest rates and the coming series of interest rate hikes will gradually lift short-term borrowing costs from near zero, where they have been held for over seven years. Hear Chase Economist Jim Glassman discuss what these changes mean for treasurers and the financial markets.

James Glassman, head economist for Chase Commercial Bank, provides insights to help clients navigate their business. He holds a bachelor's degree from the University of Illinois, Champaign-Urbana and a master's degree in Economics from the University of Illinois, Chicago. He was awarded a Ph.D. in Economics from Northwestern University.

## CTP Review: Working Capital Management

329 | CTP | ♦



**Dubos Masson, CTP, CertICM, FP&A/Indiana Univ.'s Kelley School of Business**

This session covers both the basics and the metrics (calculations) used in the area of working capital management. These topics include: cash conversion cycle, management of key working capital accounts (accounts receivable, inventory, accounts payable), and the investment and financing of working capital. The section on working capital metrics covers many of the important calculations used in the area, including days sales outstanding, aging schedules and payment pattern analysis.

Dr. D.J. Masson is a Professor of Finance at the IU Kelley School of Business. His areas of specialty include treasury management, working capital management, global cash management, risk management, asset management and corporate valuation. In addition to his Ph.D., he holds the CTP, FP&A and Cert ICM Credentials.

**This session is not approved for AFP credit.**

<b>ADV</b> Advanced	<b>CP</b> Card Payments	<b>INV</b> Investments	<b>RM</b> Relationship Management	♦ BEGINNER ♦♦ INTERMEDIATE ♦♦♦ ADVANCED
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WEDNESDAY, MAY 25, 2016

**Refreshment Break 3:00 p.m. - 3:40 p.m.**

Exhibit Floor, Festival Hall B

SPONSORED BY J.P.Morgan

**SESSION FOUR 3:50 p.m. – 4:40 p.m.**

**FX Hedging: Capitalizing on a High Volatility Environment**

202 | IRM | ♦♦

**Christopher Weiss/Bloomberg LP**

This session will explore why a simple forward contract is suboptimal and even risky for treasurers in a high volatility environment. The components of option volatility will be dissected to understand when volatility is an important factor to consider in hedging and determining use of a vanilla versus barrier option structure. Finally, the effect of volatility on several popular hedging structures will be discussed so participants can be proactive in structuring their own hedging solutions.

Christopher Weiss is an FX/Derivatives specialist at Bloomberg in New York holding degrees from University of Chicago Booth and Brown University. Christopher was most recently head FX Structuring at Standard Chartered in Dubai and also held structuring and risk advisory roles at Merrill Lynch and Bank of America in London.

**Best Practices of Growing an E-Payables Card Program**

203 | CP | ♦♦

**Rodney Schreckenber/Graybar Electric  
John McKinzie/Fifth Third Bank**

This is a panel discussion on the successful growth of an e-payables program. Graybar Electric along with its card issuing partner Fifth Third Bank will provide details around extraordinary program growth, a well planned and executed vendor strategy, and the efficiencies gained with having an e-payables program.

Rodney Schreckenber is Treasury Manager at Graybar Electric. His responsibilities include the oversight of the DB and DC plans, cash management, and credit card administrator. Rodney earned his B.S. in accounting and MBA from Southern Illinois University, Edwardsville. His past work experiences include Sr. Auditor at both Ernst & Young and Sigma Aldrich.

John McKinzie is VP - Strategic Account Manager Supplier Optimization for Fifth Third Bank. He has been in the banking industry for more than 16 years with the last 6 years concentrating in payments. He successfully helps his clients grow and expand their payment programs through supplier optimization to gain benefits and efficiencies.

**Treasury Fraud and Vital Controls**

204 | FC | ♦♦♦

**Craig Jeffery, AAP, CCM, FLMI/Strategic Treasurer  
Melody Hart /Strategic Treasurer**

Cyber fraud is a treasury hot topic. Many types of fraud (payment, social engineering, cyber) impact organizations. This session will share key trends and current practices derived from the Treasury Fraud & Controls survey and a description of leading practices within the context of a treasury control framework. The statistics are eye opening, and some of the common practices need improvement. Attend this session to learn to prevent, detect and manage fraud attempts/losses.

Craig Jeffery is the managing partner and founder of Strategic Treasurer. He has more than 25 years of finance/treasury experience as a practitioner/consultant. Previously, he was Senior VP and Practice Leader for Wachovia Treasury and Financial Consulting. He is a CCM and a Fellow of the Life Management Institute with distinction.

Treasury leader, Melody Hart, has global expertise in Fortune 1000 in consumer products, automotive, wholesale, retail, distribution, manufacturing, not-for-profit and service/consulting. As a former treasurer, she excels in implementing controls and compliance systems, evaluating credit and liquidity needs, negotiating favorable credit terms as well as managing complex financial systems.

**Basel III: Disrupting the Corporate Banking Relationship**

205 | WCM | ♦♦

**Jim Graves/KeyBank  
Jennifer Komar, NCP/KeyBank**

In response to the 2007 financial crisis, the Basel III Accords were implemented to strengthen the global banking system. Fully effective in 2019, banks are making changes now to comply with its requirements. These changes are expected to disrupt corporate treasurers' relationships with their banks. Attendees will learn how Basel III will impact banking services, transaction fees, credit availability and depository business. Plus, they will be armed with a plan to help mitigate its impact.

Jim Graves is responsible for KeyBank's commercial deposit and account services product offerings. His responsibilities include developing and implementing product strategy, pricing and interest rate management. Jim joined KeyBank in 2007 and has more than 30 years of treasury management banking experience. He has degrees from DePaul University and Western Illinois University.

Jennifer Komar is a digital channel product manager with KeyBank and is responsible for strategy and delivery of commercial products. She previously managed deposit account services and receivables products. Jennifer joined KeyBank in 2003 and was awarded the National Check Professional certification in 2014.



## Optimize Your Cash Forecasting Process to Maximize Effectiveness

206 | LM | ♦♦

**Jacob Nygren, CTP/Treasury Strategies, Inc.**

Effective short and long-term forecasting is one of the highest priorities cited by corporate treasurers. Organizations continue to struggle with data collection, modeling, forecast accuracy, and ongoing forecast refinement. This session will cover various approaches to forecasting, data collection, and the use of technology to improve forecasts. You will learn about effective methods for streamlining the forecasting process and techniques for improving the accuracy and reliability of your cash forecasts.

Jacob Nygren works with corporate treasury departments, software vendors, and financial institutions in all aspects of treasury. He has helped clients select, implement, and optimize technology, streamline cash management, and improve forecasting to achieve efficient treasury processes. Jacob earned his BS in Economics from the University of Wisconsin - Madison.

## Increasing Market Value Through Talent

207 | ADV | ♦♦♦

**N. Robert Johnson, APR/The David Group**

Banking institutions with engaged workforces and a stronger employer brands outperform their peers. They have higher market value. Their people are more productive. And, they spend less on HR programs. Creating an environment of high engagement is not just an HR issue, it's a competitive advantage with real world metrics.

Bob Johnson has more than 20 years of corporate, agency and internal communications experience. He is currently leading The David Group's Workforce Communications Practice focused on strengthening employer brands, engaging people and cutting the cost of talent.

**This session has been approved for one CTP/FP&A career development credit.**

## Borrower Boot Camp: Tips and Strategies for Negotiating Loan Documents

324 | CF | ♦♦♦

**Robert Heinrich, JD/Reinhart Boerner Van Deuren s.c.**

What is 'market' in loan documents is constantly changing. This session will outline a strategic approach to negotiating your term sheet and highlight specific negotiation tips - and traps - in loan documents for borrowers. We will walk through detailed examples of language to either avoid or request so that you will end up with maximum flexibility in running your business. These practical pointers will ensure the appropriate risk allocation between you and your lenders.

Robert Heinrich is a partner at the law firm of Reinhart Boerner Van Deuren s.c. Bob's finance practice is focused on counseling borrowers and lenders on commercial lending facilities and Dodd-Frank regulatory compliance matters concerning swaps. He belongs to the Illinois State Bar Association and the State Bar of Wisconsin.

## The 5 Pillars of Implementing a Treasury Management System

325 | TME | ♦

**Andrew Blair/GTreasury  
Chelsey Osborne/Global Logistic Properties**

This session will discuss the steps involved during the implementation process of a treasury management system (TMS). Implementation is a key element in the TMS lifecycle, as implementing on time and within budget is critical to the success of a project. Five key phases will be discussed: allocating the appropriate resources so the project stays on track, creating a stable project plan, integrating a TMS with your back office, going live, and unforeseen issues that may arise.

Andrew Blair is currently an Account Manager at GTreasury. He is responsible for the creation and maintenance of client demographics, overall client retention, add-on business to existing accounts, third party client escalations, and product feedback. Previous to his role, Andrew was a Client Services Representative.

Chelsey Osborne is a Senior Treasury Associate at Global Logistic Properties and was responsible for the implementation of the GTreasury Workstation in the fall of 2015. Prior to joining GLP, Chelsey was a Relationship Manager at U.S. Bank where she was responsible for managing client relationships and client retention.

<b>ADV</b> Advanced	<b>CP</b> Card Payments	<b>INV</b> Investments	<b>RM</b> Relationship Management	♦ BEGINNER
<b>BANK</b> Banking	<b>CTP</b> CTP Preparation	<b>IRM</b> Insurance and Risk Management	<b>TME</b> Treasury Management Essentials	♦♦ INTERMEDIATE
<b>BT</b> Banker Topics	<b>FC</b> Fraud and Compliance	<b>LM</b> Liquidity Management	<b>TP</b> Transaction Processing	♦♦♦ ADVANCED
<b>CF</b> Corporate Finance	<b>INTL</b> Int'l Treasury Management	<b>PD</b> Professional Development	<b>WCM</b> Working Capital Management	



WEDNESDAY, MAY 25, 2016

**SESSION FOUR (continued) 3:50 p.m. – 4:40 p.m.**

**Leader's Compass: A Leadership Philosophy is Key to Your Success**

326 | PD | ♦♦♦

**Rolly Dessert, PMP/Academy Leadership**

To be an effective leader you must reflect your core values in your daily behaviors. In short you must lead by example. People fall short because they have not communicated what they truly believe, what they expect of others, and what they will demand and will not tolerate. Think about discovering the kind of principled leader that you want to be. This is the most critical step toward achieving dramatic improvements in your leadership.

Rolly Dessert is a Facilitator and Executive Coach with Academy Leadership, a leadership development firm. A West Point graduate, Rolly served in the U.S. Army for more than 28 years. In working with leaders, he encourages clients to develop a leadership philosophy in order to understand what they truly believe.

**This session has been approved for one CTP/FP&A career development credit.**

**The New Era of Global Bank Relationship Management**

327 | INTL | ♦♦♦

**Bridget Meyer, CTP/Redbridge DTA  
Jim Gilligan, CTP, FP&A/Great Plains Energy**

Treasurers are often surprised to learn that banks do not want all of their business anymore. In a post Basel III reality, you must understand the margin that each product brings to your bank's bottom line. In this session, corporate practitioners will learn how to successfully manage their bank relationships and understand the key components to consider when allocating business to banks that will result in a win-win for both the bank and the company.

Bridget Meyer is responsible for the delivery of all North American engagements for Redbridge DTA (a bfinance company formerly known as The Montauk Group in the U.S.). Bridget also actively manages and promotes the AFP Service Codes Accredited Provider Program and authored the AFP Global Service Codes.

James Gilligan is Assistant Treasurer for Great Plains Energy, the holding company of Kansas City Power and Light Company and several wholly owned non-regulated subsidiaries with 2015 operating revenues in excess of \$2.5B. He has responsibility for all cash management and corporate finance functions for the company.

**Top Trends in Treasury Management**

328 | BT | ♦♦

**Lawrence Forman, CCM/EY**

After brief background on the CMS Survey, we will discuss overall revenue growth for the cash management business. Then we'll discuss the growth for the top 5 banks, the next 15 in asset size and the remaining banks outside the top 20. This will be followed by the growth and revenue contributions of the major product lines. The presentation will also delve into factors that are impacting the business and will include near-term forecasts.

Larry Forman is an Associate Director with EY's Financial Services Office in New York. Larry has directed the annual EY Cash Management Services (CMS) Survey for more than a decade and communicates with many cash management executives on a regular basis.

**CTP Review: Financial Statements, Analysis and Decisions**

329 | CTP | ♦



**Dubos Masson, CTP, CertICM, FP&A/Indiana Univ.'s Kelley School of Business**

This session will cover the basics of financial planning and analysis, as well as other key financial and accounting statements, concepts and ratios. The important ratios covered include those related to liquidity management, debt management/coverage and asset management. In addition to financial analysis, we will discuss performance measures such as return on investment, residual income and Economic Value Added (EVA), the session closes with a discussion of financial decisions and management in the treasury area.

Dr. D.J. Masson is a Professor of Finance at the IU Kelley School of Business. His areas of specialty include treasury management, working capital management, global cash management, risk management, asset management and corporate valuation. In addition to his Ph.D., he holds the CTP, FP&A and Cert ICM Credentials.

**This session is not approved for AFP credit.**

**OPENING RECEPTION 4:45 p.m. – 5:45 p.m.**

Exhibit Floor, Festival Hall B

SPONSORED BY BMO  Harris Bank






## THURSDAY, MAY 26, 2016

### Continental Breakfast 7:30 a.m. – 8:30 a.m.

Exhibit Floor, Festival Hall B

**SPONSORED BY**  BNY MELLON

### EXHIBIT FLOOR OPEN 7:30 a.m. – 12:00 p.m.

Festival Hall B

### MONEY MUSEUM TOUR #1 7:30 a.m. – 9:30 a.m.

Bus departs at 7:40 a.m. from Entrance 2 of Navy Pier for an 8:30 a.m. tour.

### MONEY MUSEUM TOUR #2 8:30 a.m. – 10:30 a.m.

Bus departs at 8:40 a.m. from Entrance 2 of Navy Pier for a 9:15 a.m. tour.

## SESSION FIVE 8:30 a.m. – 9:20 a.m.

### Retirement Plans: Understanding Fiduciary Obligations

202 | IRM | ♦♦

#### Brian Hale/Associated Bank

Who can honestly say they really understand 401(k) plan fees? What was once industry cocktail chat is now a serious question given the recent regulatory changes and litigation surrounding fee disclosures and fiduciary obligations. Please join us for a discussion exploring how to understand, monitor and document the fees associated with sponsoring a retirement plan. An outline of all fiduciary obligations and standards associated with your 401(k) plan will be provided.

Brian Hale is a senior client advisor with Associated Bank's Institutional Services group. He consults businesses on employee benefits and risk management. Brian is a graduate of the University of Illinois. He also holds an MBA from DePaul University and an MS in Management and Organizational Behavior from Benedictine University.

### Legal Considerations for Mobile

203 | CP | ♦♦

#### Erin Fonte, CIPP/Dykema

With non-financial institution entrants in the payments system, providing new offerings from financial institutions and emerging options for payments at point-of-sale, rapid innovation now defines what was once a fairly stable arena. This presentation will explore the shifting payments landscape in the U.S., discuss new entrants and moves by existing financial institutions, address legal and regulatory issues and look at systemic risk concerns.

Erin Fonte is head of Dykema's Financial Services Regulatory and Compliance Practice Group. She advises financial institutions, FinTech/alternative payments providers, mobile payments providers, and vendors regarding financial services, regulatory and payment systems. She frequently writes and speaks on electronic funds, treasury management, payments, mobile and privacy/data security issues.

### The Way We Pay: Hot Topics in Payments

204 | BANK | ♦♦

#### Matt Davies, CTP, AAP/Federal Reserve Bank of Dallas

This session will focus on hot topics in payments that may impact corporate practitioners and financial institutions, such as same-day ACH and other potential 'faster payments' initiatives, and mobile payments/mobile wallets. The session will also provide an update on the progress of the EMV conversion in the U.S. since the liability shifts of October 1, 2015.

Matt Davies is Assistant Vice President at the Federal Reserve Bank of Dallas, with oversight of the Dallas Fed's payments-related outreach to financial institutions and corporates. He has 18 years of experience in the payments industry. Matt also serves as an Adjunct CTP Instructor for Rice University.

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THURSDAY, MAY 26, 2016

## SESSION FIVE (continued) 8:30 a.m. – 9:20 a.m.

### How Companies can Profit from a Payables-Based WCM Platform

205 | WCM | ♦♦

#### Drew Hofler/Ariba

Are you taking full advantage of your payables process to improve working capital, increase return on cash, and reduce your risk? In this session you will learn from the experience of other companies (in case study format) how an integrated payables and financial supply chain platform can improve your performance while reducing risk by creating opportunity, giving you full visibility, and providing the capabilities you need to execute strategic working capital initiatives.

