

MOVING YOUR  
ORGANIZATION  
FORWARD WITH  
COMMUNICATION  
AND INNOVATION

# BANKTECH

CONFERENCE & INNOVATORS' SHOWCASE

**6 October 2020**

*A Virtual Experience*



# BANKTECH Conference

## GENERAL SESSIONS

8:00 am - 11:30 am CDT

### Welcome

*Callan E.H. Stapleton, President  
Illinois Bankers Education Services, Inc.*

### Future of Digital Banking

*Christina Churchill, National Financial Institutions Leader,  
and John P. Behringer, CPA, Partner, National Financial  
Institutions Consulting Leader and Great Lakes Financial  
Institutions Practice Leader, RSM US LLP*

Prior to the COVID-19 pandemic many financial institutions in the United States were beginning to adapt their business model to embrace the digital channel. Now the pandemic has brought to the forefront the need for every business, in particular banks, to have an effective digital strategy to be successful in a post-pandemic world. This presentation discusses how the pandemic has fundamentally changed consumer behaviors and how banks of all sizes can respond to these changes through the development and adoption of a digital strategy. This informative, fast-moving discussion will deepen your understanding of the digital landscape and its impact on financial institutions.

### Small Banks Open to Big Opportunity: How Open Banking is Leveling the Technology Playing Field

*Cindy Bladow, Regional Managing Director, Sales, Finastra*

It used to be that only the “big banks” could afford the biggest and newest technology, but that has changed with the evolution of open banking. When it comes to technology, community banks cannot afford to be pulled along on the technology train: they need to be at the front of the line. Discover why open banking is vital for the small and mid-sized bank to grow, transform, and compete; learn how to overcome the hurdles on your path to open banking; uncover the reason your customers are driving the need for change; and gain insights on how your bank can become an innovator without “breaking the bank.”

### Innovators' Showcase\*

See creative concepts and find new partners that can help move your business forward. Twenty companies demonstrate their latest solutions in rapid-fire, back-to-back eight-minute demos. Find the approaches that align with your strategic priorities, then visit them in the Innovators' Marketplace during breaks and lunch.

### Banking-as-a-Service (BaaS): Expand Your Bank's BaaS Platform and Grow Your Bank Safely and Soundly

*Stan Orszula and Brent McCauley, Partners, Barack Ferrazzano Financial Institutions Group*

A strong Banking-as-a-Service (“BaaS”) program allows banks to grow. However, fintech bank regulator experience varies and regulatory requirements and expectations are evolving. Learn how to develop, maintain and grow your BaaS platform, integrate the regulatory and legal framework into agreements with fintechs, and work with the bank's regulators to ensure a functional, compliant BaaS platform. The presentation also shares five key considerations to make your BaaS platform successful.

Noon - 3:00 pm CDT

### Innovators' Showcase *continues*

### The Digitization of Banking: What Fintech and Big-Tech Mean for the Competitive Landscape

*Robert Morgan, Senior Vice President, Innovation and Strategy, American Bankers Association*

Technology has fundamentally changed how people engage with brands, and banking is no different. Banking has always been a relationship business, and, as customer interactions increasingly become digital, banks will need to maintain and deepen these relationships. At the same time, fintech companies and, more recently, diversified large technology companies are offering financial services directly to customers. This session looks at how technology is changing the competitive landscape in banking and how banks can leverage it to deepen relationships with customers.

## INNOVATORS' MARKETPLACE

No appointment required. Visit the virtual Marketplace where our innovators have setup shop to introduce you to their company. We are sure they have a product or service to take your bank to the top!

8:30 a.m. – 8:35 a.m.

9:15 a.m. – 9:25 a.m.

10:55 a.m. – 11:05 a.m.

11:30 a.m. – 12:00 p.m.

1:10 p.m. – 1:20 p.m.

# THE INNOVATORS

\* Detailed schedule of eight-minute demos will be provided with login information immediately prior to the event.

