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The 14th annual

Commercial Payments International Global Summit

October 18th-19th 2022 | 360 Madison Avenue, NYC

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Overview

Innovation in commercial payments is flourishing as the global economy expands beyond the past pandemic into a new phase of growth. As markets return and demand surges, payment products are evolving to meet new needs and trends in commercial transactions. Driven by technological transformation, the virtuous mix of fintechs, banks and corporates are working together to evolve an ecosystem that works for all. Yet volatility and inflationary pressures are creating uncertainty and risks remain elevated in markets. CPI Global 22 will address how the commercial payments industry is gearing for growth through innovation and creating the solutions businesses need now to manage risks and optimise efficiencies in B2B transactions.

Focus themes

- **Innovation** – creating new products and process to enhance client experience and grow market share
- **New economy** – adapting products to the new economic realities of high inflation and elevated rates in markets
- **Investment** – identifying growth markets and investing in products, partner companies, and strategic acquisitions
- **Commercialization** – accelerating the consumerization of B2B to improve client experience and increase solution acceptance
- **Technology** – productising new and emerging payment technologies for B2B markets, including open finance
- **Pricing** – developing optimal pricing strategies and structures for diverse products and markets

Agenda

Day 1 | Tuesday October 18th 2022

Registration and networking breakfast

8.15am-9.00am

Welcome address

9.00am-9.05am

State of the market

9.05am-9.50am

The commercial payments industry is transitioning into a new economic and technological era that presents new challenges and opportunities in digital transformation for global companies. The virtual, invisible and seamless nature of payments in modern ecommerce, embedded in apps and sites, mobile wallets, tokens and cards is creating a rich and diverse ecosystem created and supported by payment leaders in banks, fintechs and big tech. In this ever evolving ecosystem, industry leaders discuss the impacts of transformation and innovation of payments on global enterprises, and the major forces and trends that are driving growth in the new economic environment, as well as risks ahead.

Moderated by: **Andrew Jamison**, CEO, **Extend**

Lia Cao, global co-head of corporate and e-commerce solutions, payments, **J.P. Morgan**

Eric Tak, global head, **ING Retail Payments**

Veronica Fernandez, SVP and regional head of North America business solutions, **Visa**

Solving acceptance challenges for merchants

9:50am-10:30am

Commercial card leaders ask ‘are we still solving the acceptance side for B2B payments or are the solutions out there already?’. For some, the process of merchant acquiring and acceptance still represents a challenge in a competitive payments marketplace. In this session we examine strategies in creating stickiness in commercial card products, to attract and retain merchants in markets, and look at best practices and solutions in optimising the supplier onboarding process and experience. In a price sensitive market, what are the incentives for merchants today?

Moderated by: **Frank Martien**, managing partner and founder, **Windward Strategy**

Abhishek, global head, B2B acceptance, **Visa**

Ray Champ, SVP - head of commercial products, **Citizens**

Paul Krumholz, senior product manager, NA commercial cards, **HSBC Technology & Services USA**

Networking break

10.30am-11.20am

Commercial payment systems transformation for corporates

11:20am-12:00pm

From a corporate perspective, the world of commercial payments can look like a confusing place, with a plethora of products and torrent of technologies available for business transactions, making the task of internal payments systems transformation as daunting as exciting. It might be tempting to just stick with checks, were it not for the benefits of virtual cards, AR/AP STP, APIs and technologies that improve internal cash management and liquidity. In this session, payments leaders talk us through the steps they took to plan, resource and project manage payments transformation, in the business and how they measure the benefits.

Moderated by: **Grégoire Toussaint**, director, **Edgar, Dunn & Company**

Manish Dhole, SVP, commercial cards global head of networks & strategic partnerships, **Citi**

Vivek Jha, SVP, head of commercial card, **Truist**

Michael Wolf, director strategic & product management - payments & POS, **Kroger**

Corporate case study: creating win-win for buyers and suppliers in digital payments

12:00pm-12:40pm

In this case-study panel, representatives from buyers and suppliers will talk about how they approached the transformation to digital payments. The discussion will cover how the right solutions can create a win-win for corporate buyers and suppliers on both sides of the AP and AR digital relationship.