Drew Hofler is Senior Director, Financial Supply Chain Solutions, for Arriba, and is responsible for Arriba's financial supply chain suite of solutions. Mr. Hofler brings 20 years of financial services and software industry experience to SAP. Prior to SAP, Drew held positions at PNC, tier technologies, and Thrivent Financial.

### Changing Strategies for Today's Cash Investor

206 | LM | ♦♦

#### Thomas Kolimago, CFA/BlackRock

Global financial markets are in transition. From continued low interest rates to the implementation of global banking regulation, more indirect impacts and uncertainty exist than ever before. These influences are changing the way our clients manage and view cash, which is now widely recognized as a multi-faceted and complex asset class. Join us to discuss opportunities arising in the short term markets, and practical ways to apply them to your cash management strategy.

Thomas Kolimago is Global Head of Credit and Investment Research for BlackRock's Cash Management team. In his prior role, he managed a team of money market portfolio managers. Mr. Kolimago joined BlackRock in 1988. He earned a BS in Finance from St. Joseph' University and an MBA from Villanova University.

### Trust in the Cloud to Deliver Treasury Operations Results

207 | ADV | ♦♦

#### Beatriz Saldivar, MBA and CTP/Independent Consultant

CLOUD services are revolutionizing the real time accessibility of treasury operations. While some treasurers are embracing the security and infrastructure flexibility of the cloud, other treasurers are taking a back seat not knowing that they could actually be increasing the risk of compromising their treasury operations and financial data to a cyberattack. Learn best practices to secure and protect sensitive treasury data in the cloud that will mitigate cyberattack risk.

Beatriz Saldivar is a senior global financial professional with more than 20 years of experience in treasury, finance, and risk management consultancy for corporates, financial institutions, nonprofit, and technology providers. She successfully structured, managed, and implemented Fortune 100 and 500 treasury/shared service centers. Beatriz is a member of the Federal Reserve Faster Payment Task Force.

### Discovering the Strategic Gold of Effective T&E Expense Management

324 | CF | ♦♦

#### Ernie Humphrey, CTP/Function Form Staging & Design, Inc.

Delivering earnings predictability, owning corporate governance, and supporting productivity across the enterprise are among the top challenges faced by financial professionals. Where do financial professionals even begin defining a strategy to embrace these opportunities? The answer to that question may raise more than a few eyebrows: best-in-class travel and entertainment (T&E) expense management. Join us for an interactive discussion featuring the former Director of Treasury Services at the AFP and find out.

Ernie Humphrey is the CFO for Function Form Staging & Design. Formerly, Ernie served as the Director, Treasury Services and as a Director of the Corporate Treasurers Council for the Association for Financial Professionals. Ernie has a BS and MS in Economics both from Purdue University.

### How Does Your Treasury Department Compare?

325 | TME | ♦♦♦

#### Dan Carmody, CTP/TreaSolution, Inc.

The regular benchmarking of treasury operations, technologies and internal controls in order to implement treasury best practices is, in and of itself, a best practice. This presentation will discuss how treasurers can conduct a treasury benchmarking project in order to determine if their treasury department is operating optimally. From detailed process documentation to discovering treasury benchmarking information, this presentation will provide a step-by-step description of how to conduct a successful treasury benchmarking project.

Dan Carmody is the President / Managing Director of TreaSolution, a faculty member at Northwestern University and a professional public speaker. Leveraging his deep treasury management knowledge and experience, Dan regularly leads corporate treasury departments in becoming more profitable, efficient and secure.





## Fixing Common Mistakes in Financial Presentations

326 | PD | ♦

**Dave Paradi/ThinkOutsideTheSlide.com**

As an analyst or new manager, having an opportunity to present in front of senior executives can be a career boost or a setback. This session will help you avoid the common mistakes financial professionals make when presenting and teach you: the type of results executives are looking for, how to avoid math errors on slides, how to avoid overloading slides with numbers, and how to clearly state the message you want them to remember.

Dave Paradi has been recognized by media and his clients as a presentation expert. He has authored eight books on effective PowerPoint presentations. Dave is one of only fifteen people in North America recognized by Microsoft with the PowerPoint Most Valuable Professional Award for his contributions to the presentation community.

## Globalizing Your Treasury Operation

327 | INTL | ♦♦

**Bob Stark/Kyriba**

There are significant pressures on treasury teams to align to the global reach of the entire business, and progress from supporting the business to helping lead it internationally. In this session we will discuss the top initiatives that treasury teams are focused on to become more global, including: SWIFT connectivity, FX hedging, cash pooling and forecasting, multi-lateral netting, hybrid treasury structures, supplier and customer financing, as well as deploying to Asia.

Bob Stark is responsible for global product strategy at Kyriba. Bob is an 18-year veteran in the treasury technology industry having served in multiple roles at Wall Street Systems and Thomson Reuters. Bob is a regular guest speaker at treasury conferences and an active member of the AFP.

## The New Payments Center

328 | BT | ♦♦

**Michael Reynolds/Technology Management Resources, Inc.  
Connie Johnston/Bankers Trust Company**

A changing payments landscape combined with a new generation of tech-savvy treasury practitioners is forcing banks to look at how they keep their payments franchise relevant and economically sustainable. This session will discuss the importance of

transforming “lockbox” from its legacy reputation to a true “payments center”. Legacy lockbox is seen as a declining check business model. The new payments center model is the intersection of check payments, electronic payments and integrated receivables reporting.

Michael Reynolds is a more than 30 year veteran in the banking technology and payments industry. As a frequent speaker at industry payment conferences, Mr. Reynolds brings a broad understanding of the key business, technology and management drivers affecting the payments industry today. He is currently Vice President at TMR Solutions, Inc.

Connie Johnston is Vice President, Treasury Management Sales Officer at Bankers Trust. Connie supports middle market to large corporate clients who focus on an automated strategy to increase efficiency while reducing costs. She has a strong portfolio of clients in the healthcare and transportation industry that require a payment center model tailored to their industry.

## CTP Review: Review of Basic CTP Calculations

329 | CTP | ♦



**Dubos Masson, CTP, CertICM, FP&A/Indiana Univ.'s Kelley School of Business**

This session will involve an overview of CTP math and will focus on the more challenging formulas and calculations found throughout ETM4. Along with math tips and techniques for all CTP candidates, the instructor will specifically address overcoming the 'fear factor' for those CTP candidates who have had very little exposure to financial mathematics or for whom it has been decades since they last took a college course involving financial formulas and calculations.

Dr. D.J. Masson is a Professor of Finance at the IU Kelley School of Business. His areas of specialty include treasury management, working capital management, global cash management, risk management, asset management and corporate valuation. In addition to his Ph.D., he holds the CTP, FP&A and Cert ICM Credentials.

**This session is not approved for AFP credit.**

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THURSDAY, MAY 26, 2016

**SESSION SIX 9:30 a.m. – 10:20 a.m.**

**Customer Focused Payment Integration - Payments Outside of Bank Silos**

202 | TP | ♦♦



**Matt Richardson/Citizens Commercial Banking**

The session will review the U.S. payment landscape and then move into the most efficient, cost effective, and revenue generating payment options for corporates. The focus will be on segmenting payments into buckets based on vendor relationship and payment terms. The opportunity to consolidate payment types into a single payment file will be reviewed, along with the ability to migrate away from paper to card, payment networks, and ACH. Suppliers benefits will also be reviewed.

Matt Richardson is a 15 year cash management industry veteran having run sales and product management teams. Matt is currently responsible for all phases of product management and development for payables, receivables, access, and trade at Citizens Bank.

**Succeeding with Your Suppliers**

203 | CP | ♦♦



**Sara DeCoste/Bank of America Merrill Lynch  
John Fahey/Edward Don and Company**

Supplier segmentation typically involves identifying strategic suppliers, non-strategic suppliers, those in the middle and determining the approach you will take with each group. Learn how to devise and implement a strategy to create value from your supplier base. During this session, we will discuss tactics for enhancing supplier relationships, optimizing working capital and maximizing cash. Ultimately, this effort can create tangible value by positively impacting EPS and other key metrics.

Sara DeCoste is SVP Senior Treasury Solutions Officer for Global Commercial Bank, Bank of America Merrill Lynch responsible for delivering global treasury solutions. Sara has 15 years banking experience in cost accounting, acquisitions, corporate capital, funds management, corporate development, corporate controller's group, treasury risk & asset management and treasury management sales.

John Fahey is Director of Credit with Edward Don & Company and is responsible for the credit risk management, collection, cash application, accounts payable and returns processes as well as all credit card programs. John is active with the National Association of Credit Management (NACM) and is Treasurer of NACM Midwest.

**Mitigating Card Based Cybercrimes**

204 | FC | ♦



**Lisa Gibbs/MB Financial Bank**

Today more than ever companies need to protect themselves from card fraud. Cards are a very convenient and potentially lucrative method of payment but fraudsters today are as sophisticated and evolving as ever. Whether you are a merchant who accepts the card or a company whose employees use credit cards as a method of payment, protecting your company from loss is imperative.

Lisa Gibbs is SVP and Director of Cards Services for MB Financial Bank. She is responsible for credit card, debit card and prepaid cards. Before joining MB, Lisa was with Cole Taylor Bank for six years in a variety of positions including marketing, project management and treasury management.

**What Will Chinese Financial Liberalization Mean for American Business?**

205 | WCM | ♦♦



**William Adams/The PNC Financial Services Group**

Will the yuan's depreciation undermine China's push to make it a global reserve currency? Is China more susceptible to a financial crisis after opening its stock and bond markets to global capital flows? And how will risks from China reverberate across other emerging markets? Join a recognized expert on China for a briefing on these and other issues affecting the outlook for American businesses in the world's second largest economy.

William Adams is PNC's principal spokesman on global economic developments. Formerly Beijing resident economist for The Conference Board's China Center, Bill lived in China for more than five years. He is co-author with Damien Ma of In Line Behind a Billion People: How Scarcity Will Define China's Ascent in the Next Decade – FT Press, 2013.

**Working Capital Optimization = Automation!**

206 | LM | ♦♦



**Nina Hanselmann/U.S. Bank**

Everyone wants you to optimize but what does that really mean to you and your organization? Automation is the foundation for all your efforts and you'd be surprised at the money you are leaving on the table as you run toward current trends and ignore the processes already in place. Come listen to strategies for cementing your process foundation before you add a second story to your financial house.

Nina Hanselmann joined U.S. Bank in August of 2014 bringing more than 20 years of experience in the treasury management industry. Her previous roles with large treasury service providers include sales management, business development, senior relationship management, international and domestic correspondent banking sales, strategic partner alliances and payments product development.



## Starting Off Right: Onboarding with a New Financial Institution

207 | ADV | ♦♦♦

BMO  Harris Bank

### Marcel Castillo/BMO Financial Group

The onboarding process of a new financial institution sets the precedent for the rest of the relationship, and the interaction should be quick and painless. Attendees will learn what to expect during an implementation process, and understand advanced new onboarding technology and techniques that improve client-facing communication and transparency of requests.

Marcel Castillo is Head of North American Implementation Services for Treasury and Payment Solutions at BMO Financial Group. In his role, he is accountable for the onboarding and implementation of treasury management and corporate card services for all commercial and institutional customers in the United States and Canada.

## Foreign Exchange Conversions - GAAP Financial Reporting vs. Managerial Decision Making

324 | CF | ♦♦

 First National Bank

### Michael Salerno/First National Bank Josh Sherer, MBA, CGMA, CPA/AalFs Manufacturing

In this session you will learn how the limitations of GAAP basis reporting for foreign exchange conversions effect internal management decisions. Josh will share tips and discuss what his company has done to augment the lack of information GAAP reporting provides and additional resources that may be available to you.

Michael Salerno is VP of Global Banking at First National Bank, where he manages a diverse portfolio of corporate and correspondent customers. He consults with treasury management professionals to define, create and implement effective global payments and risk management solutions. Michael holds an Executive MBA from the University of Nebraska.

Josh Sherer is VP of Finance and CFO of AalFs Manufacturing, a leading provider of denim and twill products. After receiving both his undergraduate and graduate degrees in accounting from Wayne State University, Josh started his career in public accounting and consulting. Josh joined AalFs Manufacturing in 2012.

## Barbarians at the Gate and Thieves Within

325 | TME | ♦♦♦

WINTRUST  
COMMERCIAL BANKING

### David Lesser/Nexum Mike Richmond, JD/The Horton Group Sean McCracken, CTP/Wintrust Financial Corporation

Data breaches, hackers, corporate theft: external and internal threats present a challenging puzzle for businesses to prevent financial loss and destruction of value. Keeping malicious forces from penetrating a company is as difficult as deterring theft within the organization. Wintrust's panel discussion brings together information technology security and insurance/risk management experts who will share best practices on fortifying your company's walls to protect its most valuable assets.

David Lesser serves as President and Chief Technology Officer for Nexum, an IT security products and services firm. A technologist and businessman, David's experience in IT risk mitigation has focused on excellent technical design and intelligent cost control. He holds a BS in Nuclear Engineering from the University of New Mexico.

Mike Richmond is a risk advisory consultant with The Horton Group and consults businesses on insurance programs, risk management policies and procedures, cyber liability fields, business income loss, and electronic banking loss. Mike has a JD from The John Marshall Law School and a B.A. from Millikin University.

Sean McCracken is responsible for leading Wintrust Financial's Treasury Management Sales initiative for the middle market segment. Sean's educational background includes an MBA from DePaul University and a BS from Miami University in Oxford, OH. He is a member of the Association of Financial Professionals (AFP) and has his CTP accreditation.

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THURSDAY, MAY 26, 2016

**SESSION SIX (continued) 9:30 a.m. – 10:20 a.m.**

**Online Bill Payments in Snail Mail? Streamline the Capture of Consumer Receivables**

326 | TP | ♦♦



**Adam Stolberg, CMCA AMS, PCAM/Advantage Management**  
**Vijay Krishnan, AAP/FirsTech**  
**Nadine Johnson, CTP/First Midwest Bank**

Are you seeing an upswing of your customer bill payment checks come to your office? As this channel grows, see how payment aggregation and electronic payment delivery can help businesses increase speed of payments, reduce costs, and simplify internal operations. This session will discuss the growing use of consumer online bill payment services and how you can be more efficient converting these receivables and transmitting in the form of electronic payments instead of paper checks.

Adam Stolberg, CMCA AMS, PCAM is President and CEO of Advantage Management, a property management company he co-founded in 2000. Advantage Management proudly manages more than 120 community associations in the Chicago area by overseeing clients' complete property and association management programs through pro-active planning, effective communication and fiscal responsibility.

Vijay Krishnan assists with the management of day-to-day operations within FirsTech's mission critical departments, establishing procedures and processes to ensure their smooth functioning, while providing timely operational information and assistance to both the CEO as well as the EVP for MIS Services. She currently holds the Accredited ACH Professional (AAP) designation.

Nadine Johnson, CTP is Vice President of Treasury Management serving First Midwest Bank for more than 20 years working with local governments, school districts, libraries, parks and other publicly financed institutions. Nadine is an associate member of IGFOA and is the Treasurer of the Healthcare Foundation of Northern Lake County board.

**New Solutions to Old Electronic Receivables Problems**

327 | TP | ♦♦



**Seth Blacher/Wells Fargo**  
**Patti Davis/Carhartt**

Switching to electronic payments increases efficiency for payers but often increases the amount of paper and manual processing for receivers. Why? Payers tend to separate payments from remittance detail or provide incomplete information, a practice that's challenging for AR departments. Businesses need effective tools for streamlining and automating the receivables matching process. What if you could hand off the task of matching dollars to data to your receivables bank? Hear how that would work.

Seth Blacher manages Wells Fargo's Electronic Commerce Services (ECS) product management team, focused on improving efficiency in payment origination and receivables posting for customers. A 15-year veteran of Wells Fargo, Seth earned an MBA from the

University of California, Davis, and a BA from the University of California, Santa Cruz.

Patti Davis manages Carhartt's Accounts Receivable and Invoicing Teams and is an SAP business transformation leader focusing on process improvements in the areas of cash application, deductions management, and invoicing. She has been with Carhartt for more than 17 years. Patti attended Wayne State University and currently attends the University of Phoenix.

