



Commercial Payments International

The 11th annual

# Global Summit

Commercial cards and payments perspectives from around the world

September 17-18, 2019 | Convene, 730 Third Avenue, New York City

[www.commercialpaymentsinternational.com/global](http://www.commercialpaymentsinternational.com/global)



# The world of cards and payments — all in one place

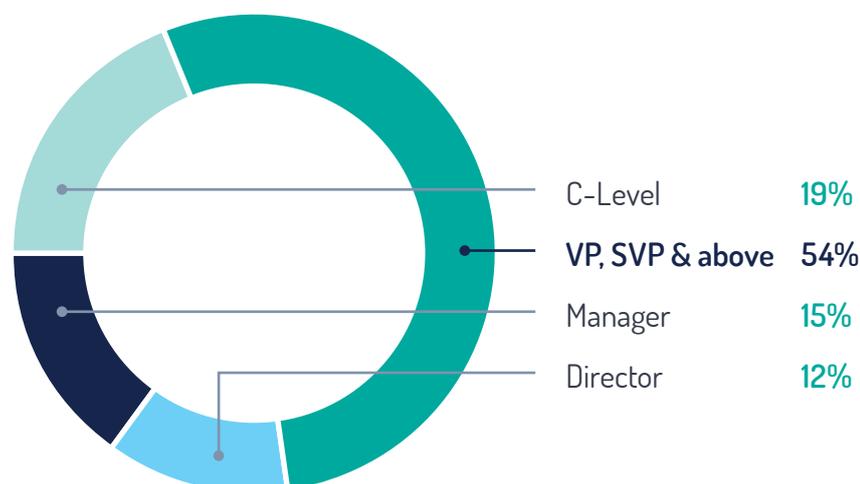
Technology is making the world smaller; for the largest multi-national corporates, to small and mid-sized businesses. Regulations that open up financial services to include fintechs are becoming a global trend. Solutions are becoming faster, digital, and targeted to solve specific pain points.

That's why CPI's annual Global Summit is a critical meeting place for commercial cards and payments leaders from regions around the world to meet and exchange ideas. Experts provide examples of how they're advancing commercial cards and payments, address challenges that are hindering adoption and further development, and identify where future opportunities are likely to emerge. Whether it's cross border innovations in Asia, digital advancements in the Middle East, fintech growth in North America or influential regulatory developments in Europe, you'll hear them all at this year's Global Summit.

## Our attendees come from these areas of discipline:

- Product management
- Product strategy and innovation
- Commercial cards
- Digital banking and payments
- Payments strategy
- Business development

## Seniority of attendees



“The single most important event for commercial card issuers anywhere.”

—Alexander Mifsud, Founder & CEO, Ixaris



“CPI puts on a fantastic agenda with diverse topics that are truly relevant to the commercial payments space.”

—Danielle Meyer, Senior Business Development Officer, First Interstate Bank

# Meet our advisory board



**Gint Balodis**

VP, Global B2B & International Product Management,  
Global Commercial Payments, American Express



**Simon Barker**

Co-founder & CEO,  
Conferma



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Managing Director & Chairman,  
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US Bank Corporate Payment Systems



**Tim Ural**

VP, Head of US Product, Global Business Solutions,  
Visa

# Agenda | Day 1

Tuesday, September 17, 2019

1:00pm Conference check-in and networking

2:00pm **Opening and welcome**

Melissa Sefic, SVP & Head of Business,

[Commercial Payments International](#)

Nicki Bisgaard, Group Head, [PayTech Group](#)

2:05pm **The global outlook**

Robert Powell, editorial director of EIU Thought Leadership in the Americas, will present on the key geopolitical and economic issues impacting the world today. This includes: U.S. recession and debt risks; the global trade dispute; the outlook for China; and the Brexit dilemma.

Robert Powell, Editorial Director, Americas,  
[Economist Intelligence Unit](#)

2:45pm **What does commercial payments look like in 2025?**

As the pace of integrated payables strategies and the continued advancement of alternative payment types continue, the commercial card business must ask itself, "what will commercial payments look like well into the future, and what is the value that it can continue to deliver?" Understanding what the industry might look like in the near future impacts technology investment decisions, organizational considerations and overall growth strategies. Hear perspectives on what the stakeholders in the audience can do to proactively build their businesses during this rapid pace of change.

David Kretz, MD, Head of GTS Global Strategy & Payments, [Bank of America Merrill Lynch](#)

Kevin Phalen, SVP & Global Business Head,  
[Visa Business Solutions](#)

3:15pm Networking refreshment break

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3:45pm **Fintech Showcase**

Six fintechs solving problems in the commercial payments space present in this quick-fire format, demonstrating how they're solving problems and filling gaps for business and financial institutions.