Moderated by: **Dean M Leavitt**, CEO, **Boost Payment Solutions**

Nancy Butler, sr. mgr., payment optimization, automation & strategy, treasury payment solutions, **BMO**

Brenda Crowder, assistant treasurer, **Ferguson**

Lunch and networking break

12:40pm-1:40pm

Agenda splits into two tracks for the afternoon:
Track 1 - Venture Room, Track 2 - Capital Room

1:40pm-3:40pm

Track 1: Venture room

Day 1 | Tuesday October 18th 2022

Exploring flexibility in pricing commercial transactions

1:40pm-2:20pm

Typically a taboo topic, the evolving matrix of pricing in commercial payments, in the US and globally, is complex and is subject to varied regional regulations. In this session the panel will consider the factors that influence change in commercial pricing dynamics, the scope for flexibility acquirer fees and interchange, and the capacity for manoeuvre in negotiating pricing in commercial card transactions with merchants. The panel will also consider market drivers for change including price competition from fintechs and alternative payment methods, as well as ongoing regulatory reviews of interchange, including the draft credit card competition act (ccc) which seeks to offer bank clients a choice of alternative networks.

Moderated by: Grégoire Toussaint, director, Edgar, Dunn & Company

Zach Lynn, Boost Payment Solutions

Robin Boudsocq, global head B2B payments, Citi commercial cards, Citi

Perfecting platforms and products in B2B payment markets

2:20pm-3:00pm

Double digit growth in B2B spending is driving new opportunities for payment platforms in flourishing B2B e-commerce marketplaces across the spectrum of market sectors. In this session we chart the rise of B2B commerce beyond the pandemic to the top of commercial payments spending and predict future growth trends. We also ask which payment platforms and technologies will win out in the fight for global B2B payments market share as the market powers forward.

Moderated by: Grégoire Toussaint, director, Edgar, Dunn & Company

Brooke DiNatale, Europe commercial solutions product, VP, Mastercard

Impact of real time payments in commercial payments: the million dollar question

3:00pm-3:40pm

The raising of real time transaction limits to \$1m, tenfold the previous limit, is a significant step forward in instant payments and underpins confidence in the new payment system. In this session, we study the real time roll out road map and feedback from pilot programmes across the US, as well as international schemes, and ask how the new instant infrastructure will impact traditional commercial payments, including card and ACH payments. Critically we will assess the challenge and benefits of integrating real-time into the payments mix to provide holistic client solutions, and how real time data will be used to improve services.

Moderated by: Steve Murphy, director, commercial and enterprise payments advisory service, Mercator Advisory

Elena Whisler, SVP, Relationship Management, The Clearing House

Ryan McHugh, VP, Immediate Payments Product Management, BNY Mellon Treasury Services

Erik T Van Bramer, Federal Reserve Bank of Chicago

Networking break

3.40pm-4.00pm

Track 2: Capital room

Day 1 | Tuesday October 18th 2022

**Breaking for the border:
new dynamics products and pricing**

1:40pm-2:20pm

Estimates vary but if the \$40 trillion size of annual global B2B cross border payments transactions is accurate then the scale and scope of the market is gargantuan. Populated by a myriad of providers from banks to fintechs, to pop up kiosks, moving money across borders is a prolific payments marketplace. In this session we map the market for cross border payments, track the technologies that are changing transactions and processing, from SWIFT to virtual currencies, and the pricing and product trends in B2B cross border transactions, including shaping the next iteration of the market.

*Moderated by: **Steve Murphy**, director, commercial and enterprise payments advisory service, **Mercator Advisory Sayantan Chakraborty**, global head of cross border payments product, **JP Morgan***

**CBDCs, stablecoins and crypto:
analysing commercial payment use cases**

2:20pm-3:00pm

Crypto payments are on the rise, despite recent crypto heists and stablecoin collapses which have highlighted security vulnerabilities and volatility issues in virtual currencies. Whilst crypto divides opinion with affenciandos and detractors, regulators are now stepping in with moves to supervise markets. Biden's executive order to review and regulate the crypto industry, together with the development of central digital currencies (CBDCs), signal a move to stabilise and secure digital dollars. In this session we ask what are the implications of crypto regulation for commercial payments and cross border transactions in B2B markets, and the use cases for CBDCs and their applications in commercial credit and lending markets, including card markets.