**State of Payments 2016**

328 | TME | ♦♦

J.P.Morgan

**Teresa Walker/Chase Commerce Solutions**

Payments have rapidly evolved from a standalone function to a highly integrated experience influencing all facets of commerce, turning social media into social shopping, mobile devices into wallets, and apps into digital storefronts with no signs of slowing down. It remains paramount for industry stakeholders to understand where these trends might lead and their implications to our business going forward. This session will delve into some of the key trends that will redefine the future of commerce and what it means to treasurers.

Teresa Walker is Executive Director for the Global Enterprise Solutions (GES) team at Chase Paymentech serving top national business enterprises in the omni-channel and entertainment verticals. She has served in many sales and marketing roles at Chase. She earned a Bachelor of Science degree in journalism from Texas A&M University.

**CTP Review: Money Markets**

329 | CTP | ♦



**Dubos Masson, CTP, CertICM, FP&A/Indiana Univ.'s Kelley School of Business**

This session opens with a discussion of the basics of money markets and how they function, including coverage of the different money market instruments and techniques used for the short-term working capital needs of the company. Also included is coverage of short-term financing from the borrower's perspective, including the calculation of the costs on bank lines of credit and commercial paper.

Dr. D.J. Masson is a Professor of Finance at the IU Kelley School of Business. His areas of specialty include treasury management, working capital management, global cash management, risk management, asset management and corporate valuation. In addition to his Ph.D., he holds the CTP, FP&A and Cert ICM Credentials.

**This session is not approved for AFP credit.**

**Refreshment Break 10:20 a.m. – 11:00 a.m.**

Exhibit Floor, Festival Hall B

SPONSORED BY **KeyBank**



## SESSION SEVEN 11:10 a.m. – 12:00 p.m.

### Smart Beta - Active vs. Passive Investing

202 | INV | ♦♦

**Hitesh Patel, Ph.D./PNC Capital Advisors**

Smart Beta - what is it? A smart beta fund tracks a style index or uses a mechanical investing strategy in order to provide the returns associated with a particular strategy without the expense of active management. Smart beta is also called a bridge between active investing and indexing. In this session, we will also discuss why the rest is not necessarily 'smart.'

Hitesh Patel, managing director, leads the Structured Equity team focusing on small-cap core, growth, and value strategies. He joined the firm in 2005 and his quantitative research and portfolio management experience extends to 1994. Hitesh holds B.S., M.S., and Ph.D. degrees.

### Key Drivers for a Successful Card Program

203 | CP | ♦♦



**Patty Yu Hsiao/Bank of America Merrill Lynch**  
**Mary Bravo/Composites One**  
**Carla Milkent/ACCO**

Card programs have become a key payables tool to improve DPO, control, reporting and drive financial benefits for all companies. Learn about best practices to continue to build, grow and measure ongoing success for your program.

Patty Yu Hsiao is a Senior Vice President, Senior Treasury Solutions Officer responsible for delivering global treasury solutions to middle market companies. She has 13 years of banking experience working with companies ranging from 50 million to 100+ billion in sales, with industry specializations in insurance, education, technology and general industries/manufacturing.

Mary Bravo is Director of Finance for Synergy55 Corp. She manages a staff of 30 overseeing operations of accounting, credit, accounts payable, accounts receivable and treasury departments. She has been active in the TMAC over the years, was Windy City Co-Chair 2006- 2007 and was a member of BofAML's CashPro Advisory Board from 2004 - 2012.

Carla Milkent is Manager of Shared Services Accounts Payable organization for ACCO Brands. She manages a staff of 20 overseeing operations of the accounts payable, travel card/purchasing card programs, Concur, and cash management functions for North America. Carla has been a CAPP (certified accounts payable professional) for more than 18 years.

### Automating Retail Cash Operations: Removing Risk Through Visibility

204 | FC | ♦♦



**Christopher Lantman, CTP/MB Financial Bank**  
**Aubrey Meador/ARCA**

Hand-to-hand custodial cash operations keep cash out of management's sight for up to twenty-four hours at a time. We'll examine the inherent risks of traditional retail cash processes and look into current and future cash automation trends. We will also look at how settlement options will affect the way the modern retailer manages cash operations in the future and help address risk and compliance requirements.

Chris Lantman is a Senior Product Manager at MB Financial Bank. He has 18 years of experience in banking focusing on the strategy development, management and delivery of corporate cash management solutions. Chris earned his undergraduate and MBA from the University of Kansas and is a Certified Treasury Professional.

Aubrey Meador is the President of ARCA U.S., a global company specializing in cash automation technology. Aubrey came to ARCA in 2002 and served as Executive Vice President of Sales and Marketing until 2012, when he assumed the role of President.

### Protecting Your Bank Accounts from Online Fraud

205 | FC | ♦♦



**Howard Forman/PNC**  
**Jim Fossett/Repete Corporation**

There are many different types of cyber crime incidents, but the ones typically most impactful to treasury practitioners usually involve social engineering or financial malware to execute fraudulent payment orders through your online banking applications. Presenters in this session will discuss the current threat environment, review specific examples of fraud attempts, and provide specific, actionable steps your organization can take to manage your payment processes and to help ensure your online security.

Howard Forman is a Senior Vice President and is responsible for the product management, product development, and security functions for PINACLE®—PNC's corporate online and mobile banking portal. He's a frequent speaker on a variety of treasury and payments topics, and has held leadership positions with national industry associations (NACHA and AFP).

Jim Fossett, Controller at Repete Corporation, has 24 years of progressively responsible experience with privately held companies covering the spectrum of financial management functions including accounts payable and receivable, financial statements, financial reporting, audits, budgeting, and compliance. Jim holds an Accounting degree from Marquette University and an MBA from Regis University.

<b>ADV</b> Advanced	<b>CP</b> Card Payments	<b>INV</b> Investments	<b>RM</b> Relationship Management	♦ BEGINNER ♦♦ INTERMEDIATE ♦♦♦ ADVANCED
<b>BANK</b> Banking	<b>CTP</b> CTP Preparation	<b>IRM</b> Insurance and Risk Management	<b>TME</b> Treasury Management Essentials	
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THURSDAY, MAY 26, 2016

**SESSION SEVEN (continued) 11:10 a.m. – 12:00 p.m.**

**Operational Impacts of a New Future in Liquidity Management**

206 | LM | ♦♦

**Pat O'Callaghan/GSAM**  
**Melissa Lawson, CPA, CTP/Aon Corporation**  
**Wendy Schrunk/Goldman Sachs**

This session will explore the potential operational considerations of a wide range of upcoming regulatory and market changes impacting the corporate investor. As corporations work on operational preparedness, consideration should be given to changes driven by legislation including Basel III and money market fund reform both within the U.S. and offshore, along with changes to fixed income markets, including potential rising rate markets within the US, and supply and demand changes to markets generally.

Pat O'Callaghan is a Senior Client Portfolio Manager for Liquidity Management. He has been with Goldman Sachs for 20 years. During this time, Pat has traded U.S. Dollar denominated portfolios across our tax-exempt and taxable strategies. He has a BBA from Hofstra University and an MBA in Finance from Fordham University.

Melissa Lawson, CPA, CTP, is Senior Global Treasury Operations Manager and joined Aon in March, 2012. She possesses an extensive background in treasury related subjects. Her responsibilities with Aon include overseeing global cash management ops, integrations and liquidity management within the established EMEA, NA and APAC hubs.

Wendy Schrunk is a Vice President in GSAM's Liquidity Platform Services Team. In her role Wendy acts as a portal specialist focused on our intermediary clients and their use of Goldman Sachs' proprietary money market portal.

**Taking the Defensive: Future Predictions for Money Market Fund Reforms**

207 | ADV | ♦♦♦

BMO  Harris Bank

**Katherine DellaMaria, CFA/BMO Global Asset Management**  
**Peter Arts/BMO Harris**

This session will discuss current events related to monetary policy and the impact on the fixed income markets as the Fed begins raising rates for the first time since June 2006. Attendees will learn defensive positioning tips for a rising rate environment. They will also learn about the implementation of new SEC regulations for money market funds, how money managers are adopting the new rules and the potential consequences for the cash markets.

Katie DellaMaria, portfolio manager of Short Duration Fixed Income at BMO Global Asset Management, plays a key role in BMO GAM's short duration fixed income team, which has \$14.5 billion in assets under management across various strategies including money markets, short duration, and short-intermediate fixed income.

Peter Arts manages the taxable fixed income team, overseeing assets in short duration taxable bond funds, the stable principal value fund, securities lending, collateralized loan products and offshore funds. He is the lead manager of the BMO Prime and Government Money Market Funds and the BMO Short Term Income Fund.

**Converting Spreadsheets to Effective Data Visualizations**

324 | CF | ♦♦

**Dave Paradi/ThinkOutsideTheSlide.com**

A recent survey found that audiences of financial presentations want fewer spreadsheets and more visuals. In this session you will learn how to create clear, compelling visuals to replace spreadsheets. We will cover: identifying common messages, recognizing which visuals are appropriate for each type of message, and how those visuals can be created in Excel or PowerPoint. You will see many examples you can start using immediately.

Dave Paradi has been recognized by media and his clients as a presentation expert. He has authored eight books on effective PowerPoint presentations. Dave is one of only fifteen people in North America recognized by Microsoft with the PowerPoint Most Valuable Professional Award for his contributions to the presentation community.

**Bridge over Troubled Int'l Waters - Trading into World's Toughest Markets**

325 | TME | ♦♦



**Tom Beube/Wintrust Financial Corporation**  
**Christopher Mehta/Rainbow Chemicals Company**  
**Paul Tonsager/CN WorldWide**

The panel will describe their backgrounds doing business in challenging foreign markets. Our session will offer strategies for global payments processing, FX risk management and logistics required when doing business in overseas markets. The panel will also provide insight in how to grow International sales while mitigating political risk and ensuring regulatory compliance.

Tom Beube joined Wintrust five years ago after spending 14 years with ABN AMRO Bank and three years with Bank of America. While Chicago is his home base, Tom has had assignments in Hong Kong, Detroit and Shanghai during his time with ABN AMRO.

Christopher Mehta is the CFO and Managing Director of Rainbow Chemicals, a family owned manufacturer and distributor of synthetic colors and chemical intermediates which caters to a global customer base. His responsibilities include finance, supply chain management and sales. Christopher is a graduate of the University of Kansas.

Paul Tonsager is currently VP North America at CN Worldwide. He is responsible for the marketing, sales and operations of CN Rail's NVOCC and for marketing and sales of CN's non rail assets. He set up CN's offices in Asia living in Shanghai for 5 years and holds a BA from Miami University and MBA from the University of Chicago.



## Financial Success Depends on a Dynamic Relationship with Your Bank

326 | TP | ♦



**Jerry Brand, CPA/Helms Performance Group**  
**Dani Pankova/First Midwest Bank**  
**Debbie Slucki/First Midwest Bank**

The keys to establishing dynamic relationships involve trust, communication, and transparency. This works whether it is a personal relationship, a networking relationship or a banking relationship. Every business has an ever-evolving story and so does every bank. A commitment to understanding these stories is imperative to form a strategic partnership including mutual respect so that challenges can be overcome and opportunities seized. During this session, you'll hear first-hand from the corporate, banker and implementation manager.

Jerry Brand, CPA, has served as the Chief Financial Officer at Helms Performance Group since May 2015. Prior to that he was CFO at Motor Werks Auto Group and spent more than 20 years as a CPA with stops at CliftonLarsenAllen, LLP and Nykiel, Carlin & Co, LTD.

Yordanka Dani Pankova is dedicated to advising middle market family-owned businesses in the Chicagoland area as Treasury Management Officer with First Midwest Bank, where she has worked for the past 12 years. Her focus is on driving financial success for clients through trust building, transparency, and cost improvement strategies.

Debbie Slucki is a banking professional with more than 23 years of successful banking experience in positions of increasing responsibility and duties. She joined First Midwest Bank in April 2010 where she currently is the Treasury Management Implementations Manager.

## Streamlining Online Remittance and Online Bill Payment Processing

327 | INTL | ♦♦♦



**Cassandra Bowens/Blistex Inc.**  
**John Christiansen/NES Rentals**  
**Kathy Jennings, CPA/AmeriPride Services, Inc.**

Timely and accurate cash application is essential to your business and reinforces customer satisfaction by reducing inquiries. Reduced cycle time lowers days sales outstanding to facilitate working capital optimization. Managing online remittance processes by utilizing validation and exception handling options is key. Hear a panel of practitioners discuss how they overcame

challenges of electronic payments received from bill service providers and other online payment channels and successfully automated remittance files for posting to accounts receivable and ERP systems.

Cassandra Bowens is a Senior Manager in the Finance Department at Blistex. Her areas of responsibility are accounts receivable, accounts payable, Pcard, customer credit review, cost accounting/inventory, capital management, audit, budgeting and the finance department at our Canadian location. She has more than 20 years of experience, a BBA in Accounting from Loyola University and a CPA.

John Christiansen is Director of Shared Services at NES Rentals. He has worked in a variety of industries and has consulted on tax, IT and bankruptcy. In his current role, John has been extensively involved in the formation of a single, centralized shared services center to support the company's branch network.

Since 2009, Kathy Jennings has been the Operations Controller at AmeriPride with responsibility for branch accounting, payroll, accounts payable and accounts receivable. She has been involved in the centralization of several back office functions at AmeriPride and has incorporated the use of several treasury products in this effort.

## How to Optimize Your Working Capital with Creativity Not Capital

328 | TME | ♦♦

J.P.Morgan

**Patrick McDonagh/J.P. Morgan**

Working capital is the life blood of any company. In a rising interest rate environment, maximizing free cash flows is as important today as new sales. CFOs and treasurers long have pondered how to optimize working capital while not investing large amounts of cash into systems, labor, and consultants. This session will review how a business leader can accomplish free cash flows with traditional methods as well as new creative tools. Goals can and should be accomplished with more creativity in the process and less of your precious capital.

Patrick McDonagh serves J.P. Morgan's commercial bank clients covering the Illinois market. Patrick has nearly five years of banking experience dedicated to cash management sales and product development. He leverages his expertise in treasury services and six sigma to deliver his clients a customized cash management solution and framework.

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**SESSION SEVEN (continued) 11:10 a.m. – 12:00 p.m.**

**CTP Review: Capital Markets**

329 | CTP | ♦



**Dubos Masson, CTP, CertICM, FP&A/Indiana Univ.'s Kelley School of Business**

This session opens with a discussion of the basics of the long-term side of financial and treasury management, including the different types of securities (coupon bonds, convertible bonds, preferred stock and common stock). The procedures involved in the actual issuance of these securities are covered as well as the role of investment bankers in the process. The session continues with a discussion of the calculations involved the pricing, valuation and yields of long-term securities.

Dr. D.J. Masson is a Professor of Finance at the IU Kelley School of Business. His areas of specialty include treasury management, working capital management, global cash management, risk management, asset management and corporate valuation. In addition to his Ph.D., he holds the CTP, FP&A and Cert ICM Credentials.

**This session is not approved for AFP credit.**

**LUNCHEON WITH FEATURED SPEAKER AND TMAC ACADEMIC RELATIONS PROGRAM  
12:10 p.m. – 2:00 p.m.**

**Behind American Sniper: Real-Life Accounts & Behind-the-Scenes Anecdotes from Kevin Lacz**

Navy Pier Convention Center, Aon Grand Ballroom

SPONSORED BY   Harris Bank

**KEVIN LACZ— FORMER NAVY SEAL AND CO-STAR OF AMERICAN SNIPER**



Kevin "Dauber" Lacz is a former Navy SEAL sniper, breacher, and combat medic who served in Iraq with real-life American Sniper Chris Kyle. With a rare combination of passion and humor, Kevin Lacz shares his journey from borderline college dropout to commended U.S. Navy SEAL. While he struggled to define his own future as a college student, Lacz describes how the events of

9/11 were a turning point in his life, prompting him to enlist in the Navy and take the chance to not only prove himself, but also better himself. After nearly failing as an undergrad, where most people succeed, he risked it all and succeeded where most people fail. Lacz inspires audiences with his transformation from struggling undergrad to honor student and college graduate following his 8 years of service. Upon completing his enlistment, Kevin was honorably discharged from the Navy. He was awarded a number of commendations for his service, including a Bronze Star with a combat 'V'. He returned to Connecticut and graduated UConn Magna Cum Laude with a degree in Political Science in 2011. Kevin currently lives in Florida with his wife, Lindsey, and two young children.