Bill Wardwell, VP, Strategy & Business Development,  
[Bottomline Technologies](#)

Joshua Normie, Banking Partnerships, [Conferma Pay](#)

Michael Cliffe, Director & Chief Technology Officer,  
[Dataflexnet](#)

Erik Ingvoldstad, CEO & Co-Founder, [Eedenbull](#)

Andrew Jamison, CEO & Co-Founder, [Extend](#)

Bruno Perrault, Head of Partnerships & Business Development, [Plastiq](#)

4:30pm **Fintech Showcase Q&A**

4:45pm **A call to action: Increasing digital adoption**

The adoption of the commercial card mobile wallet and digital tools and services for corporate is a crucial piece of an overall growth strategy for the industry. But there seems to be inertia and barriers to adoption. What can the industry do to spur adoption? What barriers exist and how can they be overcome? What creative solutions have been employed? How do you balance the push to digital and enthusiasm among users with the need for corporate controls? Hear how the industry can address these questions and what the call to action should be in the push for digital adoption.

Bradley Matthews, SVP, Head of Middle Market Bankcard Product & Marketing, [U.S. Bank](#)

Maria Parpou, Chief Product Officer, [Barclaycard Commercial Payments](#)

James Anderson, EVP, Commercial Products,  
[Mastercard](#)

Jørgen Christian Juul, Founder & CEO, [Cardlay](#)

5:30pm Networking reception

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COMMERCIAL PAYMENTS

# Agenda | Day 2

Wednesday, September 18, 2019

8:00am **Networking breakfast**

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**Deloitte.**

9:00am **Welcome and recap of day one**

Nicki Bisgaard, Group Head, **PayTech Group**

9:15am **How the industry can deliver value to corporates**

Hear the corporate's view on what the industry can deliver in terms of value to corporates: efficiency; savings; reducing friction; providing working capital. What developments has the industry delivered to answer these needs, and where can it improve? Join this conversation about the issues that form the core of commercial cards and payments.

Gonca Latif-Schmitt, Managing Director, **Citi**

Jodi Woods, Global Category Manager; Travel, Meetings & Card, **Becton Dickinson**

9:45am **T&E is dead. Long live T&E!**

T&E is the bread and butter of commercial issuance, reliable with steady to flat growth. But the emergence of technologies and the influence of consumerization provides the prospect for future growth. With mergers and acquisitions in the sector enabling seamless integration, the potential of central travel accounts leapfrogging into virtual travel accounts, T&E could very well look different from years past with creative solutions emerging and creating a fresher value proposition for clients.

Patrick Diemer, MD & Board Chairman, **AirPlus**

10:15am **Networking refreshment break**

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10:45am **B2B payments are messy: how payments between commercial trading partners can be streamlined on a global basis**

In the world of card payments, commercial cards used for invoice-based payments among trading partners have historically been the most difficult to facilitate. While the consumer card payment experience has become consistent, simple, and ubiquitous for all stakeholders, commercial card payments have proven to be anything but. Add to the mix the costs and complexities associated with cross border payments

and multiple regulatory bodies, and it's clear to see why the growth of commercial card products on a global basis has been largely disappointing – until now. This session will explore how new B2B payment technologies can eliminate the economic and 'ergonomic' friction associated with commercial card transaction on an international basis.

Dean M. Leavitt, **Boost Payment Solutions**

Sabrina Cooper, VP, Cards & Payments, **Sagicore Bank Jamaica Ltd.**

11:30am **Changeover break**

11:45am **Think Tank breakout sessions**

Sessions will be dedicated to the following topics, beginning with a 20 minute presentation followed by a moderator-led discussion with attendees. Attendees are encouraged to provide their thoughts and expertise during the open discussion portion of the session.

- **[The Convergence of AP and AR Platforms is a Reality](#)**

Cindy O'Neill, President,  
**Priority Commercial Payments**

Christina Wagner, SVP,  
**Priority Commercial Payments**

Nick mariasky, VP & GM,  
**Emerging Solutions, Billtrust**

- **[The promise of AI: use cases](#)**

Shona Sabah, Senior Consultant, **KAE**

- **[Back to basics: The value of cards in today's commercial payments landscape](#)**

Joshua Normie, Banking Partnerships,  
**Conferma Pay**

- **[Innovation and Growth Strategies in B2B Payments](#)**

Tushar Paranik, MD, Banking & Payments  
Technology, **Deloitte Consulting LLP**

Divakar Goswami, Specialist Leader,  
**Deloitte Consulting LLP**

12:45pm **Networking lunch**

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# Agenda | Day 2

Wednesday, September 18, 2019

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## 1:45pm Getting real with real-time payments

The latest on real-time payments, with data means it's a viable competitor with cards. But as financial institutions consider an increasingly integrated approach, is this something they should be worried about? What segments of the market might it matter in; what might it not matter in? Should it be considered as a replacement for card in the first place, especially in terms of it as a financing tool?

Andrea Gilman, SVP, New Payments NA, [Mastercard](#)  
Tushar Paranik, MD, Banking & Payments Technology, [Deloitte Consulting LLP](#)

Oscar J. Mangini, Global Partnerships & Innovation Head, Global Commercial Cards, [Citi](#)

## 2:30pm Getting prepared for European-style regulation worldwide

Wherever you go across the globe, the industry asks, will PSD2-style regulation come to the U.S. or Asia? Will consumer interchange caps cross over into commercial side of the business? Will the barriers to entry for banking continue to lower around the world, as challenger and neo-banks continue to emerge. These and other questions will be answered during the annual global regulatory roundup.