*Moderated by: **Steve Murphy**, director, commercial and enterprise payments advisory service, **Mercator Advisory Srinivas Rao Cheedella**, president and MD, **Natsoft India Mark Fernandes**, head of crypto product, **Checkout.com***

ESG reporting for commercial payment providers

3:00pm-3:40pm

Banks and payment ecosystem partners are increasingly adopting ESG principles and practices. Whilst companies in the US currently have no mandatory requirement to report on ESG metrics, investors and clients are increasingly demanding ESG reporting in annual reports. The SEC is proposing mandatory climate disclosures, whilst in the EU ESG reporting is currently being legislated for. The panel will evaluate what can be done internally and externally in the commercial payments sector to deliver on ESG metrics, as well as embed sustainability, social responsibility and good governance policies and practises in business operations and products.

*Moderated by: **Patrick W. Diemer**, chair BT4 Europe and senior advisor, **Arthur D. Little***

Denika Torres**, global head of business & market management – Citi global commercial cards, **Citi

Rosemary Maloney**, travel & expense manager **Alteryx**, president of NYCBTA, **GBTA Ladders Leadership Team

Networking break

3.40pm-4.10pm

Agenda

Day 1 | Tuesday October 18th 2022

Digitisation: reducing checks in the payments ecosystem

4:10pm-4:50pm

Sixty-five percent of small- and mid-size businesses in the U.S. still use paper checks to manage their day-to-day payments. In a world where real-time payments are becoming the gold standard, many business owners stand to benefit from a more efficient way to manage their accounts. Check digitization, which enables business owners to make payments faster, more efficiently and more securely than ever before, is one such method. In this session we look at the development of a holistic digitisation approach, which starts with checks, and ends with a seamless integrated electronification process that reduces cost and labour for corporate end users. Beyond the mechanics, we examine the challenges businesses face as they transition from paper checks and what is required to enable the digitisation journey.

*Mike Reed, SVP, division president, payments, **Deluxe***
*Cindy O'Neill, President/GM Biller Solutions, **BillGO, USA***

The role of diversity and inclusion in building talent in teams

4:50pm-5:30pm

In a recent survey of FI CEOs, 85 percent polled agreed that promoting diversity and inclusion improves business performance. Promoting an inclusive culture where all can contribute allows diversity to flourish, banishes groupthink and reduces the echochamber. It also encourages innovation and improves products for diverse markets. D&I, in parallel with ESG initiatives, has in recent years risen to the top of the strategic agenda not just in HR, but in the CEOs office and across business. In this session, we focus on the benefits of hiring diversity to promote inclusion, creativity and innovation in teams, consider strategies to attract and and build more diversity of talent in commercial teams and look at best practices in supporting the needs of a diverse team and encouraging their growth and success.

*Moderated by: **Tanvi Patel**, payments director, **PwC US***
Nicole S Tackett**, head of CPTS strategy and commercial card solution, DEI champion, **U.S. Bank

Networking & reception

5:30-7:00pm



Agenda

Day 2 | Wednesday October 19th 2022

Registration and networking breakfast

8.15am-9.00am

Welcome address

9.00am-9.05am

The rise and rise of virtual cards and their applications in commercial payments

9:05am-9:50am

Technology continues to transform cards from physical to virtual and with global virtual card transactions currently \$320bn rising to projected \$550bn by 2024 according to recent research, the market is receiving intense focus. In this product focussed session we examine the diversification of virtual products and use cases in B2B transactions across different verticals. We also assess the process of capturing virtual card use transaction data to understand spend/use trends in specific markets, and look at how virtual payment technologies will continue to evolve.

Moderated by: **Grégoire Toussaint**, director, **Edgar, Dunn & Company**
Andrew Jamison, CEO, **Extend**
Robin Boudsocq, global head B2B payments, Citi commercial cards, **Citi**
David Trecker, B2B commercial solutions, SVP, **Mastercard**
Todd King, VP B2B Solutions, **TSYS, a Global Payments Company**

Next gen integrated spend controls

9:50am-10:30am

In the intensely competitive \$7bn expense management software market, next generation products are vying for ascendancy in the user rankings for both large enterprises and SMEs. Enhanced functionalities including full ERP and AP/AR integration, as well as real time reporting, APIs and improved digital and mobile experiences for employees, can make the difference in the race to excellence. In this session we discuss the development of the market in the post pandemic environment, with demands in both travel and B2B verticals, as well as other fast rising sectors, and ask what corporate clients really want next.