## **Loan Repayment Solutions: The Next Frontier**

*John Johnson, Chief Development Officer, and Danielle Lausch, Director of Strategic Partnerships, Approval Payment Solutions*

## **Empower the Financial Health of Your Customers, and Their Families**

*Ryan Hanson, Solutions Consultant, BackBase*

## **Real Time Payments is Here. What Does this Mean for My Bank?**

*Todd B. Koehn, Vice President - Faster Payment Solutions, Bankers' Bank*

## **Achieving Hyperautomation with RPA in Banking**

*Mammet Dovgeldiyev, Cofounder & CEO, BankRPA*

## **Equipment Management: Manage Risks, Reduce Costs and Optimize Efficiency**

*Adam York, President and Co-Founder, Equipis*

## **Endpoint Natively-Built, 360° Protection Across All Attack Surfaces**

*Ken Shaurette, Director InfoSecurity and Audit, FIPCO*

## **Driving Growth with Digital Lending**

*Mark Coupland, Vice President of Sales, GDS Link*

## **Cannabis Banking: Managing Risk Through Technology**

*Mike Kennedy, Cofounder, Head of Product and Strategy, Green Check Verified*

## **Blockchain and Digital Currency: A Primer for Bankers**

*Joseph E. Silvia, Partner, Howard & Howard Attorneys PLLC*

## **Plinqit: Savings Made Simple One Reward at Time**

*Brooke McArthur, Sales Manager, HT Mobile Apps*

## **An Affordable and Practical Solution to Manage Emerging Credit Risk**

*David Ruffin, Principal, IntelliCredit, A division of QwickRate*

## **Digital Lending Solutions for Real World Challenges**

*Kristin Zell, Sales Executive, Jack Henry & Associates*

## **Digital Unsecured Personal Lending: Are You Ready for the New Normal?**

*Michael Goyne, Director of Business Development, Lenderful Solutions and Sid Haas, Vice President of Business Development, LKCS*

## **How to Digitally Open Accounts in 2 Minutes and 13 Seconds with Narmi**

*Nikhil Lakhanpal, Co-Founder and CEO, Narmi*

## **Drive Higher Performance by Leveraging Data and Analytics with the Performance Vault**

*Eric Weikart, Partner, PeerMetrix*

## **Keeping Banks Connected to the World of Connected Commerce**

*George Danforth, Vice President, Emerging Products, PULSE, a Discover company*

## **Did You Know One in Ten High-Value Vendor Invoices Contain Errors?**

*Michael Carter, Executive Vice President, Strategic Resource Management*

## **Risks and Rewards: Managing Farmland in a Trust**

*Jamieson Potter, Vice President of Sales, Tillable*

## **Technical Agility: Empowering Bankers in the Era of Covid**

*Tom Szews, Business Development, and Mike Venaccio, Executive-Product and Innovation, UFS, LLC*

## **Vendor Due Diligence for Artificial Intelligence/Machine Learning**

*Mike Morris, Partner, Wipfli LLP*

### **FEE**

Member \$99 pp  
NonMember \$249 pp

### **ATTENDEE PROFILE**

Chief Executive Officers, Presidents, Senior Management, IT/Operations, Compliance and Retail Officers

*Breaks and Lunch are scheduled throughout the conference.*

## **3 WAYS TO REGISTER**

ONLINE [ilbanker.com](http://ilbanker.com)

PHONE 217-789-9340

EMAIL [registrar@ilbanker.com](mailto:registrar@ilbanker.com)  
*Call with credit card information.*

### **CANCELLATION POLICY**

A full refund will be provided for cancellations through Friday, October 2. No refunds will be provided for cancellations after this date. Substitutions are permissible.

## **Partner Promo Codes**

### **Indiana Bankers Association**

CODE INTECH

### **Michigan Bankers Association**

CODE MITECH

### **Wisconsin Bankers Association**

CODE WITECH



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