Marc Pettican, CEO Commercial Payments, [Barclaycard](#)  
David Harrison, Founder & Director, [Paysavi](#)  
Gregoire Toussaint, Principal, [Edgar Dunn](#)

## 3:15pm Networking refreshment break

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## 3:45pm Opportunities in cross border payments

An MCN's needs for cross-border payments have always existed, and today's commercial payments providers have responded. But the nature of business today means that it's not just large market multinational businesses that need to transact with global businesses. The world is getting smaller for everyone, and the need to reduce payments friction for businesses of all sizes in all corners of the globe means that opportunities to serve a global constituency can only grow. What role has blockchain played? What does this mean for those in commercial cards and what does the competitive landscape look like?

Moderated by: Steve Murphy, [Mercator Advisory](#)

Alan Koenigsberg, SVP, Global Head of New Payment Flows, [Visa Business Solutions](#)

Bill Wardwell, VP, Strategy & Business Development, [Bottomline Technologies](#)

Paul Krumholz, Senior Product Manager, NA Commercial Cards, [HSBC](#)

## 4:30pm Payments interrupted: a look at the evolving competitive landscape for commercial payments

The competitive landscape for commercial payments is continuing to evolve at pace, with a number of non-traditional payment companies emerging as credible challengers. Understanding the impact that these players are having on the payments ecosystem is paramount, not only to identify and respond to competitive threats but also to identify potential partnership opportunities. This session will discuss the impact that a range of emerging competitors--from e-commerce companies, technology companies and neobanks--are having and could have in the future, as well as how the industry could respond.

Presenter: Chris Holmes, SVP, [KAE Consulting](#)

## 5:15pm Closing reception

# Sponsors and partners

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## Partnership opportunities

To learn more about how to position your brand in front of this audience, please contact



**Melissa Sefic,**  
SVP & Head of CPI

t: +1 212 698 9774  
[melissasefic@economist.com](mailto:melissasefic@economist.com)

# Photo gallery



Please quote this code when booking:

WEB

# Event information

## Prices

Get the best rate possible! We offer a variety of discounts for group bookings, loyal customers, clients of our sponsors and more. For advice on how to get the best rate for you, contact our team on:

UK: +44 (0)20 7576 8555

US: +1 212 641 9837

[registrations@eurofinance.com](mailto:registrations@eurofinance.com)

**Bank Issuers (bankers that issue a commercial card and payments product)**

Super early bird - book by July 26	US \$1,795
Early bird - book by August 17	US \$1,995
Full registration	US \$2,375

**All others (non-bank issuers, payment networks, acquirers, processors, technology solution providers, consultants, law firms, fintechs)**

Super early bird - book by July 26	US \$1,995
Early bird - book by August 17	US \$2,195
Full registration	US \$2,575

**Please note:** Registration is subject to approval.

**Note to suppliers:** First preference is given to financial institutions, corporate and government end users, and commercial payments practitioners.

## How to register

Register online at

[www.commercialpaymentsinternational.com/global](http://www.commercialpaymentsinternational.com/global)

Please quote the booking code above.

For further inquiries, please call: +1 212 698 9774

or email: [melissasefic@economist.com](mailto:melissasefic@economist.com)

## The venue

### Convене

730 Third Avenue, New York, NY 10017, USA

An incredible event space in Midtown East, located just two blocks from Grand Central Terminal. Subway, bus and parking information is available on their website.



## Hotel bookings

Please note the summit venue is a professional meeting space and does NOT offer sleeping accommodations.

For a live hotel map showing accommodation near the venue, please visit our website. Bedrooms in the city are limited and we strongly advise that you reserve your hotel accommodation as soon as possible.

## Terms and conditions

**Fees include:** Refreshments, lunch, full documentation and conference materials where available (they do not include hotel accommodation). All fees are inclusive of published discounts. Bank transfer charges are the responsibility of the payer. EuroFinance Conferences Limited reserves the right to alter the programme content, speakers or course at any time due to circumstances beyond their control. **Cancellation terms:** Receipt of registration (inclusive or exclusive of payment) constitutes formal agreement to attend this conference/course and cancellation terms apply. Full refunds are available on all cancellations received in writing (letter, email or fax) 28 days before the start date. No refunds or credits after this date and any outstanding payment will be required in full. The option to transfer to another conference or course is subject to availability. All confirmation details will be sent upon registration. Attendance fees will not be refunded (irrespective of the date of booking) in the event of war, terrorism or circumstances outside of the organisers' control. **Promotional discounts:** Additional discounts received after the registration form has been submitted cannot be retrospectively applied to reduce the original price charged. **Dress:** Business. **Note:** There will be photography and/or filming at this event and your image may be captured by us and used for our business and promotional purposes, in printed publications, videos and/or on our website. By registering for the event you are giving us your permission to use your image in this way. If you have any queries about this, please email [cpi@eurofinance.com](mailto:cpi@eurofinance.com). I © CPI.