

The 10th annual

# Global Summit

The only global event dedicated to commercial payments

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October 16-17, 2018 | Convene, 730 Third Ave, New York, NY, US

# The only global event dedicated to commercial payments

This year Commercial Payments International is proud to be celebrating its 10 year anniversary.

Our flagship event will be bringing together an insightful program, stellar speaker lineup and plenty of opportunity for you to connect with other senior-level commercial payments professionals.

On the agenda is a truly global perspective — to provide you with insight into what b2b payment teams around the world are doing. So you can learn best practices, hear case studies and get practical tips that you can take back to the office.

Join us for lively panel discussions, enlightening presentations and targeted discussions that all address the value that commercial payments delivers.

## Why attend?

CPI's longest running summit is the only place where the global community comes together to freely exchange ideas, discuss common issues and look to the future — all on a very senior level.

- Understand the latest legal and regulatory updates you need to know
- Discover new FinTechs servicing commercial payments at the b2b showcase
- Engage in lively debates and interactive panel discussions to shape the future of commercial payments
- Network with 200+ senior-level commercial payments decision makers
- Hone in on your area of interest by joining a roundtable discussion on FinTechs, integrated payables, virtual cards, travel expenses management and supplier & buyer management



“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

# Who are you likely to meet?

CPI has a proven track record of delivering high-level audiences from all parts of the value chain.

Connect with senior-level decision makers from organizations that issue commercial cards; cards and payments networks; payment processors; acquirers and b2b payment solution providers.

## Recent attendees include:

A.T. Kearney • Accenture • AirPlus International • Amazon Business • American Express • Apexconnect • Apruve • Association of Corporate Travel Executives • AT&T • Aurora WDC • Bain & Company • Bain Capital Ventures • BAML • Banco Santander • Barclaycard • BB&T • BBVA Compass • Billtrust • Blockchain University • BluePay • BMO • BNY Mellon • Boost Payment Solutions • Bottomline Technologies • Capital One • Cardlay • Carlisle & Gallagher Consulting Group • Chain • CICC US Securities • Cisco • Citi • Citizens Bank • City National • Cognizant Technology Solutions • Comdata • Commercial & Enterprise Payments • Commonwealth Bank of Australia • Concur Technologies • Conferma • CPC Resources • CSI Enterprises • Cytec Industries Inc. • Diners Club International • Discover Financial Services • Dun & Bradstreet • Edgar, Dunn & Company • Electronic Funds Source • Ernst & Young • Extend Enterprises Inc • Fifth Third Bank • Bank of Montreal • Bank of New Zealand • Bank of the West • Finexio • Fintech Consulting LLC • First Annapolis • First Interstate Bank • First Tennessee Bank • FIS • Freedom • Great Hill Partners • Hogg Robinson Group • HP Enterprise • HRG UK • HSBC • Huawei Institute • Hyperwallet • IBM • ING • Inlogik • Inturn • iSphere Global • Itaú Unibanco • Itemize • Ixaris • J.P. Morgan Chase • Javelin • KAE Consulting • KPMG • Lightyear Capital • Lloyds Banking Group • Lufthansa AirPlus • M Booth • M&T Bank • Marqeta • MasterCard • McGovern Smith Advisors • Merck • MidFirst Bank • MineralTree • Mizuho Bank • Modulr • Moneris • MSTs • MUFG • Murphy Research & Consulting LLC • National Bank of Canada • NTT Data • P2Payvision Limited • Paladion • Paymerang • Payoneer • PayTech Group • Phantom Cyber • PNC Bank • Polaris • Priority Commercial Payments • RBC • Regions Bank • Sagicor Bank Jamaica • Saudi Hollandi Bank • Security BankCard Center • Sidley Austin LLP • Spend Labs • Store Financial • SunTrust • Synchrony Financial • TD Bank • The Abrams Group • The Clearing House • The Economist Intelligence Unit • The Meyer Partnership • Thomson Reuters • TSYS • Tyco • U.S. Bank • UATP • UMB Bank • Union Bank • Vayana • Verient • Visa • Vocalink • Weber Shandwick • Wells Fargo Bank • WEX • World Bank • Zions Bancorporation



“I found the CPI Summit extremely useful. A stellar line up of distinguished speakers, a well structured program spanning relevant and interesting topics and a well curated set of interactive round table sessions.”

—Vinitha Aravinda-Doss, Associate Director, Payables & Receivables, RBS



“An excellent event with a great diversification of speakers sharing experience and knowledge. Very useful for networking with key market players to share views and ideas.”