Moderated by: **Zachary Aron**, principal financial services, **Deloitte Consulting**
Joanne Modugno, VP, **Emburse**
Alexander Olsen, director, global head travel & expenses, **Citi**
Sergio Ortega, head of Pivot commercial cards, **BBVA**

Business travel: gearing for growth

10:30am-11:00am

2021 recorded \$750bn in business travel, at half the pre-pandemic peak of \$1.4trn recorded in 2019, according to statistical sources. Given the varied vaccine rollouts, are predictions for business travel to return to pre-pandemic levels by 2024 on track? In this session we examine how the commercial card industry is preparing products for T&E resurgence as travel spend returns to markets as well as examining how T&E will be different this time, taking note of evolving trends in travel, including technologies and environmental issues that are shaping travel markets.

Moderated by: **Patrick W. Diemer**, chair BT4 Europe and senior advisor, **Arthur D. Little**
Jami Stapelmann, global head travel and meetings, **Estee Lauder Companies**
Lydie Charpin, VP – corporate travel and spend management, **Mastercard**

Networking break

11.00am-11.30am

Roundtables: breakouts

11:30am-12:30pm

Select two of the following 8 roundtable discussion groups to attend

- **Expense management**
Moderated by: **Stefanie Nelsen**, partnerships director, **Emburse**
- **T&E revival and recovery**
Moderated by: **Patrick W. Diemer**, Chair BT4 Europe and senior advisor, **Arthur D. Little**
- **Open finance, embedded payments & payments as-a-service**
Moderated by: **Sanjib.Banerjee**, director - payments advisory, **PWC**
- **Virtual cards and vertical applications**
Moderated by: **David Blaha**, CRO, **Extend**
- **Cryptocurrencies, stablecoins and CBDCs in payments**
Moderated by: **Zachary Aron**, principal financial services, **Deloitte Consulting**
- **Real time payments**
Moderated by: **Steve Murphy**, director, commercial and enterprise payments advisory service, **Mercator Advisory**
- **AP/AR automation and STP**
Moderated by: **Frank Martien**, managing partner and founder, **Windward Strategy**
- **Fintech partnerships**
Moderated by: **Grégoire Toussaint**, director, **Edgar, Dunn & Company**

Roundtable breakout - groups rotate

12:00pm

Agenda

Day 2 | Wednesday October 19th 2022

Lunch & networking

12.30pm-1.30pm

Evolution of and growth of embedded payments in B2B markets

1.30pm-2.00pm

Embedded payments are experiencing exponential growth and are predicted to reach \$3.5trn in volumes by 2026. In this session we track the development of embedded payments and their impacts in B2B payment markets. We also take a look under the hood at embedded payments and the seamless integration of payment functionality within B2B applications, enabled by APIs, analyse the aggregation and use of payment data, and discuss the market implications of embedded payments for commercial card issuers going forward.

Moderated by: **Frank Martien**, managing partner and founder, **Windward Strategy**

Eric Spencer, director, commercial card, treasury & trade solutions, **Citi**

Angela Thresher, SVP – head of commercialization and product development, **U.S. Bank**

Optimising working capital management solutions for SMBs

2.00pm-2.30pm

Working capital solutions, designed to help businesses with short term liquidity, is a core growth area for commercial card products. In this lively session we identify the market need and demand for working capital solutions in the new economic environment and evaluate the spectrum of working capital payments solutions to optimise DPO/DSO for SMBs and how cards fit in the market. We also apply a technical lens to understand how new tech, including AI, can help predict working capital flows and optimise liquidity for businesses.

Moderated by: **Steve Murphy**, director, commercial and enterprise payments advisory service, **Mercator Advisory**

Michael.G.Carey, SVP commercial card product, **Citizens**

Christopher Johnson, president, financial services, **Pitney Bowes**

AP/AR automation: winning the market

2.30pm-3.00pm

With 30 million businesses in the US, each sending and receiving invoices, the market for AP software is enormous, yet full AP/AR automation is on a new level of transformation. Propelled by the processing challenges presented during lockdowns, the automation of AP/AR has now been prioritised by firms and is a focus of innovation in payment infrastructure. In this session we will demonstrate what AR/AR tech is in practice, how it can be applied in business, measuring the cost savings in AP/AR processes and scope the opportunity for market growth.