**This session is not approved for AFP credit.**

**EXHIBIT FLOOR OPEN 2:00 p.m. – 5:00 p.m.**

Festival Hall B

**SESSION EIGHT 2:10 p.m. – 3:00 p.m.**

**Adapting to Change: The Power of Portals**

202 | INV | ♦♦

**Greg Fortuna, CFA/State Street  
Alex Bird/State Street**

The session will give the audience a background on cash portals with emphasis on the upcoming regulatory reform highlighting the capabilities investors will need in order to adapt and what kind of services portals are providing in response to such changes. In light of a growing need for increased transparency and a nuanced understanding of regulatory requirements, we will go through the analytic tools that are available and how to apply them.

Gregory P. Fortuna, CFA, is a Senior Managing Director at State Street Global Markets. He is global head of Fund Connect®, State Street's money market fund execution portal. Greg has worked on fixed income, FX, and money market trading portals. Prior to State Street, he worked as an analyst and author for Thomson Financial.

Alex Bird is currently a Vice President with State Street's Fund Connect cash portal. Alex has been with State Street for more than 5 years covering all Fund Connect clients in Texas and the west coast.

**Enhancing the AR Asset with Trade Credit Insurance within ABL Financing**

203 | IRM | ♦

**Tanja Maffei Chan, CPCU, ARM/Willis  
Scott Pales/Willis**

With greater and greater levels of trade happening overseas, taking advantage of available export assets and having them considered as eligible within the ABL financing program is of keen interest to the treasury department. Come learn how to take advantage of this valuable tool.

Tanja Maffei Chan, SVP International at Willis, has responsibility for production and account stewardship of global business. She is a resource to the Midwest regional offices and Texas for the marketing, servicing and network coordination of global accounts. Her background as an international underwriter and broker for almost 20 years allows her to manage client requirements and efficiently communicate their needs to the Willis network and the insurers.

Scott Pales is a Senior Vice President of Willis Towers Watson Financial Solutions Group in Chicago. He specializes in providing trade credit and political risk insurance expertise to large and middle sized corporations across the globe. Scott provides critical analytical and consulting services to Willis Towers Watson clients and prospects.





## Third Party Payment Processors: Reducing Risk

204 | FC | ♦♦

**Dana Allcock/Citizens Commercial Banking**  
**Steve Clendaniel/G2 Web Services**

Banking third party payment processors comes with regulatory expectations, risk, and fraud concerns. In this session participants will gain better knowledge of FFIEC Guidance, mitigating activities, and a risk based approach to supporting this vertical. We will review actual case studies of underlying merchants gone bad and the tools used to identify them before monetary or reputational impact resulted.

Dana Allcock brings a decade of treasury solutions risk and compliance experience to his role directing Citizens Bank's third party payment processor oversight and sponsorship management risk. He manages a team of professionals who have established a framework to minimize the risk and meet regulatory expectations of banking payment processors.

Steve Clendaniel, director of risk consultancy at G2 Web Services, has more than eight years of experience in the financial services industry. Prior to joining G2 Web Services, he was a business development executive at Amazon's Web Services team, and spent many years at Wells Fargo in business and consumer banking.

## Creating Value through Optimized Working Capital Management

205 | WCM | ♦♦

**Ethan Wautelet/Hanse Orga International Corp.**  
**Jan Bienefeld/Hanse Orga Group**

Optimizing your working capital can release liquidity for your operations and create value for your company! To manage your working capital, however, you need to know where to start. In order to reap the benefits and uncover trapped cash, it is essential to identify cost-drivers in accounts receivable and payable. You will need to look beyond the key metrics of DSO and DPO and analyze the details of your financial processes in a holistic way.

Ethan Wautelet is responsible for the international expansion of Hanse Orga's sales activities for regions across North America. Before joining Hanse Orga in 2010, Ethan worked for a tax consulting firm as well as in the capital markets and asset management groups at Deutsche Bank.

Jan Bienefeld joined Hanse Orga Group in 2016. In his position he drives the Go-to-Market activities of the FS2 WorkingCapital solution. He is an expert on P2P and O2C software solutions with more than 12 years of experience. Jan holds a university degree in economics with a focus on controlling.

## Viewing Liquidity through a New Lens

206 | LM | ♦

**Michael Morin/Fidelity Investments**  
**Timothy Kolenda/AbbVie**

New bank rules, money fund regulations and rising interest rates will affect the way institutional investors manage liquidity. Understanding the impact of these changes will be critical in navigating the dynamic market environment. Michael Morin, Director of Institutional Portfolio Management at Fidelity Investments, will provide corporate treasurers and cash managers insights on the new reality, and offer rationale and strategies for transitioning to a total rate of return world.

Michael Morin is director of institutional portfolio management in the fixed-income division at Fidelity. In this role, Mr. Morin is responsible for the delivery, implementation, and oversight of the institutional fixed income investment strategy. Before joining Fidelity in 2008, Mr. Morin spent 10 years at JPMorgan

Tim Kolenda is the Regional Treasurer for North America at AbbVie Inc, a \$20-billion biopharmaceutical company. Among his duties, he oversees all cash management in this region, the issuance of commercial paper and the company's \$8 billion investment portfolio. He previously worked in international corporate treasury at Motorola Mobility and Dell Inc.

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**SESSION EIGHT (continued) 2:10 p.m. – 3:00 p.m.**

**Case Study: Straight Through Processing - Not Just for Treasury**

207 | ADV | ♦♦♦

**Mohan Murali/Axletree Solutions, Inc.  
Margaret Albrecht/First Data Corporation**

Achieving STP is no easy task since involving multiple teams and disparate systems. These hurdles can be overcome with the help of the right solutions. STP has benefits which extend beyond the treasury department. Treasury inflows/outflows are visible to the accounting teams' systems as well as ERPs, bypassing manual intervention and the need for duplicate data entry. Increased automation enhances visibility and improves accurate forecasting of liquidity, allowing optimization of the use of working capital.

Mohan Murali is CEO of Axletree Solutions. He has 26 years of experience in the Information Technology Industry. Under his leadership, Axletree Solutions has grown exponentially and is considered the vendor of choice for SWIFT Connectivity Solutions. He holds a degree in Electronics and Communications Engineering and is a SWIFT Certified Expert.

Margaret Albrecht joined First Data Corporation in August 2010 as Vice President and Assistant Treasurer, with responsibility for cash management, banking operations and process improvement. Previously she held treasury positions at retail, manufacturing, and entertainment corporations. Margaret has a Bachelor's degree in Finance from San Diego State University.

**Best Practices in Equipment Leasing**

324 | CF | ♦♦

**James Johnson, Ph.D./Northern Illinois University**

How to identify and negotiate key terms in any equipment lease contract to improve the lessee's position. The level of negotiating push back will be discussed as well as the benefit of each provision negotiated.

James Johnson has been a finance professor/consultant/author/expert witness for the past 30 years, specializing in corporate finance and equipment leasing.

**Mobile Cash Management Best Practices**

325 | TME | ♦♦

**Sarah Shatila/KeyBank**

While consumers are increasingly using mobile technologies for payments, banking and other financial transactions, only 11% of treasurers have adopted a corporate mobile banking solution. This is despite the fact that such technologies can provide faster access to information resulting in reduced fraud losses, banking fees and supplier payments. This session on corporate mobile banking will educate attendees on the barriers to adoption, benefits delivered, key functions treasurers require and security best practices.

Sarah E. Shatila is the senior product manager for KeyBank's commercial mobile banking platform, which she has managed since its launch in 2013. Sarah also managed the commercial RDC solution and has 15 years of marketing experience. She graduated from Tulane University and earned an MBA from Cleveland State University.

**The Treasury Recruitment World has Changed, Have You?**

326 | PD | ♦♦

**Mike Richards/MR Recruitment**

Over the past 25 years the treasury recruitment market has changed beyond belief. The days of advertising a treasury role in the national press and waiting for candidates to flood in are long gone. In today's treasury recruitment market you need to be a social media marketer, politically correct twitter user, LinkedIn guru as well being a treasury professional. In this session, Mike helps you navigate the treacherous world of 21st century treasury recruitment.

Mike Richards has been a specialist Global Treasury Recruiter for the past 25 years working for executive search and international search and selection organizations before establishing MR Recruitment in 2002 as a global treasury recruitment company. He regularly recruits at all levels from treasury analyst to treasury director.

**This session has been approved for one CTP/FP&A career development credit.**

**International Treasury Management**

327 | INTL | ♦♦

**Melissa Lawson, CPA, CTP/Aon Corporation  
Kathryn Durrin/Aon Corporation**

More than ever companies are growing through mergers and acquisitions, which introduces various challenges to the current global treasury operations environment. Aon will share how they have redefined the integrations process to quickly incorporate international business units into its global structure and transition processes while continuing to create value.

Melissa Lawson, CPA, CTP, is Senior Global Treasury Operations Manager and joined Aon in March, 2012. She possesses an extensive background in treasury related subjects. Her responsibilities with Aon include overseeing global cash management ops, integrations and liquidity management within the established EMEA, NA and APAC hubs.

Katie Durrin, Sr. Manager of Global Treasury Financial Risk Management, joined Aon in 2009. She currently manages Aon's hedge programs, global FX exposure and FX operations. Her treasury experience also includes global cash management operations and international integrations, focusing on streamlining processes, increasing efficiencies and building relationships with country leaders.



## Top ACH Rule Changes for 2016 and Beyond

328 | BT | ♦♦

**Joseph Casali, AAP, NCP/NEACH**

Same day ACH will soon be a reality and will improve the efficiency of the ACH Network as never done before! Additionally, fees will be charged to the ODFIs and paid to the RDFIs for unauthorized returns. These and other rules changes will effect the ACH industry like never before, so this session is a must in order to avoid unnecessary rules violations, customer dissatisfaction and financial losses due to non-compliance with the ACH rules.

Joseph Casali is Senior Vice President at NEACH, the New England Automated Clearing House Association. He joined NEACH in 1989 and is responsible for the operations, online learning and information technology strategy. Joe also serves on several NACHA councils and committees and the Federal Reserves' Faster Payment Task Force. Joe received his AAP in 1993 and his NCPC in 2011.

## CTP Review: Cash Forecasting and Risk Management

329 | CTP | ♦



**Dubos Masson, CTP, CertICM, FP&A/Indiana Univ.'s Kelley School of Business**

This session begins with a detailed discussion of cash forecasting, focusing on the calculations involved in this area. It continues with a general overview of risk management in treasury (financial risk, operational risk and enterprise risk management). The session concludes with coverage of the use of financial derivatives such as forwards, futures, options and swaps. The focus is on how companies use these instruments to hedge their exposures in various areas and markets.

Dr. D.J. Masson is a Professor of Finance at the IU Kelley School of Business. His areas of specialty include treasury management, working capital management, global cash management, risk management, asset management and corporate valuation. In addition to his Ph.D., he holds the CTP, FP&A and Cert ICM Credentials.

**This session is not approved for AFP credit.**

**Refreshment Break 3:00 p.m. – 3:50 p.m.**

Exhibit Floor, Festival Hall B



**SESSION NINE 4:00 p.m. – 4:50 p.m.**

## Are You Looking at Your DC Investments Through the Right Lens?

202 | INV | ♦♦

**Lee Freitag/Northern Trust Asset Management  
Mike Hunstad, Ph.D./Northern Trust Asset Management**

Are you looking at your DC investments correctly? Get clarity with answers to: What do plan participants want from their plan sponsor? How can plan sponsors build an outcome-oriented portfolio in a white-label construct? Can factor-based equity strategies in target date funds offer more risk-efficient portfolios for the silent majority?

Lee Freitag is a Senior Vice President and Senior Product Manager for defined contribution solutions at Northern Trust in Chicago. He is responsible for the development and positioning of investment solutions designed for defined contribution plans, including target retirement date investments.

Michael Hunstad, Senior Vice President and Director of Quantitative Research, leads Northern Trust Asset Management's factor-based research and product development programs across equity, fixed income, real estate and commodities. Prior to joining Northern Trust, Dr. Hunstad was head of research at Breakwater Capital, an algorithmic trading firm and hedge fund.

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**SESSION NINE (continued) 4:00 p.m. – 4:50 p.m.**

**Insurance Market Conditions - Forecasting Premiums and Budgeting**

203 | IRM | ♦

**Tanja Maffei Chan, CPCU, ARM/Willis  
Scott Pales/Willis**

Come learn about the drivers behind the insurance market volatility- loss ratios, M&A, catastrophes, investment climate, interest rates and regulatory changes. We'll discuss the expected rate trends for property and liability insurance lines. We'll also review insurance hot topics and alternative program structures you should consider. We will offer recommendations on how to better plan, budget and forecast for insurance renewals. Our goal is to optimize your spending on insurance.

Tanja Maffei Chan, SVP International Willis, has responsibility for production and account stewardship of global business. She is a resource to the Midwest regional offices and Texas for the marketing, servicing and network coordination of global accounts. Her background as an international underwriter and broker for almost 20 years allows her to manage client requirements and efficiently communicate their needs to the Willis network and the insurers.

Scott Pales is a Senior Vice President of Willis Towers Watson Financial Solutions Group in Chicago. He specializes in providing trade credit and political risk insurance expertise to large and middle sized corporations across the globe. Scott provides critical analytical and consulting services to Willis Towers Watson clients and prospects.

**BAM and FBAR Update**

204 | FC | ♦♦♦

**Craig Jeffery, AAP, CCM, FLMI/Strategic Treasurer  
Andrew O'Garro/Axletree Solutions, Inc.**

So, you heard you don't have to file FBARs because accountants said you qualified for a poorly defined exemption. With the deadline looming for corporate/individual signer filings you have been in compliance on the corporate side and feel good about it. You realize individual signers need to file/you need to file on their behalf all the way back to 2010. Hear from experts on BAM/FBAR to see what the leading practices are on these topics.

Craig Jeffery is the managing partner and founder of Strategic Treasurer. He has more than 25 years of finance/treasury experience as a practitioner/consultant. Previously, he was Senior VP and Practice Leader for Wachovia Treasury & Financial Consulting. He is a CCM and a Fellow of the Life Management Institute with distinction.

Andrew O'Garro has more than 20 years' experience in financial software and services industry. Prior to joining Axletree, Andrew held professional services, product management, leadership and executive positions at SunGard. A native of the United Kingdom, Andrew has managed large projects for leading multinational organizations across three continents.

**How Account Analysis Review Can Generate Cost Savings**

205 | RM | ♦♦

**Dawn D'Astice/Fiserv  
Darrilyn Lawrence, CTP/The Lincoln National Life Insurance Company**

Do you currently pay bank fees not knowing the details of the charges? No longer will the bank have control over your account analysis, now you will have means to get the overall perspective on banking services and fees. This informative session will provide the necessary skills to examine account analysis. Two industry experts will share best practices. Breakdown the barriers of the complicated account analysis and understand the importance of its careful examination.

Dawn D'Astice is a Senior Consultant for Weiland Corporate Solutions at Fiserv and an established expert in the account analysis field. Her strengths focus on gaining a deeper understanding of bank fee statements to identify opportunities to successfully reduce fees and improving bank account analysis management.

Darrilyn Lawrence is a treasury consultant with The Lincoln National Life Insurance Company with 20 years' experience in bank fee management and a primary focus on bank relationship management.

**Answering the Questions Most Frequently Asked by CFOs and Treasurers**

206 | BANK | ♦♦

**Ira Kreft/Bank of America Merrill Lynch  
Donald Sesterhenn/Johnson Outdoors Inc.**

The session will address some primary questions that CFOs and Treasurers frequently ask when considering financing alternatives and capital structures, including: what is the optimal capital structure for my company; is a cash flow loan always preferable to an asset based loan; and should I try to maximize the amount of term debt? The answers will be provided by an experienced industry practitioner who has worked with a variety of financing structures and a banker.

Ira Kreft is Senior Vice President and Central Region Marketing Manager with Bank of America Business Capital in Chicago. He manages new business origination in the Midwestern U.S. and Eastern Canada. He received his B.S. in Accounting from Central Michigan University and M.B.A. from Michigan State University

Donald P. Sesterhenn has been Director of Global Tax and Treasury since April 2007. He also serves as Assistant Treasurer. Before joining Johnson Outdoors, he served as Director of Tax for Sauer-Danfoss. He earned a bachelor's degree in accounting from the University of Illinois and a Master's in taxation from DePaul University.



## The Orderly Conversation: Business Presentations Redefined

207 | ADV | ◆◆◆

### Greg Owen-Boger/Turpin Communication

Business communication exists to move business forward. Ideally that work is efficient and effective, yet in many cases it's not. You and your business deserve something better. In this session we'll throw away those old and ineffective techniques we all learned in school and replace them with something better so that you and your employees can achieve your communication goals and move business forward.