—Gareth Smith, Senior Business Development Manager, B2B Payments, Barclaycard Commercial Payments



# Agenda | Day 1

Tuesday, October 16, 2018

## Creating value through commercial payments

8:00 Registration and networking breakfast

9:00 **Welcome and opening remarks**

**Melissa Sefic, SVP, Head of CPI**  
**Nicki Bisgaard, Group Head, PayTech Group**

9:10 **Charting new payment flows around the world**

In South and Southeast Asia, small business is the engine of growth and vitality; the US middle market is another specific market segment, also often seen as underserved. Various industry verticals from healthcare to logistics to the public sector have different payment flows and various value propositions, enabling providers to add value in specific ways. FinTechs recognize this, specializing in specific industry sectors. Hear an expert panel share their views about the regions, the market segments, and the industry verticals that are providing the greatest opportunities for growth. Identify the sources of current and potential payment volume.

**Gonca Latif-Schmitt, MD, Global Commercial Card Business Head, Treasury & Trade Services, Citi**  
**James Anderson, EVP, Commercial Products, Mastercard**  
**Kevin Phalen, Head of Global Business Solutions, Visa**

10:00 **The intersection of commercial payments and corporate client needs**

Issuers need to dedicate more time to understanding the needs of their corporate clients. While that may seem like an obvious statement, many do not follow through to understand the motivations, desires and criticisms of their customers. But without this foundation, it's difficult to create a successful product or service. Find out how commercial issuers can better understand the specific ways they can ease the burdens of their clients and create meaningful products and services, and how the industry can make payments more effective for them.

**Tim Peters, Head of Product, Commercial Cards, National Australia Bank**

10:30 **Networking refreshment break**

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**dataflexnet**

11:00 **Peer learning and networking: Roundtable discussions**

Attendees choose a topic areas of interest and join their cohorts to tackle challenges, share war stories and learn from one another's experiences. Each group will be led by a moderator to help facilitate the discussion, and at the end of the roundtable discussions, moderators share key takeaways from their groups with the entire audience.

**Understanding FinTechs and the markets they serve**

**Cindy O'Neill, President, Commercial Payments Division, Priority Technology Holdings**  
**Tom Priore, Executive Chairman, Priority Technology Holdings**

**Developing an integrated payables approach**

**Alex Mifsud, Founder & Chief Strategy Officer, Ixaris**  
**Andrew Auden, Product Director, Ixaris**

**Growing the virtual card business**

**Mary Ann Francis, Global Head of Strategy & Product for Payments, Treasury & Blockchain, DXC**

**New developments in travel and expense management**

**Prashant Kumar, Chief Business Officer, SpendLabs**  
**Vikas Panwar, Chief Technology Officer, SpendLabs**

**Supplier and buyer engagement**

**Greg Fioriti, VP, Money Movement, FIS**

12:00 **Lunch**

1:00 **Roundtable roundup**

Moderators from the roundtables come to the stage and share with the audience the key takeaways from the group discussion.

1:20 **Travel and expense management's next big wave**

As individuals become more accustomed to on-demand, real-time services at their fingertips, especially when booking travel, the past few years has seen the transformation of the T&E sector. It has embraced virtual card technology, is utilizing AI and machine learning, and overall expanding its automated services. How is this sector likely to continue to evolve? How are issuers taking advantage of this? And what lessons from the consumer digital experience can be applied to the corporate experience?

**Simon Barker, CEO & Co-Founder, Conferma**  
**David Holmes, Chief Commercial Officer, UATP**  
**Linda Weston, Product Management Director, Barclaycard Commercial Payments**

# Day 1 continued...

## 2:00 A/P and A/R: Solving for both sides of the equation

For years, industry efforts have largely been focused on engaging suppliers and alleviating their pain points in order to grow card adoption. But missing from the conversation have been the needs of the buyer. Both A/P and A/R functions can be stymied by manual functions and the need to manage cash flow and working capital issues. What are various stakeholders in the commercial payments value chain doing to solve for these specific needs and what specific opportunities arise, especially as FinTechs move in to fill some of those niches?

**Moderated by: Michael Carbone, Byram Consulting  
Cindy O'Neill, President, Commercial Payments Division, Priority Technology Holdings  
Martha Salinas, SVP, Americas & Global Accounts, MST  
Ben Ellis, SVP Strategy, Visa**

## 2:45 Networking refreshment break

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## 3:15 The state of global interchange

This presentation covers key data points and examines the current and likely path of global commercial interchange. What is the trend in commercial card interchange pricing, and what are the implications for the issuing business? How can commercial cards compete and be more relevant in a world of evolving payment technologies?