Moderated by: **Frank Martien**, managing partner and founder, **Windward Strategy**

Jim Walker, SVP business development, **BillGo**

Stephanie Wilczewski, director, comprehensive payables product management, **Bank of America**

Networking break

3.00pm-3.30pm

Solutions to minimise financial crime risk in commercial payment operations

3.30pm-4.00pm

With global losses to card fraud in both consumer and commercial payments projected at \$40bn annually, with third of losses occurring in the US, the imperatives to fight and scale back fraud crime are a vital and urgent priority for the payments industry. In this session we identify new and elevated risk in commercial payments ecosystems, including cybercrime, survey the latest initiatives of payment providers to improve security in payments infrastructure and evaluate solutions and best practice in combating financial crime.

Moderated by: **Steve Murphy**, director, commercial and enterprise payments advisory service, **Mercator Advisory**

Deborah Kinsella, director of fraud, **Pitney Bowes**

Agenda

Day 2 | Wednesday October 19th 2022

Tracking investment in fintechs and commercial payments partnerships

4.00pm-4.30pm

Global venture capital investment in fintech reached a record \$125bn in 2021, more than doubling 2020 figures and creating close to 200 unicorns with valuations in excess of \$1bn. Take a deep dive into the investment trends and outlook for the B2B payments sector, scan the acquisitions, private equity and listings in commercial payment markets, take a look at incubator funding and accelerator lab development for digital products, and predict future investment trends. Take a snapshot of the current fintech payments ecosystem and the categories, markets and sectors they serve and ask what makes a good partnership for both financial institutions and fintechs alike.

Moderated by: **Frank Martien**, managing partner and founder, **Windward Strategy**

Matt Harris, MD, **Bain Capital Ventures**

Payments messaging: ISO 20022 migration and alternatives

4.30pm-5.00pm

Banks are now transitioning their payment systems to the new ISO 20022, the next global standard format for financial messaging, providing data rich transactions, ahead of the deadline of late 2022. Whilst some banks are already using the new standard, others are at the beginning of, or midway into their payments transformation journey. The process of transition, and the technology and resource investment required, is a challenge many banks are grappling with as they migrate from legacy systems. In this session we look at the benefits of migration to ISO 20022, why the process is necessary if not mandatory, and what is required to achieve successful implementation.

Moderated by: **Sanjib Banerjee**, director - payments advisory, **PWC**

Yuan Xie, deputy head of information technology, **Agricultural Bank of China**

Summary & close

5.00pm

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Registration

To register online, please visit:
www.commercialpaymentsinternational.com/global-summit

Don't miss the

EARLY BIRD DEADLINE

Register by September 23rd 2022

Bank issuers
(bank issuer of a commercial card product)

Early bird discount (book by Friday September 23rd 2022)	\$1,995 (SAVE \$380)
Full registration October 18th-19th 2022	\$2,375

Register

All others
(Networks, processors, acquirers, fintechs, consultants, 3rd party advisors, all other sponsors)

Early bird discount (book by Friday September 23rd 2022)	\$2,295 (SAVE \$380)
Full registration October 18th-19th 2022	\$2,675

Register

- Ticket includes:**
- Full access to all the in-person sessions, table discussions and interactive panels
 - Full networking in the exhibition and the community area
 - Full access to all the live talks, Q&A and live polls
 - In-person networking and refreshments throughout the two days

- Group booking discount**
- 3-4 delegates – **30% discount** off entire group
 - 5 or more delegates – **50% discount** off entire group (this can not be combined with any other discount)

To claim, please email registration@cpi-events.com

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Our venues will take all practical steps to ensure attendees safety while on site. A full refund is available if the event needs to be postponed due to the covid-19 pandemic. Delegates can also request a refund on your delegate ticket if they are unable to attend due to a positive test result or are legally required to self-isolate (an official email will need to be sent, travel/ accommodation costs not included). Full refunds, unrelated to covid-19, are available on all cancellations received in writing 28 days before the conference start date. See the website for full terms and conditions.

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