Greg Owen-Boger is the Vice President of Turpin Communication, a presentation and facilitation training company in Chicago, where he is a speaker trainer and executive coach. He's a frequent blogger, popular speaker, and co-author of 'The Orderly Conversation: Business Presentations Redefined.' He also contributed to the book, 'Master Presenter.'

## The Remote World - Sales and Use Tax Issues in IT Data Centers

324 | CF | ◆

### Tracey Sellers, CMI/True Partners Consulting

The topic is meant to discuss the growing trends of companies moving to housing their IT department in data centers and the sales and use tax issues related to the myriad of charges one can incur as a result. This topic would address the different charges identified and discuss the sales tax issues associated with them.

Tracey Sellers is a Managing Director in True Partners Consulting's Tampa office and has more than 25 years' experience in state and local taxation. Tracey has spoken at numerous industry tax seminars and designed and taught several courses in SALT. Tracey is a member of the State Tax Section of the FICPA.

## Building a Strategic Treasury at HCSC

325 | TME | ◆◆

### Bob Stark/Kyriba

### David Deranek, CTP/Health Care Service Corporation

HCSC's treasury team saw an opportunity to offer more value to the organization by offering strategic insight and expertise. To enable this contribution, HCSC treasury undertook projects to fully

automate treasury, increase cash visibility and working capital, implement a business continuity program, update investment allocation strategy, and create a balanced scorecard for bank performance. This presentation will review the project's journey and successes toward becoming more strategic in treasury.

Bob Stark is responsible for global product strategy at Kyriba. Bob is an 18-year veteran in the treasury technology industry having served in multiple roles at Wall Street Systems and Thomson Reuters. Bob is a regular guest speaker at treasury conferences and an active member of the AFP.

David Deranek is the Senior Manager of Treasury Operations at HCSC since 2012. He has held treasury positions in cash management, F/X, investor relations, and pension investment manager for Whirlpool Corporation and NIBCO, Inc. He has a finance degree from the University of Notre Dame, an MBA from Indiana University, and is a CTP.

## Why Social HR Matters - Finding and Developing Top Talent with Social Media

326 | PD | ◆◆

### Dean DeLisle, RCC/Forward Progress Inc.

This new world of social networks have drastically changed in the human capital arena. Social media/social networks can be utilized to identify, hire, and develop top talent, internally and externally. We'll use LinkedIn as our primary example to empower you to leverage your social network to connect you to top talent, learn to promote employee advocacy, expand social reach, new recruiting techniques and other trends changing the way we acquire and develop human capital.

Dean DeLisle is Founder and CEO of Forward Progress and creator of Social Jack™. Dean and his team have coached and trained more than 100,000 professionals and over 2,000 corporate clients how to leverage connections improving their social network around social HR, talent development, relationship marketing, and social selling.

**This session has been approved for one CTP/FP&A career development credit.**

<b>ADV</b> Advanced	<b>CP</b> Card Payments	<b>INV</b> Investments	<b>RM</b> Relationship Management	◆	BEGINNER
<b>BANK</b> Banking	<b>CTP</b> CTP Preparation	<b>IRM</b> Insurance and Risk Management	<b>TME</b> Treasury Management Essentials	◆◆	INTERMEDIATE
<b>BT</b> Banker Topics	<b>FC</b> Fraud and Compliance	<b>LM</b> Liquidity Management	<b>TP</b> Transaction Processing	◆◆◆	ADVANCED
<b>CF</b> Corporate Finance	<b>INTL</b> Int'l Treasury Management	<b>PD</b> Professional Development	<b>WCM</b> Working Capital Management		



THURSDAY, MAY 26 & FRIDAY, MAY 27, 2016

**SESSION NINE (continued) 4:00 p.m. – 4:50 p.m.**

**Increased FX Risk: a Best-in-Class Approach**

327 | INTL | ♦♦

**Francesco Tonin, PhD, MBA/Bloomberg  
Mauricio Lopez/Knowles Corporation**

This session will describe the unprecedented magnitude of the strong USD effects on U.S. corporates and in general of exchange rate movements on corporate exposures. We will describe a best-in-class approach to the measurement and management of FX risk. Hedge optimization will be discussed in detail. Participants should leave with a clear understanding of simple actionable steps, which do not require any change in hedging policy, to improve their defenses against market gyrations.

Formerly the U.S. head of FX Structuring at Citigroup, Francesco Tonin held exotic trading, structuring and sales positions at Credit Suisse, Deutsche Bank and Morgan Stanley. He holds a Ph.D. from the University of Torino and an MBA from Columbia University; he held a tenured position at the University of Padova.

Mauricio Lopez is the Treasury Manager at Knowles Corporation. He is responsible for managing general liquidity requirements, cash management functions, banking and financial institution relationships, and developing foreign exchange policies and strategies. Mr. Lopez has a BS in Finance from the University of Illinois-Champaign, an MSIB in Finance from Roosevelt University, and a JD from The John Marshall School of Law in Chicago.

**Stump the Banking Experts**

328 | BT | ♦♦

**Warren Davey/GTreasury  
Eric Bauer/SWIFT  
Seth Marlowe, CTP, CPCP/Wells Fargo**

One of the main hurdles with setting up and maintaining any treasury solution is having an established relationship with your bank. Like all relationships, they take work. This panel discussion will include GTreasury and banking experts discussing topics like: streamlining the implementation process through bank relationship management (best practices); perfecting global liquidity through straight-through processing; and challenges and solutions for automating global information reporting.

Warren Davey currently oversees GTreasury's strategy, marketing, and business development operations. He has more than 15 years' experience in the technology and treasury markets. Prior to joining GTreasury, Warren had a variety of roles with Selkirk Financial and Thomson Reuters, including consulting, account management, and a variety of executive roles.

Eric Bauer is the Regional Director Corporates for SWIFT, based in Chicago. He has spent more than 18 years advising companies on international cash management and global treasury automation, holding positions in service, implementation, sales and product at RBS and ABN Amro Bank in New York, Amsterdam, and Chicago.

Seth Marlowe is a Senior Vice President and Solutions Sales Officer with Wells Fargo. Seth has also held senior treasury positions at GE, Danone and PepsiCo. He has an MBA from SUNY-Albany and a BA in Mathematics from SUNY-Binghamton and is a CTP and CPCP.

**CTP Review: Advanced CTP Math**

329 | CTP | ♦



**Dubos Masson, CTP, CertICM, FP&A/Indiana Univ.'s Kelley School of Business**

This session will demonstrate methods used by test-makers to reverse equations. In addition, the instructor will demonstrate math shortcuts that will enable candidates to logically eliminate some of the answers on a math problem or to derive the answer without having to go through all of the steps. We will briefly discuss the materials from ETM4 that are NOT covered in these sessions, but which ARE covered in the supplemental handouts.

Dr. D.J. Masson is a Professor of Finance at the IU Kelley School of Business. His areas of specialty include treasury management, working capital management, global cash management, risk management, asset management and corporate valuation. In addition to his Ph.D., he holds the CTP, FP&A and Cert ICM Credentials.

**This session is not approved for AFP credit.**

**FRIDAY, MAY 27, 2016**

**CONTINENTAL BREAKFAST**

**7:30 a.m. – 8:30 a.m.**

Exhibit Floor, Festival Hall B

**EXHIBIT FLOOR OPEN 7:30 a.m. – 12:00 p.m.**

Festival Hall B

**SESSION TEN 8:30 a.m. – 9:20 a.m.**

**Taming the Tiger: Hedge Accounting for Nonstandard FX Derivatives Strategies**

202 | IRM | ♦♦



**Razvan Ionescu, CFA/Citizens Commercial Banking**

This presentation will cover the basics of hedge accounting requirements for FX hedging and explore how controllers and treasurers adopt hedge accounting on more complex strategies than plain vanilla forward contracts. We'll explore strategies like deferred premium options, collars, average rate structures, participating forwards, window forwards and cross-currency swaps and see what adaptations may be necessary to still comply with the many complexities and nuances of ASC 815 when designating contracts in hedging relationships.



Razvan Ionescu is responsible for FX sales, structuring and negotiating customer transactions. He works with CFOs, treasurers and controllers to deliver the bank's international services offering. Previously with Susquehanna Bank, Chatham Financial and KPMG, Razvan is a CFA, holds a Bachelor degree in Applied Accounting and a Masters in Finance.

## Electronic Payments: Adapting Your Treasury to the New Real-time World

203 | CF | ♦♦



### Dean Henry/Bank of America Merrill Lynch

The growth of peer-to-peer (P2P) payments is just one example of how the ways consumers send and receive cash are changing faster than they are in the corporate world. This session will look at innovations in faster payment technologies, how they are crossing over into the corporate world, and their impact on the treasury function as they reduce the need for paper checks and manual processing. Drawing on real-life examples, treasurers will also learn how the introduction of same-day ACH affects the daily cash position and take a look into the near-future of blockchain and other distributed ledger systems.

Dean Henry is director of Global Payments Strategy and Product Innovation in Global Transaction Services (GTS) group at Bank of America Merrill Lynch. Based in Charlotte, he leads the product innovation team for global payments. The team is responsible for generating, evaluating, selecting and driving enterprise-wide strategic payments initiatives.

## Red Flags in International Payments and Trade

204 | FC | ♦♦



### Despina Margiori/MB Financial Bank Chantal Wittman Meier/MB Financial Bank

When doing business internationally, there are red flags that serve as a warning to bankers, importers and exporters. These red flags identify transaction that may require enhanced due diligence. The overall risk of sending and receiving payments requires you to know your customer. In this session, we will cover more common red flags along with the underlying risks.

Despina Margiori is Vice President Foreign Exchange Sales Manager of the International Banking Division of MB Financial Bank. She has more than 15 years of experience as an FX international payments manager and consultant. Prior to joining MB, Despina successfully helped launched two prominent foreign exchange sales offices in Chicago.

Chantal Wittman Meier is charged with international trade service sales as well as business associated with short and medium term trade finance products used by MB Financial Bank. Chantal is a graduate of Clemson University and has a MBA in International Business from DePaul University.

## Why Invoice Automation Matters to Payment

205 | WCM | ♦♦



### Mel Steals, CTP/PNC Curtis Viverette/Universal Services

Automation technology is changing the nature of accounts payable in fundamental ways that is creating opportunities to work more closely with treasury to maximize shareholder value through efficiency and early pay discounts. In addition to an overview of important automation technology trends, a case study will be presented that illuminate the implications of end to end payables automation.

Mel Steals has worked for PNC for sixteen years including his current role in PNC treasury management as Director of Invoice Automation Solutions. Invoice automation at PNC includes the conversion of paper invoices to electronic data for processing, E-invoicing over a network and dynamic discounting.

Curtis Viverette began his career in the Marines as an inventory clerk. Here he was introduced to high volumes and detailed reporting. Curtis knew technology was the answer to our paper intensive world and was fortunate to be on cusp of the automation movement.

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FRIDAY, MAY 27, 2016

**SESSION TEN (continued) 8:30 a.m. – 9:20 a.m.**

**Optimization Efforts Include People**

206 | LM | ♦♦



**Nina Hanselmann/U.S. Bank**

Once the commitment to optimizing your process is made, looking at how you want your employees to be affected by the change is key. Come discuss strategies on how to gain buy-in or, at the very least, be aware of those who would rather opt-out.

Nina Hanselmann joined U.S. Bank in August of 2014 bringing more than 20 years of experience in the treasury management industry. Her previous roles with large treasury service providers include sales management, business development, senior relationship management, international and domestic correspondent banking sales, strategic partner alliances and payments product development.

**This session is pending AFP credit.**

**More than Good Karma: Strong Ethical Culture Helps Prevent Fraud**

207 | ADV | ♦♦♦



**Ed Rosenberg/BMO Financial Group**

Fraud threats today are more nimble and organized than ever. Whether it be through segregation of duties, reassessment of IT infrastructure or leveraging reporting tools, companies must work to stay ahead of fraudsters. This session will cover ways in which fraud can occur, and will educate financial professionals on best practices to ensure the organization's safety. Attendees will learn where the biggest threats lie, how to overcome these challenges and prevent fraud before it happens.

Ed Rosenberg has more than 25 years of experience in helping public and private companies, government and law enforcement agencies shape their security strategies. As BMO's Chief Security Officer, Ed is responsible for the management of criminal risk and corporate security operations, ensuring the protection of BMO's customers, information and property.

**Cash Flow and Your Payment Strategy**

324 | CF | ♦♦♦



**Wayne Brown, B.B.A./Alacriti LLC**

Alacriti, LLC will provide objectives to increase revenue, reduce costs, accelerate product development, improve time to market, increase business agility and capitalize on new opportunities. Gain an understanding on how to build a comprehensive payment strategy to make better return on cash decisions, improve customer service and business intelligence of all the inbound bill payments received by your organization across all the channels.

Wayne Brown has several decades of financial service experience, focusing on the payment ecosystem with banks and FinTech

companies. Mr. Brown holds a B.B.A. in Finance from Baurch College and has completed his Master's of Science coursework in Management and Strategic Planning at Manhattanville College.

**Don't Make Headlines: Protect Your Company and Customers from Cyber Risk!**

325 | TME | ♦♦



**Sarah Grooms, CTP/Wintrust Financial Corporation**  
**Michael Senkbeil, CISSP, CISA/Chortek, LLP**  
**Robert Zondag/American Deposit Management Company**

Cyber risk is a real and present danger for any size firm. This session will provide real-world examples and practical applications from the three perspectives of our panelists: information security, banking and corporate. Our discussion will focus on specific mitigation techniques, that when easily applied, can help reduce the risks your company faces in the electronic world.

Sarah E. Grooms, CTP has worked for Wintrust for 15 years. She now serves as Group VP, Head of Treasury Management Sales for Wisconsin. Sarah works with clients continuously on bank technology and cyber-risk management. Sarah is a graduate of Carroll University and the WBA Graduate School of Banking at UW-Madison.

Michael Senkbeil is a partner at Chortek LLP, a CPA and advisory firm. Michael and his team serve clients as a management advisor to business owners and executive management in the areas of cybersecurity and technology policy, as well as provide outsourced IT support.

With leadership experience in treasury, trust and financial services, Robert Zondag has led teams in sales, operations, and municipal advisory services. Robert is a graduate of the University of Wisconsin-Madison and currently serves on the Municipal Securities Rulemaking Board Professional Qualifications Committee and the State of Wisconsin's Medical Examining Board.

**Best Practices for Your Company 401(k) to Avoid Pitfalls and Penalties**

326 | TP | ♦♦



**Robert Lees, QKA/First Midwest Bank**  
**Chris Knappstein, CFA, CFTA/First Midwest Bank**  
**Joe Jensen, MST/Marc Realty**

401(k) retirement plans are the leading choice for offering employee retirement benefits. In an ever changing financial and political environment, it is imperative for businesses to stay ahead of the curve with regulations and compliance. 401(k) administration requires careful setup and ongoing review in order to keep yourself and your company out of hot water. We will discuss the common pitfalls, compliance for 2016, and resources available to help you avoid penalties.

Robert Lees has more than 25 years of employee benefit plan experience and is currently the Director of Employee Benefits and Vice President at First Midwest Bank. Bob has received the QKA





(Qualified 401(k) Administrator) designation from ASPPA and is a member of the National Institute of Pension Administrators (NIPA).

Chris Knappstein, CFA, CFTA, has more than 14 years of experience in providing comprehensive financial planning and wealth transfer services to business owners and corporate executives. He currently serves as Vice President, Wealth Management for First Midwest Bank and is a member of the Chicago Estate Planning Council, Greater North.

Joe Jensen, MST serves as the Director of Accounting for Marc Realty, a full-service commercial real estate company that leases and manages a portfolio of over 40 office properties, primarily in Chicago and its suburbs. Joe earned his Masters of Science in Taxation from Northern Illinois University.

## Cyberfraud: Facing New Threats

327 | INTL | ♦



**Jamie Wells, CTP/Wells Fargo**

The cyber threat landscape has expanded from cyber crime to cyber war. Both your company and your country are under attack. Today's cyber attackers are sophisticated, well resourced, and in it for the money. They're targeting security controls to gain access to your data and your bank accounts. Learn where the threats are coming from, why cyber fraud attempts succeed, and where there may be openings in your processes that could let cyber thieves in.

Jamie Wells is SVP and Ethnography Manager at Wells Fargo. Jamie has 23 years of experience in the industry where he has held a variety of positions including operations, technology, consulting and product development. Jamie is a graduate of Virginia Tech and also obtained his Certified Treasury Professional in 2007.

