

The 4th annual

Middle Market Commercial Cards & Payments Summit

June 14, 2017 | The Westin, Chicago, US

Maximize the opportunities for growth

The middle market is the biggest opportunity for commercial payments growth in the industry, however a lot of the potential market remains untapped – discover how you can grow your share of the market in this segment at the only event dedicated to the middle market of commercial payments.

Why attend?

- The only event dedicated to the middle market of commercial payments – therefore every session is relevant for you
- A unique connection opportunity – network with 100+ senior level professionals from this segment of the market
- Content-rich program – hear the latest findings from research

New for 2017

- Spotlight on FinTech – explore how they can help you to grow business in this segment of the market
- Delivering benefits to the Middle Market – hear a panel discuss what virtual card solutions can do for you
- Connecting the world of payables – find out how you can provide a holistic solution for your clients



Venue

The Westin

909 North Michigan Avenue,
Chicago, IL, 60611, US



Hotel accommodation

Please visit the website link below.
As space is limited, we advise you to
reserve your room as soon as possible.

commercialpaymentsinternational.com/mm



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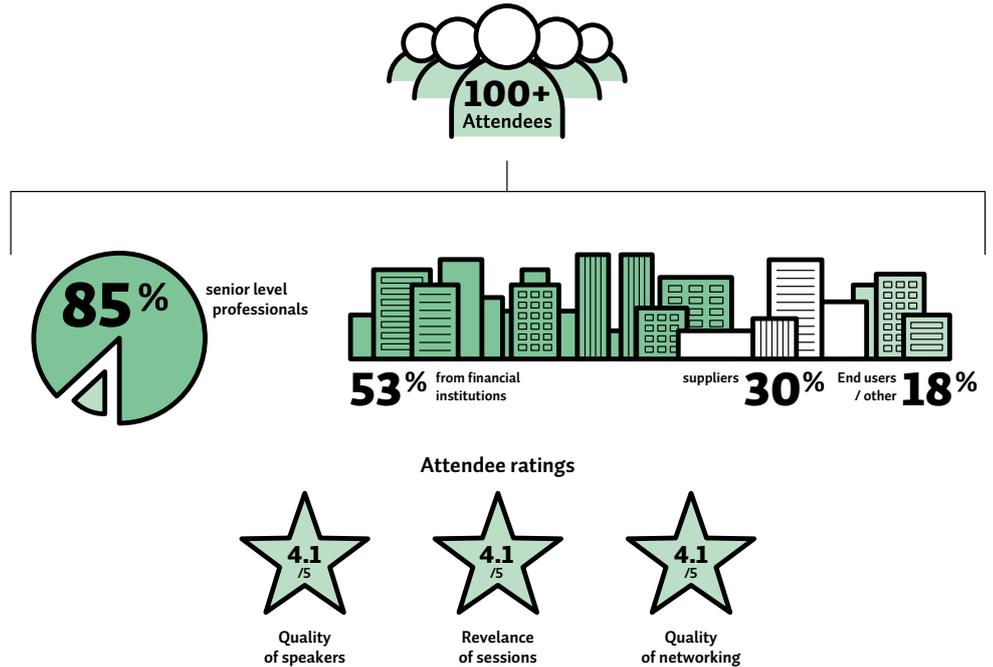
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Who will you meet?

This event attracts an audience of over 100 industry delegates, representing 50+ leading organizations. Middle market specialists from multinational and large regional banks as well as heads of middle market banking from local banks attend this event. Additionally this event attracts financial institutions of all types, consultants and key suppliers.



Sponsors and exhibitors

To learn more about partnership opportunities and how to position your brand in front of this audience please contact Melissa Sefic, SVP & Head of Commercial Payments International.

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melissasefic@eurofinance.com

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Chaired by: Mark Silverman, Payments & Business Development Senior Consultant, PayTech Consulting, US

8:00am **Breakfast**

Sponsored by FIS

9:00am **Welcome and opening remarks**

9:10am **The global picture**

Gain an important insight into current and future economic fundamentals with this keynote presentation that will provide growth forecasts for both the US and regions around the world. Learn how events such as the election season in Europe, the conflict in Syria, the price of oil, and the administration's domestic agenda may affect the business environment you are operating in.

Steven Leslie, Lead Analyst, Financial Services, The Economist Intelligence Unit

9:45am **Connecting the world of payables**

Being able to provide an integrated payables solution that covers all middle market payables and facilitates any type of payment, be it check, ACH or card, is the holy grail in the middle market. How can banks work with their clients to provide a holistic solution that works for every company? Will FinTech-related disruption, such as the possibility of buyer-initiated payments, help create a more comprehensive payments suite for the market?