**Chris Holmes, SVP, KAE**

## 3:35 Revisiting the B2B pricing model: Creating a different conversation in a world of evolving payments

As B2B card usage grows, the current pricing constructs are becoming antiquated and unnecessarily complicated, creating a friction point for adoption. Industry stakeholders are being pressured to adapt to the needs of today's commercial trading partners, and in the new world order of automation and straight-through processing, the simplification and right-sizing of pricing models may prove to be a major value proposition for today's buyer/supplier relationships. Hear about alternative approaches and rethinking pricing models.

**Dean Leavitt, Chairman & CEO,  
Boost Payment Solutions  
Seth Goodman, Director, North American Product Head,  
Citi Commercial Cards, Citi**

## 4:15 Determining the value of cards within an integrated payables context

Among bank card issuers today, the question increasingly is are cards really always the solution? How are faster and real-time/instant payments a better fit for some uses, while cards are the ideal solution for others, and what are those scenarios? Is one payment type really competing with other providers' alternate payments, or are there opportunities to work together? And what are the cutting edge solutions — like the distributed ledger — that will continue to emerge?

**Moderated by: Michael Carbone, Byram Consulting  
Jeff Feuerstein, SVP, Large Market Products & Platform Product Management, Mastercard  
Alex Mifsud, Founder & Chief Strategy Officer, Ixaris  
Nicole Schrader Tackett, Head of Strategy & Specialized Industries, U.S. Bank**

## 5:00 The global regulation roundup

The past few years in the EU and UK has witnessed a spate of regulations and policies, impacting corporates, financial services institutions, and specifically payments: PSD2; reporting on payment practices just a few among them, not to mention commercial potential interchange regulation. Could the U.S. move toward this direction? And what are the specific new rules in the US — like beneficial ownership guidelines — that are on the horizon? But given the current political administration, could the U.S. also see the impact of loosening of regulations among banks. Meanwhile in Asia, the sandbox models supporting the development of FinTechs could also provide an interesting model for the rest of the world. Hear the most relevant regulatory issues around the world that industry influencers should take note of.

**John Casanova, Partner, Sidley Austin  
Joel Feinberg, Partner, Sidley Austin**

## 5:30 Networking reception

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# Agenda | Day 2

Wednesday, October 17, 2018

## The FinTech factor

8:00 Networking breakfast

9:00 Recap of day one

9:05 **Lessons learned from commercial lending's transformation**

The commercial lending space has changed rapidly over the past several years. Gina Taylor Cotter of American Express has examined the industry and market shifts that have transformed this space, including a surge in new alternative lending entrants alongside a move by incumbent institutional lenders to innovate. Join her conversation with a FinTech leader as they dissect the trends influencing this industry at a critical time where need once outpaced solutions, with a particular focus on SMB lending as a segment to test and learn.

**Jared Hecht, Co-Founder & CEO, Fundera**  
**Gina Taylor Cotter, General Manager, Global Commercial Financing, American Express**

9:45 **FinTech showcase**

Five back-to-back quickfire presentations from commercial payments FinTechs demonstrate how they are collaborating with financial intuitions, solving problems for customers, and simplifying client processes.

**Farhan Ahmad, Founder & CEO, Bento for Business**  
**Reza Satongar, CEO, Dataflexnet**  
**Andrew Jamison, CEO & Co-Founder, Extend**  
**Obreahny O'Brien, CEO, Lenox Group**  
**Justin Calvillo, Founder & CEO, PayBack**

10:30 **FinTech showcase audience Q&A**

10:45 Networking refreshment break

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11:15 **Breaking down barriers to entry for FinTechs and non-banks**

eMoney licenses, "banking light" licenses and bank charter applications are allowing FinTechs to expand their reach into areas that were once the sole territory of traditional banks. What impact will this have on a bank's payments business? What do these applications enable FinTechs to do, once they do obtain them? And which FinTechs are currently taking advantage of these new positions, and which ones are likely to move in this direction?

**Kevin Petrasic, Partner, White & Case LLP**

11:45 **What do investors value most in FinTechs?**

What investors see as potential successful investments could be the next big thing in payments. What are the categories of FinTechs they are watching, and what types of technologies do they see as potentially breakthrough? What criteria do they use when evaluating FinTechs? And how will this impact traditional banking services moving forward?

**Lindsay Fitzgerald, MD, American Express Ventures**  
**Arjun Mehta, VP, Bregal Sagemount**  
**Tom Priore, Executive Chairman, Priority Technology Holdings**  
**Timothy Willi, MD & Senior Analyst, Wells Fargo Securities**

12:30 Lunch

1:30 Conference concludes

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SVP & Head of CPI

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## “A fantastic event”

—Chris Holmes, SVP, KAE

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	Early reg	Full reg
<input type="checkbox"/> 2-day summit	\$1,995	\$2,375

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