## Waking Up Global

328 | TME | ♦♦♦

J.P.Morgan

**Stephen Phelps/J.P. Morgan**

**Jill Blackburn/J.P. Morgan**

**Jacques Yapo, CPA/Convergent Technologies**

Companies face significant challenges when integrating account structures within combined businesses. Additional challenges occur when a domestic company becomes an overnight global force through an acquisition, which has the majority of its operations outside the U.S. Convergent Technologies, a global integrator of electronic security, fire alarm and life safety, healthcare technologies, communications, and building automation, will share its best practices in integrating their

acquisition of ICD Security Solutions and simultaneously rationalizing the account structure.

Steve Phelps is an Executive Director and International Product Specialist with J.P. Morgan and specializes in structuring in-country and cross-border treasury solutions that leverage the firm's international network. He has been with J.P. Morgan for 36 years and holds a BS from Miami University and an MSM from Purdue University.

Jill Blackburn leads the Midwest Middle Market Banking Team for International Coverage, providing financing and banking advice to companies expanding their business overseas. Prior to joining JP Morgan she spent 12 years in domestic and international treasury at McDonald's Corporation. She holds degrees from Miami University and University of Notre Dame.

Jacques Yapo is Director, International Finance of Convergent Technologies and responsible for international mergers, acquisitions, and integration activities. Prior to joining Convergent in 2013, Jacques spent 27 years with Siemens. He holds a BS from Southern Illinois University and an MBA from University of Missouri and is a licensed CPA.

## SESSION ELEVEN 9:30 a.m. – 10:20 a.m.

### Short Term Investing in a Post MMF Reform Environment

202 | INV | ♦♦♦

**Debbie Cunningham, CFA/Federated Investors**

This session will outline and discuss the challenges of investing in short term investments and products in a rising rate and post MM reform environment.

Debbie Cunningham is Chief Investment Officer Global Money Markets and Executive Vice President. She joined Federated in 1981 as a performance analyst and has more than 25 years of investment experience. Since 1990 she has been portfolio manager for all government and prime money market funds. In 1994 she took over the management of the entire taxable money market group.

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FRIDAY, MAY 27, 2016

**SESSION ELEVEN (continued) 9:30 a.m. – 10:20 a.m.**

**Solving Pension Risk and Reducing Pension Expense - Case Studies**

203 | IRM | ♦♦

**Marty Menin/Pacific Life Insurance Company**  
**Russ Proctor, FSA, CFA, EA/Pacific Life Insurance Company**

High profile pension de-risking transactions have raised awareness for many financial professionals and the increase in pension expense dictated by the federal government has reached extremes. Treasurers and other responsible personnel must address these issues to reduce balance sheet volatility and pension expense. This presentation will highlight recent case studies to demonstrate the effectiveness of well planned pension de-risking solutions.

Marty Menin is a Director in the Retirement Solutions Division of Pacific Life. He is responsible for consulting with companies to customize solutions that solve the financial risk inherent in their pension plans. Marty has been working in the insurance and employee benefits industry for more than 25 years.

Russ Proctor is responsible for consulting with companies to reduce and remove financial risk inherent in their pension plans by using the Pacific Life pension risk transfer solutions. Prior to joining Pacific Life, Russ was a retirement consultant with over 24 years of experience most recently as a principal with Mercer.

**Think Like A Thief!**

204 | FC | ♦♦

**Jim Cali, CPA, CFF, CGMA/Bi-State Development Agency**

Fraud and embezzlement can wreak havoc on an organization's financial performance not to mention the damage it can do to the organization reputation. This session will provide detection strategies and prevention tips based upon actual cases. You will be simultaneously educated and entertained during this fast-paced program designed for those with or without an accounting background.

Jim Cali has more than 30 years of auditing and forensic accounting experience. He has conducted financial investigations involving organized crime, terrorist financing, cargo theft, drug trafficking, embezzlement, bank fraud, securities fraud, insurance fraud, mortgage/loan fraud, auto theft, prescription drug diversion, arson-for-profit and money laundering.

**Creating Value through Proactive Working Capital Management**

205 | WCM | ♦♦

**Jim Holtgrieve/PwC**

This session will examine all elements of the cash conversion cycle and explore the structure of successful working capital reduction programs focusing on three core levers which influence the return on capital employed (ROCE). The discussion will also

include success factors which help drive and sustain top tier peer performance.

Jim Holtgrieve is a Director in the Corporate Treasury Solutions Practice of PwC based in Chicago, IL . He has more than 25 years of experience collaborating with finance leaders to develop innovative solutions in the areas of treasury design and transformation, working capital management, performance measurement and enterprise risk management.

**To Liquidity...and BEYOND! Managing Global Liquidity and Risk Management**

206 | LM | ♦♦

**Warren Davey/GTreasury**  
**Tuomas Parikka/Bloomberg LP**

Treasurers around the world work with organizational silos, remote subsidiaries and multiple bank portals to retrieve data manually in disparate Excel spreadsheets. Inefficient processes can lead to keying errors and a constant disconnect between funding, investment and risk management decisions for the treasury team. In this session we will discuss the challenges of integrating cash and risk management processes, identifying different types of risks a corporation faces and typical barriers for a successful technology project.

Warren Davey currently oversees GTreasury's strategy, marketing, and business development operations. He has more than 15 years' experience in the technology and treasury markets. Prior to joining GTreasury, Warren had a variety of roles with Selkirk Financial and Thomson Reuters, including consulting, account management, and a variety of executive roles.

Tuomas Parikka oversees Bloomberg's North American corporate treasury practice. Prior to joining Bloomberg, Tuomas was with SunGard and Treasury Strategies advising corporations on TMS selection and implementation projects, SWIFT implementation and bank connectivity improvement projects, and industry best practice reviews alongside 10 years of treasury experience with GMAC and Hess.

**Hedging 101: Back to Basics**

207 | INTL | ♦

**Sandra Koch/Hedge Trackers**  
**Helen Kane/Hedge Trackers**

Think of a house. There are walls, doors, furniture, dishes in the kitchen cabinets - the things you see every day. But inevitably, all of it ultimately sits on a foundation ... and hopefully a strong one. Your foreign currency hedging program is no different. No matter how stable your strategy, what trading platform you use or how well versed your accounting team is in FASB rules, everything is ultimately predicated on the foundation.

Sandra Koch is director, client services at Hedge Trackers. She works with clients to implement CapellaFX software while providing consultancy services to companies developing and implementing hedge programs. Koch provides FX and commodity



risk management advice in accounting for balance sheet and cash flow hedge strategies in accordance with GAAP.

Helen Kane is the founder and president of Hedge Trackers. A widely recognized leader in the application of ASC 815 within corporate environments, Kane is a frequent industry speaker and is tapped regularly by members of the finance media for expert insight into hedging, markets and FX topics.

## What You Need to Know About ERISA's Fiduciary Duties

325 | PD | ♦♦

**Phillip Long/BB&T**  
**John Shope/BB&T**

ERISA's fiduciary duties are constantly in the news: for service providers, investment fiduciaries, and plan sponsors. This session focuses on the core requirements of fiduciary duties and how they affect day-to-day operations of ERISA plans. The session will integrate recent case law demonstrating breaches in the fiduciary process and regulatory developments (including the Department of Labor's pending fiduciary definition change).

Phillip Long, Vice President, Employee Benefit Legal Services at BB&T Retirement and Institutional Services, consults on retirement plans of all types. A magna cum laude graduate of Wake Forest School of Law, he is active in the American Bar Association as an editor and Chair of the Business Law Section's Employee Benefits Fiduciary Subcommittee.

John Shope is a Senior Vice President at BB&T Retirement and Institutional Services. He has more than 25 years of financial experience specifically in the areas of retirement, asset management, employee benefits and corporate trust services. He earned his Masters of Business Administration from the Indiana University of Pennsylvania.

## Leveraging LinkedIn: 10 Tips for Greater LinkedIn Utilization

326 | PD | ♦♦

**Dan Carmody, CTP/TreaSolution, Inc.**

The majority of treasury professionals appreciate the importance of LinkedIn in today's professional networking environment. Dan Carmody will discuss 10 easy ways that treasury professionals can improve their LinkedIn utilization! This session is meant to be instructional and interactive. So, bring your laptops, tablets and/or phones as the audience will be able to use the tools discussed to make real-time updates to their LinkedIn profiles!

Dan Carmody is the President/Managing Director of TreaSolution, a faculty member at Northwestern University and a professional public speaker. Leveraging his deep treasury management

knowledge and experience, Dan regularly leads corporate treasury departments in becoming more profitable, efficient and secure.

**This session has been approved for one CTP/FP&A career development credit.**

## International Bank Fees: The Next Frontier

327 | INTL | ♦♦

**Stephan Ireland/bfinance**

Unlike the U.S. where nearly all commercial banks have adopted an account analysis approach to documenting monthly services, volumes and fees, the international landscape is quite different, with fewer standards and with differentiation from country to country, region to region, and even bank to bank. This creates a challenging environment for corporates to analyze fees across banks, and across countries. This session is intended to portray the associated challenges and remediation techniques.

Stephan Ireland heads the U.S. operations and coverage team for bfinance, a global CFO advisory firm. Prior to joining bfinance in 2004, Stephan spent six years in the corporate and investment banking division of Credit Lyonnais CA-CIB.

**Refreshment Break 10:20 a.m. – 11:00 a.m.**

Exhibit Floor, Festival Hall B

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**SESSION TWELVE 11:10 a.m. – 12:00 p.m.**

## How to Tell the ROI Story of Treasury Technology

202 | TME | ♦♦

**Jason Torgler/Reval**

Do you truly know the value of your organization and its impact on the bottom line? If not, how will you be able to sell your CFO or others on the fact that treasury is worth funding. Don't spend another year scraping for what amounts to budgetary leftovers from other priorities or projects. Learn what to quantify and qualify when demonstrating how treasury can create value, and avoid the long-term effects of under-investment.

Jason Torgler is SVP at Reval, where he helps companies across industries understand how their unique business challenges can be addressed with a single cloud platform for treasury and risk management. His industry experience spans leading positions at Thomson Reuters, Selkirk Financial, Parametric Technology Corporation (PTC) and Automatic Data Processing.

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FRIDAY, MAY 27, 2016

**SESSION TWELVE (continued) 11:10 a.m. – 12:00 p.m.**

**Imposter Fraud... Is that Really You?**

204 | FC | ♦♦

**Robert Chan, CTP, CPA/Dover Corp**  
**Francis Hashimoto, CTP/Elkay Manufacturing Company**  
**Jim Rossman/Wolters Kluwer**

This will be a panel discussion with representatives from different companies and a bank that will look at the latest impersonator frauds being conducted. We will discuss the recent trends, give examples of fraud cases and discussion actions to be taken if you are hit. We'll discuss steps companies have taken to train their employees and other stakeholders to spot these cases and what to do if you are targeted. We'll also discuss tools in the market that may be employed to mitigate the frauds.

Robert Chan is the Senior Manager, Global Treasury at Dover Corporation, an \$8 billion diversified industrial products manufacturer. Robert started with Dover in the U.S. and had responsibility for global treasury operations and banking relationships. Prior to joining Dover in 2012, Robert was in the treasury departments at Sara Lee and Reyes Holdings and an Associate at Scotia Capital.

Francis D. Hashimoto is responsible for all Treasury and Risk Management of Elkay Manufacturing and previously for Cotter & Company – True Value Hardware. He is past president of TMAC and serves on client advisory boards for major insurance companies and banks. He has spoken at national and regional treasury and risk conferences including AFP, RIMS and the Windy City Summit.

Jim Rossman is Treasurer, North America for Wolters Kluwer, a €4.2 billion global information services company. Jim is past president of the Chicago Treasury Management Association and has a BS in Accounting from the University of Illinois and an MBA in Finance from DePaul University.

**Automate and Optimize Your Receivables with an Innovation-Infused Approach**

205 | WCM | ♦♦

**Megan Short, CTP/KeyBank**  
**Kristin Dobak/Sunrise Senior Living, LLC**

Emerging payments technologies and customer demands are transforming the A/R function. At the same time, the payments industry is challenged by aging systems and cumbersome remittance processes. Standardization and straight through processing are difficult to achieve. Therefore, it remains necessary to have a well-designed receivables management platform. Sunrise Senior Living will discuss how it took an innovative approach to its remittance processing, resulting in increased cash flow and reduced payment application errors.

Megan Short is the head of commercial receivables with KeyBank Enterprise Commercial Payments. Previously, she was the senior product manager for lockbox, e-lockbox, and integrated

receivables. Before joining KeyBank in 2010, Megan was the cash manager at Agilysys with responsibility for cash reporting and forecasting, debt compliance and integrating acquisitions.

Kristin Dobak is Vice President, AR & AP for Sunrise Senior Living. She has fully automated the organization's accounts payable process and has developed an 'Assisted Living/Senior Housing' accounts receivable platform for epayment processing. Ms. Dobak has more than 20 years of experience in large-scale business processes and system integration solutions.

**Why You Should Have a Discussion with Your Banker about Basel III**

206 | BANK | ♦♦

**Ernest Smith, CTP/BBVA Compass**  
**Christy Petty, CTP/Panda Power Funds**

The Basel III accords have had wide ranging effects on the financial industry and its participants. However, more changes are yet to come. In this session, we will explore the basics of Basel III and why it is affecting your relationship with your banker. You will hear the banker's perspective, as well as a case study from a practitioner that has already been affected.

Ernie Smith is SVP and North Texas Regional TM Sales Manager for BBVA Compass. He is an active AFP member and instructs CTP exam review courses at Rice University and the University of Dallas. Currently he's serving his third term on the AFP Body of Knowledge Committee.

Christy Petty is currently the Assistant Treasurer of Panda Power Funds, a private equity firm. Her previous positions include Director, Corporate Treasurer at Omni Hotels, and Assistant Vice President, Treasury at Centex Home Equity. A graduate of Texas A&M Mays Business School, Christy is the current President of the Dallas AFP.

**What to Expect as Employees Become Healthcare Consumers**

325 | RM | ♦♦

**Jean Hippert/PNC Bank**

As patients become consumers and millennials overshadow baby boomers, major shifts in the way your employees interact with healthcare and in their expectations of the system can have profound implications with respect to healthcare costs and employee engagement. Learn about results illuminated by national focus groups and surveys, and strategies to respond to the changing landscape as 'patients take the wheel.'

A member of the treasury management and healthcare leadership teams, Jean Hippert helps develop and implement strategy and tactics. She develops and directs strategic research for the healthcare team, and manages the Southeast region. She represents PNC Healthcare at national events and as a speaker, especially on the topic of patient consumerism.

**This session is not approved for AFP credit.**



**The Corporate Cash Management Customer Experience - Beyond the Call Center**

326 | BT | ♦

**Joe Vitale/MB Financial Bank  
Lucy Suarez, CTP/ACI Worldwide**

Everyone has a definition for customer experience. And if you ask 10 different people, you will get 10 different answers. But what are the hallmarks of a true end to end differentiated corporate customer experience? In this session, participants will learn about emerging trends in cash management customer experience and the expectations for both banks and businesses. Topics will include the sales process, implementation, digital user experience, customer service, and data analytics.

Joe Vitale is Vice President and Senior Product Manager at MB Financial Bank. Joe's primary focus is product development, marketing, and oversight of online commercial banking products and services. He has managed several eCommerce solutions for various financial institutions in his career including ACH, wire transfer, EDI, information reporting and file transfer.

Lucy Suarez is a Senior Solution Consultant for ACI Worldwide. She works in a sales support and implementation consulting role to new and existing financial institution clients for online banking and mobile solutions. Lucy has more than 20 years in the industry, is a CTP, and frequent speaker at treasury management conferences.