Bridgit Chayt, SVP Director Wholesale Payments, Fifth Third Bank

10:15am **Delivering virtual benefits to the Middle Market**

The world of virtual accounts has plenty to offer to middle market companies. The challenge remains how to make virtual pay accessible to mid-sized companies. Hear the panel discuss the potential benefits of a virtual card solution and how implementation of such a program can be made easier for mid-sized company.

Moderator: Ray Champ, VP, New Payments Business, Mastercard
Rodrigo Sánchez, Senior Product Manager, Silicon Valley Bank
Henry T. Tsuei, MD – Asia, UATP
Arthur Weiner, VP, Head of Commercial Card Product, Wholesale Payments, Fifth Third Bank

11:00am **Coffee break**

Sponsored by Inlogik

11:30am **Spotlight on technology**

Middle market companies are often faced with manual and inefficient payment and procurement processes. Visa is collaborating with a variety of leading B2B technology providers to increase the adoption of innovative solutions that help address these pain points and grow B2B payments in the middle market. Join us for a panel of Visa partners across areas such as payables automation, payment cycle management and merchant marketplaces to learn how they have built unique value propositions for their end clients.

Moderator: Christina Wagner, Sr. Director, Visa
Nick Babinsky, Director of Business Development, Billtrust
David Disque, MD, CSI globalVCard
BC Krishna, President & CEO, MineralTree

12:15pm **Lunch**

1:30pm **Tackling regulatory challenges**

Regulatory requirements in the middle market are in flux with the future of Dodd Frank coming into question in the new political climate. At the same time, items such OFAC and KYC screening are required thousands of times over for banks with a sizeable middle market portfolio. Join our experts to gain an insight into how the regulatory world may change, hear best practices for banks to handle the deluge of compliance work, and learn how innovation can spring from these challenges.

Joel Feinberg, Partner, Sidley Austin LLP
Kim Ford, VP Global Public Affairs, First Data
Carol Van Cleef, Partner, BakerHostetler
Meg Nicholls, Financial Services Litigation Associate, Troutman Sanders LLP

2:15pm **Succeeding in supplier enablement**

Supplier enablement is a vital topic for the commercial payments business, particularly in the middle market where it can be more challenging. This session looks at strategies for banks to demonstrate the benefit of enabling suppliers to mid-market companies. What third party options are also now available as additional resources for clients?

Gene Bell, SVP, Operations Commercial Payments Division, AOC Solutions
Dale Hudoba, VP, Supplier Enablement, U.S. Bank
William L. Pierson, Senior VP, Treasury Management Group Manager, Card Services, PNC Financial Services Group
Michael S. Praeger, CEO & Co-Founder, AvidXchange, Inc.

3:00pm **Sophisticated servicing**

How do you select the best-suited service model for middle market customers whose needs are evolving? A raft of sophisticated technological servicing options online and via mobile are available, but where does that leave the relationship manager model? Our panel of experts explores the best practices in servicing the middle market and how to develop solutions for the segment that will set you up for success.

Kimberly G. Carroll, VP/General Manager Middle Market Sales, American Express
James Gifas, Group VP, M&T Bank
Jared Nicholson, SVP, Commercial Card, Zions Bancorp

3:45pm **Coffee break**

Sponsored by MineralTree

4:15pm **Crossing the chasm from opportunity to execution**

The results are in, and they are breathtakingly powerful. Every analysis of the middle market opportunity and growth for commercial card payments has the opportunity numbers off the side of the spreadsheet, and the lines trending exponentially above and to the right of the graph. But without execution, opportunity is firmly rooted in the realm of fantasy. This panel will discuss the real challenges that issuers, providers, buyers, and suppliers face in helping drive the use and adoption of commercial card payments in the middle market. Is the cost of underwriting worth it? Are buyers really bought into commercial card payments? How can supplier enablement scale and be cost effective in the face of smaller spend? Can smaller buyers really influence card acceptance with their suppliers? What does success look like?

Moderator: BC Krishna, President & CEO, MineralTree
Mike Kresse, SVP & General Manager, Digital Payments & Payment Services, FIS
Jennifer Murphy, VP, Senior Product Manager, Commercial Payments, City National Bank

5:00pm **Opportunities for improving working capital management**

Research from the National Center for the Middle Market has highlighted huge differences in working capital performance among middle market companies among key payments metrics. This presentation will explore the key findings from the research, highlight what the best-in-class firms are doing, and examine where banks can find a role in helping their clients improve their processes.

Tom Stewart, Executive Director, National Center for the Middle Market

5:30pm **Networking reception**

REGISTRATION FORM

HOW TO REGISTER

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CPI Middle Market Summit

June 14, 2017 | Chicago, US

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