**Protecting Your Company-Best Practices to Safeguard Your Company's Assets**

327 | FC | ♦♦

**Arlen Lasinsky, CPA, CFE, CFF, CVA, CTP/Marcum LLP**

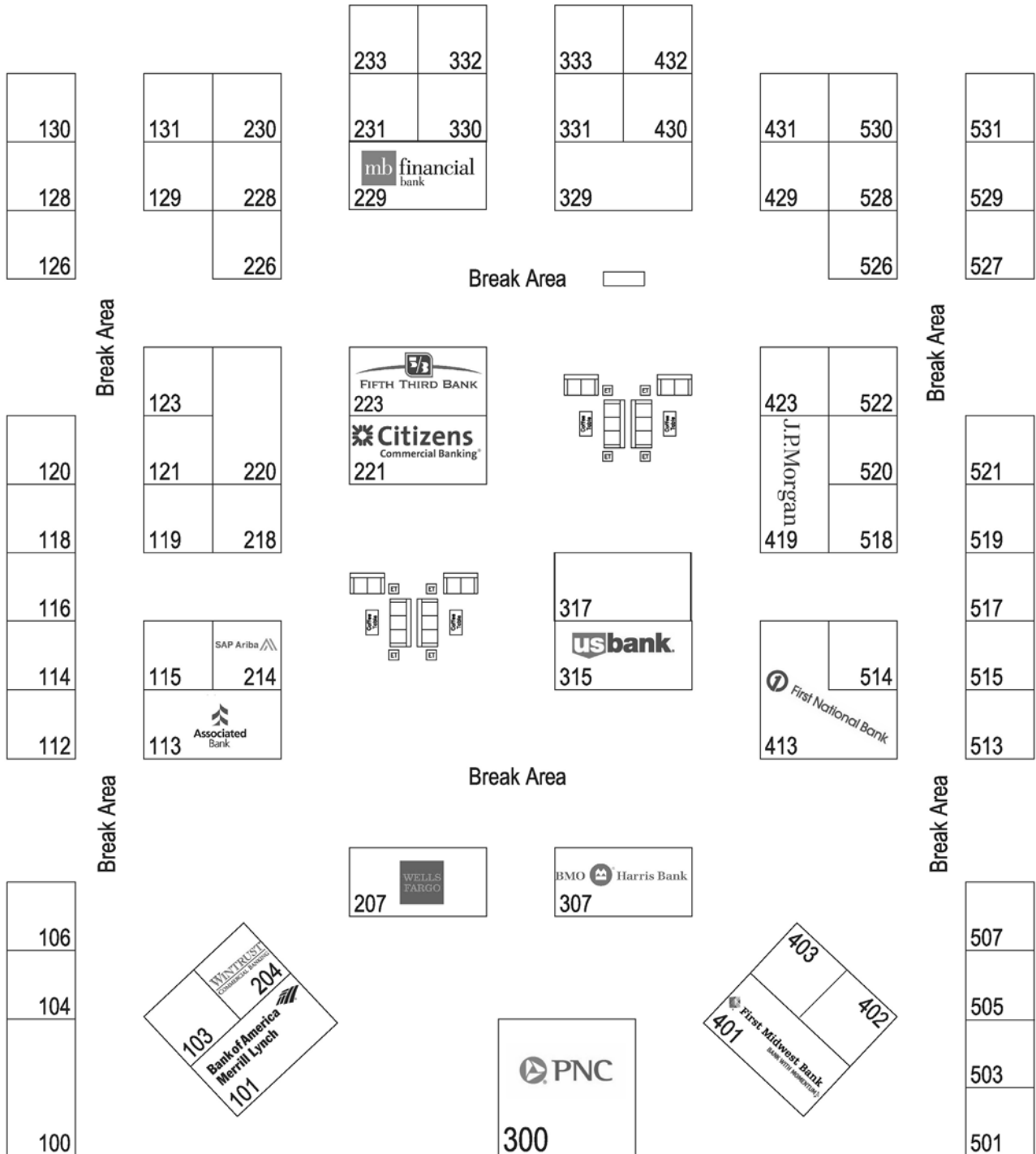
Fraud is so prevalent in the workplace that it is as common as sand on a beach. Many companies continually focus on preventing fraud, however, many companies have the impression that they can never be a victim. The risks a company encounters becomes greater each day. This session will spotlight how a company can protect all of its assets, even those assets that are intangible and not necessarily reflected on their balance sheet.

Mr. Lasinsky is a CPA, CFE, CFF, CVA and CTP with thirty-eight years of experience. As a forensic accountant, he investigates all aspects of fraud. He testifies as an expert in federal and state court, and has been interviewed and quoted as an expert for periodicals, radio and television.

<b>ADV</b> Advanced	<b>CP</b> Card Payments	<b>INV</b> Investments	<b>RM</b> Relationship Management	♦ BEGINNER ♦♦ INTERMEDIATE ♦♦♦ ADVANCED
<b>BANK</b> Banking	<b>CTP</b> CTP Preparation	<b>IRM</b> Insurance and Risk Management	<b>TME</b> Treasury Management Essentials	
<b>BT</b> Banker Topics	<b>FC</b> Fraud and Compliance	<b>LM</b> Liquidity Management	<b>TP</b> Transaction Processing	
<b>CF</b> Corporate Finance	<b>INTL</b> Int'l Treasury Management	<b>PD</b> Professional Development	<b>WCM</b> Working Capital Management	



# EXHIBIT FLOOR LAYOUT



# EXHIBITORS LISTING

As of April 25, 2016 **NEW!** Indicates brand new company in 2016



## Exhibitor Listing by COMPANY NAME

214	Ariba, an SAP Company	401	First Midwest Bank	121	Nexus Systems
113	Associated Bank	413	First National Bank	103	Northern Illinois University
329	Axletree Solutions, Inc.	526	Fiserv	519	Northern Trust
101	Bank of America Merrill Lynch	128	Forte Payment Systems <b>NEW!</b>	513	Pacific Life Insurance Company <b>NEW!</b>
402	BB&T <b>NEW!</b>	218	G Treasury	528	Pinnacle Solutions Incorporated
220	BELLIN	330	GardaWorld Cash Services <b>NEW!</b>	300	PNC Bank
515	BlackRock	514	Global Cash Card	231	Promontory Interfinancial Network, LLC
517	Bloomberg, L.P.	507	Goldman Sachs Asset Management	119	Reval
307	BMO Harris Bank	118	Hanse Orga Group	431	Ryan, LLC <b>NEW!</b>
114	BNY Mellon <b>NEW!</b>	520	Hedge Trackers	104	SAFEChecks
120	Cambridge Global Payments	518	IBM Security <b>NEW!</b>	226	State Street Corporation
521	Certify, Inc. <b>NEW!</b>	331	Institute of Finance & Management <b>NEW!</b>	522	SWIFT
112	Chatham Financial	317	INTL FCStone, Inc.	115	Thomson Reuters
100	Citi Commercial Bank	527	INVESCO	529	Treasury Management Association of Chicago
221	Citizens Commercial Banking	419	J.P. Morgan	116	Treasury Xpress <b>NEW!</b>
503	ECS <b>NEW!</b>	423	J.P. Morgan Asset Management	230	TruFa Inc. <b>NEW!</b>
505	Ensenta Corporation <b>NEW!</b>	501	Kyriba	315	U.S. Bank
123	Federated Investors	126	Mavro Imaging <b>NEW!</b>	228	UMB Bank
106	Fidelity Investments	229	MB Financial Bank	207	Wells Fargo
223	Fifth Third Bank	429	Morgan Stanley	204	Wintrust Commercial Banking
403	Financial Transmission Network, Inc. <b>NEW!</b>	129	New York Institute of Finance <b>NEW!</b>		

## Exhibitor Listing by BOOTH NUMBER

100	Citi Commercial Bank	214	Ariba, an SAP Company	419	J.P. Morgan
101	Bank of America Merrill Lynch	218	G Treasury	423	J.P. Morgan Asset Management
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		413	First National Bank	529	Treasury Management Association of Chicago



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300



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on delivering ideas, insight and solutions to our clients to help them maximize the value of their business. As a Platinum sponsor of the Windy City Summit, our team is proud to be a part of the conference and looks forward to helping you achieve your goals. For more information, visit [pnc.com/ideas](http://pnc.com/ideas).

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101



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#### First Midwest Bank

401



First Midwest Bank provides a full suite of commercial banking services and offers retail bank and wealth management services through more than 100 offices in Illinois, Indiana and Iowa.

#### BMO Harris Bank

307



BMO Harris Bank is part of BMO Financial Group, a North American financial organization with a proud heritage of service and commitment to the economic success of our clients since 1817.





## SILVER SPONSORS

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Associated Banc-Corp (NYSE: ASB) has total assets of \$27 billion and is one of the top 50, publicly traded, U.S. bank holding companies. Headquartered in Green Bay, WI, Associated is a leading Midwest banking franchise, offering a full range of financial products and services in over 200 banking locations serving more than 100 communities throughout Wisconsin, Illinois and Minnesota, and commercial financial services in Indiana, Michigan, Missouri, Ohio and Texas. Associated Bank, N.A. is a Member of the FDIC. More information about Associated Banc-Corp is available at [www.associatedbank.com](http://www.associatedbank.com).

### First National Bank 413



With First National Bank's cutting edge technology and partnership approach, we help customers expedite receivables and disbursements, reduce expenses, and streamline processes. We offer a full range of treasury tools:

- Customized Payment Processing and ACH Origination
- Disaster Recovery Services
- Retail Lockbox
- Remote Deposit Capture
- Document Management Services
- Foreign Exchange and Global Banking
- Purchasing Card
- Online Cash Management

### Wells Fargo 207



Where do the inefficiencies and risks in your treasury and accounting processes lie? What can you automate? What can you digitize? What can you do better, faster, cheaper, more securely? It's difficult to look at your own operations objectively. That's where we come in. When you work with Wells Fargo, we'll put you on the path toward best-in-class performance by helping you see your financial processes through new eyes. [treasuryinsights.wellsfargotreasury.com](http://treasuryinsights.wellsfargotreasury.com).

### U.S. Bank 315



Experience the transformation by taking advantage of a Working Capital DNA® engagement. At U.S. Bank, we understand the need to strengthen your organization's financial position by optimizing working capital and mitigating risk. Our unique engagement provides a platform to quickly identify opportunities for increased efficiency and working capital advantages. Our holistic approach results in recommendations to optimize both payables and collections streams in a manner that fits your organization's culture and desired objectives. We put our experience to work for you with innovative solutions for all your treasury needs. Member FDIC.

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### Citizens Commercial Banking 221



Citizens Commercial Banking is a division of Citizens Financial Group, Inc., one of the nation's oldest and largest financial institutions. Our Treasury Solutions business provides transaction banking products to companies ranging from small businesses to large corporations, across industries. Combining cash management, commercial card and trade finance services, Treasury Solutions serves as a strategic banking partner for clients' corporate treasury needs. For more information, visit [www.citizenscommercialbanking.com](http://www.citizenscommercialbanking.com).

### Wintrust Commercial Banking 204



Wintrust, a financial holding company offering community and commercial banking, wealth management, and mortgage services, has served Chicago's communities since 1991. As a locally-based and local-run company - and a family of true community banks - Wintrust believes in investing in, and giving back to the area it serves.

### J.P. Morgan 419



JPMorgan Chase helps small to mid-sized businesses, multinational corporations, correspondent banks and government entities optimize cash flow, manage liquidity, and make and receive payments. It is the world's largest cash management provider and the leader in U.S. dollar funds transfer and ACH. For more information, visit [jpmorganchase.com](http://jpmorganchase.com).



# PREMIER SPONSORS

## SILVER SPONSORS, CONTINUED

### MB Financial Bank 229



MB Financial Bank N.A. is a Chicago-based commercial bank with approximately \$15 billion in assets and a more than one hundred year history of building deep and lasting relationships with middle-market companies and individuals. MB Financial Bank offers a full range of powerful financial solutions and the expertise and experience of bankers who are focused on their clients' success. MB Financial Bank is a wholly-owned subsidiary of MB Financial, Inc. (NASDAQ: MBFI).

### Ariba, an SAP Company 214



Ariba is the world's business commerce network. Ariba combines industry-leading cloud-based applications with the world's largest web-based trading community to help companies discover and collaborate with a global network of partners. Using the Ariba® Network, businesses of all sizes can connect to their trading partners anywhere, at any time from any application or device to buy, sell and manage their cash more efficiently and effectively than ever before. Companies around the world use the Ariba Network to simplify inter-enterprise commerce and enhance the results that they deliver. Join them at: [www.ariba.com](http://www.ariba.com)

### Fifth Third Bank 223



At Fifth Third Bank, we challenge ourselves to explore new ideas and creative ways to improve your working capital position with our treasury management focused solutions. Effectively managing working capital is critical to the success of your business. We work diligently to be your trusted advisor and offer a customized lineup of services and technology that can help you perform critical tasks. Solutions such as Remote Currency Manager, Commercial Card and a full array of fraud prevention services can provide you with increased control and greater efficiencies. Visit Fifth Third Bank at Booth #233 to learn how we can provide innovative solutions to meet your specific needs.

### KeyBank



KeyBank Enterprise Commercial Payments delivers integrated treasury, merchant services, commercial card, international trade, and foreign exchange solutions designed to help you run your business better every day. Cleveland-based KeyCorp (NYSE: KEY) is one of the nation's largest bank-based financial services companies, with assets of approximately \$94 billion. Visit us at [www.key.com/ecp](http://www.key.com/ecp)

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Phoenix-Hecht® is an independent provider of treasury performance measures. The Blue Book Compensation Review™ is a free customized benchmark of your bank fees, provided only to corporations sending account analysis statements for the Bank Price Study. To request your provider's performance in our other studies visit [www.phoenixhecht.com](http://www.phoenixhecht.com).

### Treasury Management International



#### Media Sponsor

Treasury Management International showcases topical, pragmatic solutions and strategic insights on treasury, cash management, foreign exchange and other issues affecting treasury and financial professionals, together with treasury and finance news, education and opinion. With real-life treasury management experiences and case studies at its core, TMI provides valuable material for all practitioners - from experienced treasurers and CFOs to those new to the profession. [www.treasury-management.com](http://www.treasury-management.com)

### BELLIN 220



BELLIN was founded in 1998 by Martin Bellin, a corporate treasurer, and today consists of over 100 treasury experts focused on creating solutions that enhance the entire corporate group. By engaging subsidiaries with the central treasury, our solutions automate global data collection, enforce group-wide rules and compliance, and enhance transparency. [www.bellin.com](http://www.bellin.com)



## Axletree Solutions, Inc. 329

Axletree Solutions is a Treasury Automation and SWIFT Connectivity expert. Services include SaaS Treasury Automation (“Treasurytree”), SWIFT Connectivity solutions and “Symmetree”, our Messaging software which provides STP and seamless integration across all your business applications. We help corporates and banks efficiently manage and optimize their global messaging and treasury operations.

## BB&T 402

*Friday AM Refreshment Break*



BB&T is one of the largest financial services holding companies in the U.S. with \$209.9 billion in assets and market capitalization of \$29.5 billion as of Dec. 31, 2015. Based in Winston-Salem, N.C., the company operates 2,139 financial centers in 15 states and Washington, D.C., and offers a full range of consumer and commercial banking, securities brokerage, asset management, mortgage and insurance products and services.

## BlackRock 515

BlackRock® is one of the world’s preeminent asset management firms and a premier provider of investment management, risk management and advisory services to institutional, intermediary and individual investors around the world.

Website: [www.blackrock.com/cash](http://www.blackrock.com/cash)  
 Email: [cashmgmt@blackrock.com](mailto:cashmgmt@blackrock.com)  
 Phone: 800-441-7450

## Bloomberg, L.P. 517

Bloomberg, the global business and financial information and news leader, gives influential decision makers a critical edge by connecting them to a dynamic network of information, people and ideas. The company’s strength – delivering data, news and analytics through innovative technology, quickly and accurately – is at the core of the Bloomberg Professional service, which provides real time financial information to more than 319,000 subscribers globally.

## BNY Mellon 114

*Thursday Breakfast Sponsor*



BNY Mellon Treasury Services is a leading provider of global services designed to enable our clients to move money and associated information quickly, safely and reliably around the world. We combine diverse services into solutions to help you streamline transactions, optimize cash flow, manage liquidity and make payments more efficiently.

## Cambridge Global Payments 120

We are a leading provider of integrated global payments technology and currency risk management solutions. As a trusted partner for over 20 years, Cambridge delivers innovative solutions designed to address your unique business needs.

## Certify, Inc. 521

Certify is the leading online travel and expense management solution for companies of all sizes. Organizations worldwide book travel and complete expense reports quickly, easily, and cost-effectively using Certify cloud and mobile applications.

## Chatham Financial 112

Chatham Financial is an independent advisory and technology risk management firm specializing in interest rate, FX and commodity hedging and hedge accounting. Chatham brings deep derivatives expertise, services, technology solutions and complex regulatory knowledge to our clients through a global team of risk management professionals, CPAs, analysts and technology developers.

## Citi Commercial Bank 100

Citi Commercial Bank is a business of Citi, a leading global financial services company. Citi Commercial Bank provides global banking solutions for medium-sized businesses at every stage of their growth through a talented team of relationship managers, product specialists, and client service professionals. Treasury Management specialists work with clients to develop customized solutions for information reporting, payments, receivables, investments and liquidity, and fraud prevention.

Contact: Bernadette Knight  
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 (212) 559-2703  
[bernadette.knight@citi.com](mailto:bernadette.knight@citi.com)



# EXHIBITORS

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## ECS 503

ECS specializes in Enterprise Message Administration, Workflow Automation and Process Optimization. A systems approach to Transaction Processing that maximizes efficiency, minimizes failure points and costs. IMS Payment modules include ACH, SWIFT, RTGS, Compliance, Cash Management, Reconciliation, Reporting and Data Governance. ECS extends connectivity through SWIFT Service Bureau and links to Central Banks.

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## Ensenta Corporation 505

Ensenta is an award-winning Silicon Valley software developer creating innovative cloud-based payment technologies for the Financial Services industry and governmental agencies. The company's solutions are used by over 750 financial institutions nationwide. Ensenta's products and services are distributed by leading mobile banking providers, core banking processors, ATM networks and manufacturers.

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## Federated Investors 123

Federated is a global leader in asset management services. Our investment experience spans domestic and international equity, fixed-income, alternative and money market strategies distributed through intermediaries worldwide. We continue to develop products that cover all asset classes, sectors and styles with the goal of long-term consistent performance.

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## Fidelity Investments 106

Fidelity Investments is one of the country's leading money market and fixed income providers. Since 1974, Fidelity has been an industry innovator, providing corporations, non-profit and public sector clients, banks, and broker dealers with a wide range of liquidity management solutions. Fidelity's clients benefit from dedicated relationship management, as well as, unparalleled customer service support ensuring ease of doing business. For more information on how you can benefit from Fidelity's liquidity management solutions, please visit advisor.fidelity.com.

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## Financial Transmission Network, Inc. (FTNI) 403

FTNI helps businesses and financial institutions streamline accounts receivables by accepting, processing and posting any payment type (Check, ACH, Credit/Debit Card, Cash), from any payment channel (mailed-in, called-in, in-person, online, mobile) – seamlessly and securely on a single, SaaS-based integrated receivables platform. Learn more at [www.FTNI.com](http://www.FTNI.com).

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## Fiserv 526

Weiland Account Analysis™ from Fiserv streamlines the complex task of commercial account analysis and billing to meet the needs of your commercial customers and ensure the profitability of those relationships.

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## Forte Payment Systems 128

Forte Payment Systems is a leading provider of innovative electronic payments solutions. They offer scalable enterprise-class solutions through an optimized suite of services including credit card processing, ACH/eCheck origination, and fraud prevention. Forte serves organizations of all sizes by reducing transaction costs, mitigating risk, and increasing efficiencies with consistent care.

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## GTreasury 218

The GTreasury modular workstation offers companies a full suite of solutions that illuminate a company's cash and liquidity, manage exposures and risk, and automates and streamlines all repetitive treasury processes. GTreasury's world class service, system flexibility, and ease of use quickly accommodate our customer's needs of today while preparing them for the changes of tomorrow.

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## GardaWorld Cash Services 330

GardaWorld is North America's largest currency processor. Our end-to-end cash solutions, including armored transportation, cash vault services, ATM services, change fund services and smart safes, give our clients the peace of mind to focus on growing their businesses and achieving their goals.

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## Global Cash Card 514

Global Cash Card is the proven specialist in customized paycard solutions that are SIMPLE to implement and EASY to use. We are a no cost and fully in-house solution. Our state-of-the-art proprietary technology, 24x7x365 free-live customer service, and full implementation & field support services provide you the best payroll card solution in the industry.

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## Goldman Sachs Asset Management 507

The Global Liquidity Management (GLM) team provides money market and short duration fixed income solutions with a mission of preserving capital, providing liquidity and offering competitive yields. GSAM's Global Liquidity Management (GLM) team offers global resources and perspective helping clients construct high-quality liquidity management solutions across every region in any major currency, including in US\$, GBP, Euro, AUD, Yen and Indian Rupee\*.



## Hanse Orga Group 118

The Hanse Orga Group is an umbrella brand for the companies Hanse Orga, cogon, and SymQ. We offer SAP-integrated finance software for higher levels of automation and efficiency, ERP-independent solutions for best results in corporate finance, and SAP Treasury consulting for unveiling the hidden treasurers in the SAP standard applications.

## Hedge Trackers 520

Hedge Trackers provides client-specific, technically appropriate, and practical derivative accounting (ASC815/FAS 133) and currency accounting (ASC830/FAS 52) solutions through consulting, outsourced derivatives accounting, training and education, and software tools. Hedge Trackers has helped over 250 companies confront the ever-growing challenges of accounting for FX, commodity and interest-rate risk management programs.

## IBM Security 518

IBM® Security Trusteer® helps organizations detect and prevent the full range of attack vectors responsible for the majority of online, mobile and cross-channel fraud. IBM Security Trusteer products deliver a holistic, integrated cybercrime fraud prevention platform designed to help prevent the root cause of fraud, improve the customer experience, reduce operational impact and utilize a global intelligence service.

## Institute of Finance & Management (IOFM) 331

The Institute of Finance and Management ([www.IOFM.com](http://www.IOFM.com)) is the leading organization providing training, education and certification programs specifically for professionals in Accounts Payable ([www.app2p.com](http://www.app2p.com)), Procure-to-Pay, Accounts Receivable ([www.tarn.com](http://www.tarn.com)) and Order-to-Cash, as well as key tax and compliance resources for Global and Shared Services professionals, Controllers and their F&A teams.

## INTL FCStone, Inc. 317

The Global Payments Division at INTL FCStone Inc. (INTL), a Fortune 100 financial services company, delivers foreign currency to developing and developed countries around the world. A truly unique, global infrastructure allows INTL to make direct payments in 128 currencies using no correspondent banks.

## INVESCO 527

Invesco Global Liquidity's long tradition of providing high-quality products, a proven management philosophy, advanced credit research, innovative technology and responsive service has paved the way to become one of the premier cash managers in the industry. Committed to the money market fund business since 1980, we have created a comprehensive menu of US-based and global liquidity products.

## J.P. Morgan Asset Management 423

J.P. Morgan Global Liquidity, a division of J.P. Morgan Asset Management, offers institutional liquidity investors a broad range of market-leading solutions designed to meet their investment needs globally. Managed with relentless risk control, our products are available in a range of vehicles, currencies, durations and risk levels.

## Kyriba 501

Kyriba is the global leader in proactive Treasury Management. Finance leaders rely on Kyriba to optimize their cash, manage their risk, and work their capital. Our SaaS treasury solutions enable some of the world's largest and most respected organizations to drive growth, obtain financial insights, minimize fraud, and ensure compliance.

## Mavro Imaging 126

Mavro Imaging is a proven leader in developing innovative Payment Processing, Data Capture, and Document Management solutions. Mavro offers the most advanced solutions across a wide variety of industries including Lockbox, Utilities, Insurance, Nonprofits, Service Bureaus, Fulfillment, and Government. Our team excels at fully understanding all project requirements and then collaborates closely with customers to implement the best possible solutions.

## Morgan Stanley 429

Clients who choose to invest with Morgan Stanley Investment Management have the ability to access our firm's vast resources, financial strength, and commitment to help them build, manage, and grow their assets. With strategies including asset allocation, equity, fixed income, cash management, and alternative investments, Morgan Stanley Investment Management is committed to providing our clients with world class investment products and services.



# EXHIBITORS

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## **New York Institute of Finance** 129

Modern-era business education founded on the institutional knowledge that built the NYSE. Financial Times' New York Institute of Finance is professional success, 90+ years in the making. A global leader in work qualifications for the financial services industry with course topics covering risk management, investment banking, portfolio and wealth management, derivatives, fixed income and accounting.

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## **Nexus Systems** 121

Nexus Systems is a leading provider of automated accounts payable (AP) and procure-to-pay (P2P) applications. Our web-based applications are proven to increase business process efficiency, and improve visibility, accountability and control. Nexus Systems' flagship product, NexusPayables, completely automates the AP process and is recognized as the best-in-class paperless solution.

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## **Northern Illinois University** 103

NIU's MBA is one of the premier AACSB-accredited programs in Chicago. The curriculum provides the knowledge and tools required for success in today's competitive business environment. Integrative educational experiences and international travel extends formal learning from the classroom to the business world. Students building their professional network through NIU's strong alumni base.

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## **Northern Trust** 519

Northern Trust's comprehensive treasury management capabilities help build and grow businesses with tools that increase efficiency and reduce expenses. From depository services to innovative e-commerce solutions, our experienced treasury management professionals work with you to improve your company's financial performance.

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## **Pacific Life Insurance Company** 513

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## **Pinnacle Solutions Incorporated (PSI)** 528

Launched in 1982, PSI - Pinnacle Solutions Incorporated is a software consulting firm headquartered in Whippany, NJ, USA with over twenty three years experience in the financial industry.

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## **Promontory Interfinancial Network, LLC** 231

The home of the Insured Cash Sweep and CDARS services, Promontory Interfinancial Network was founded by leading figures in the banking industry: Eugene Ludwig, Alan Blinder, Mark Jacobsen, and Alfred Moses. Today, approximately 3,000 financial institutions use one or more of Promontory's services to offer their customers smart, convenient ways to deposit funds.

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## **Ryan, LLC** 431

Ryan is an award-winning global tax firm, with the largest indirect and property tax practices in North America and the seventh largest corporate tax practice in the United States. With global headquarters in Dallas, Texas, the Firm provides a comprehensive range of state, local, federal, and international tax advisory and consulting services.

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## **SAFEChecks** 104

SAFEChecks specializes in check fraud prevention. Since our founding in 1996, our checks have never been replicated or used in a check fraud scam. With its background in banking, SAFEChecks is the only check supplier in America that sells controlled check stock (stock that is not readily available to fraudsters.)

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## **State Street Corporation** 226

State Street helps you identify opportunities and mitigate challenges, making your company more effective and resilient. We offer a flexible suite of services that spans the investment spectrum, including investment management, investment research and trading, and investment servicing. For more information, please visit [www.statestreet.com](http://www.statestreet.com).

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## **SWIFT** 522

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## Thomson Reuters

115

With 30 years of experience in driving innovation in this corporate treasury market, Thomson Reuters is the world's leading source of intelligent information. From data to electronic foreign exchange trading platforms, with FXall capabilities, to our recently launched KYC managed service, we support thousands of global and regional banks, institutional investors and corporate clients around the world.

## Treasury Management Association of Chicago

529

The Treasury Management Association of Chicago® (TMAC) is a not-for-profit organization of treasury and financial professionals committed to the improvement of treasury operations. Founded in 1974, TMAC was the first association in the country devoted to cash and treasury management. Today, TMAC continues to provide the corporate treasury community with a forum for the exchange of treasury ideas, concepts and techniques. As the treasury profession expands its scope, TMAC strives to deliver to its members the necessary tools to meet the challenges they face.

## Treasury Xpress

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TreasuryXpress is a TMS provider. Our Capabilities are in cash visibility, cash management, cash forecasting, IHB, Payments, eBAM /BAM bank fee analysis.

## TruFa Inc.

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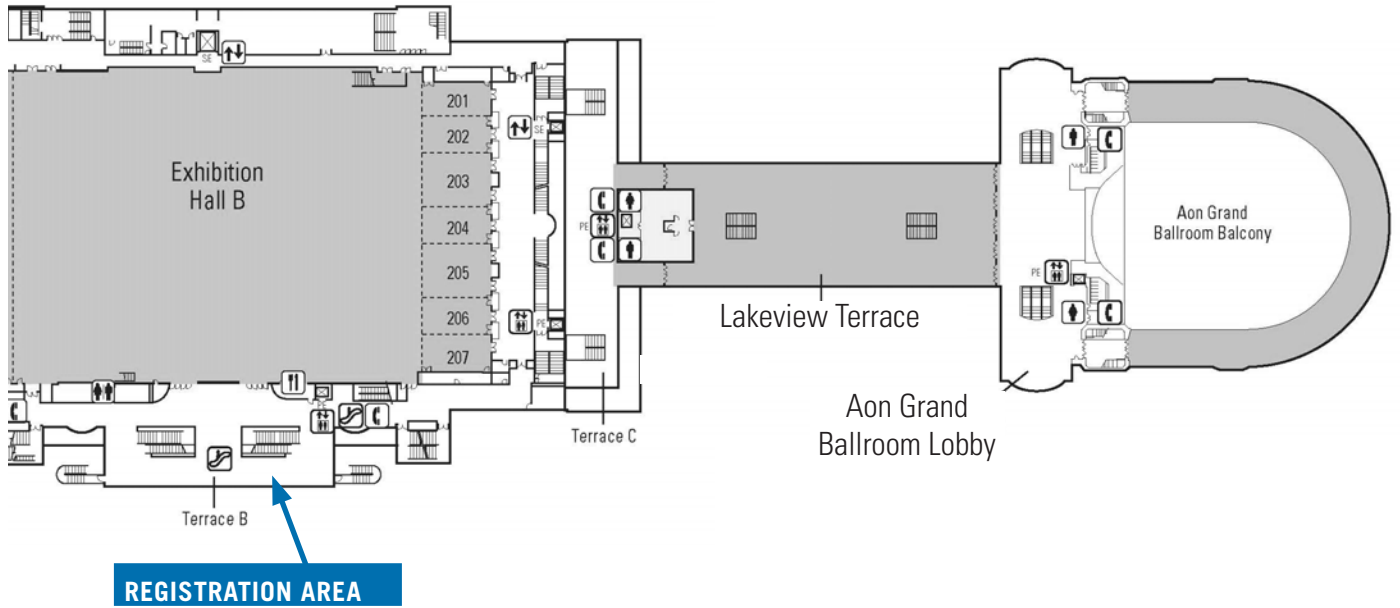
## UMB Bank

228

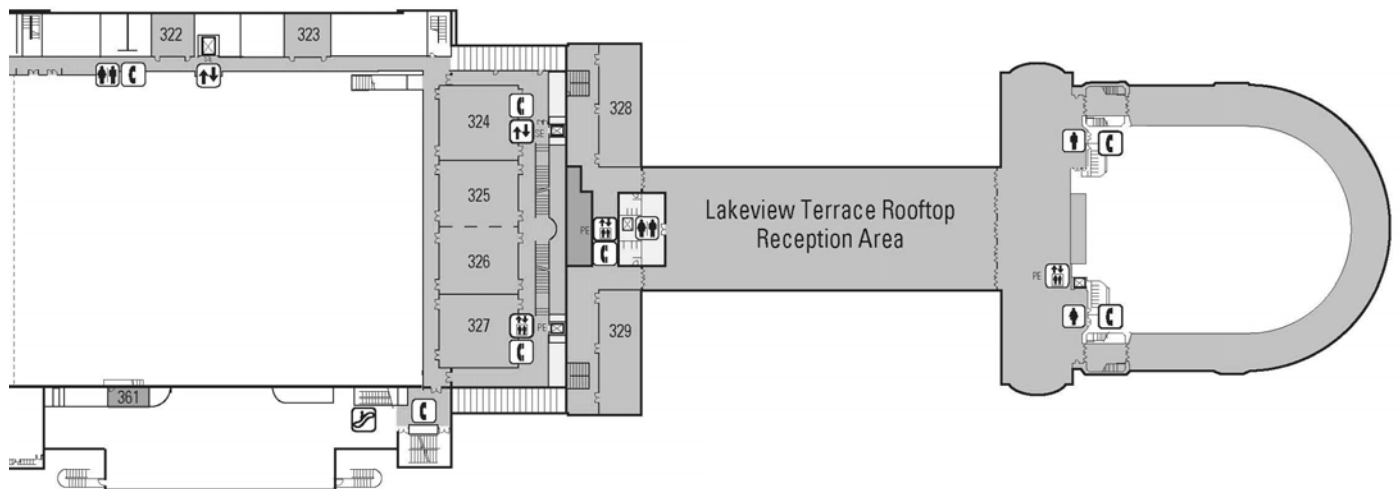
UMB Financial Corporation is a diversified financial holding company headquartered in Kansas City, Mo., offering complete banking services, payment solutions, asset servicing and institutional investment management to customers. UMB operates banking and wealth management centers throughout the U.S., as well as two national specialty-lending businesses. For more information, visit [umb.com](http://umb.com).

# NAVY PIER FLOOR PLAN

## Navy Pier Level 2



## Navy Pier Level 3









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