

NORTHWEST SUMMIT FOR FINANCIAL PROFESSIONALS

MAY 10, 2024 7:30 A.M. - 6:30 P.M.
MEYDENBAUER CENTER, BELLEVUE, WA


NORTHWEST
SUMMIT
FOR FINANCIAL PROFESSIONALS
WWW.NORTHWESTSUMMIT.COM

7:30 AM - 8:50 AM

Conference Foyer



REGISTRATION, NETWORKING & CONTINENTAL BREAKFAST

Join industry peers prior to the conference to network and enjoy breakfast. Welcome comments and educational sessions will immediately follow.

8:50 AM - 9:40 AM

4th floor Ballroom



BEYOND DISRUPTION: BUILDING TRUST IN THE AI ERA

Exploring AI and quantum through an Industrial Revolution lens, we are at a critical inflection point. This is particularly true for critical infrastructure industries, each of which has its own implications when it comes to technological evolution. For the finance industry, AI is an obvious accelerator – increasing the scale of risk, expanding service options, and enabling enhanced compliance. But will people trust AI in an industry that holds their wealth and welfare in its hands? Moreover, what will happen when we overlay that with Quantum? How can history help us to prepare for unknowable change?

Speaker:

Megan Moloney
JD, CISSP, Associate Director,
Defense & Security Segment - Guidehouse

9:40 AM - 9:50 AM

Conference Foyer



NETWORKING BREAK

Join industry peers and meet someone new during this networking break.

**CONCURRENT
SESSION 9:50 AM**

9:50 AM - 10:40 AM

Room 403



CASH MANAGEMENT IN VOLATILE COUNTRIES

Treasury organizations exposed to volatile countries or emerging markets need to be more dynamic than ever before. They need to be familiar with ever-changing country specific regulatory, trade, political and market characteristics in addition to the latest geopolitical challenges. Local currency interest rates tend to be higher than in developed markets, making domestic liquidity management very important to controlling interest expenses. Emerging Market currencies also have regulatory complexities in terms of trapped liquidity. Without diligent planning and preparation of solutions, it is extremely challenging to remit surplus funds from these markets to offset borrowing elsewhere. While trade finance has benefits such as shortening the cash conversion cycle and improving working capital, trade with these volatile markets requires risk management to avoid FX illiquidity, and regulatory uncertainty.

Speakers:

Larson McNeil
Executive Director - JP Morgan Chase
Jim Scurlock
Senior Director, Assistant Treasurer - Expedia Group

9:50 AM - 10:40 AM

Room 402



UNLOCKING THE DATA SCIENTIST WITHIN: HOW TREASURERS ARE LEVERAGING AI

Join this session with HighRadius, and a corporate practitioner, to discuss how Treasurers and their teams need to evolve their roles by leveraging strategy, project planning and other skills to prepare for AI and to unlock the full potential of their organization's treasury function. Learn how AI can streamline processes, enhance decision-making, and drive efficiency within treasury operations. Discover the steps Treasurers can take to harness AI tools to effectively empower their teams and navigate the transformative journey toward becoming data-driven strategic leaders in finance.

Speakers:

Bernice Van der Velden
Senior Consultant - HighRadius
Christina Easton
Treasury Leader



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10:40 AM - 11:00 AM

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NETWORKING BREAK

Join industry peers and meet someone new during this networking break.

CONCURRENT SESSION 11:00 AM

11:00 AM - 11:50 AM

Room 403



CASH FORECASTING AND YIELD OPPORTUNITIES ON EXCESS CASH

Elevated interest rates have created opportunities for the highest short-term yields in over a decade but a clear understanding of your cash balances now and over time is necessary to fully leverage this opportunity. The tools, processes and insights outlined in this session will help make your forecasts more effective so you can better manage your cash resources regardless of the yield environment. In addition, the dynamic forces of the market and economy need to be understood and incorporated in your forecasts. And a good forecast also needs to balance the data types, time horizon, frequency, accuracy, forecast participants, and audience. This session will help cash managers effectively forecast and identify ways to enhance returns on excess while meeting investment policy risk objectives.

Speakers:

Sam Peay

Treasury Director - Pacvue

Brian Buck

Executive Director - Morgan Stanley

Wade Olsen

Co-Founder, CEO - Treasury Suite

11:00 AM - 11:50 PM

Room 402



HOW CAN BANKING API'S UNLOCK VALUE WITHIN TREASURY AND ACROSS THE ORGANIZATION?

Connectivity to your banks has remained unchanged in corporate treasury for too long. Sending and waiting for files from your bank is not an efficient process. With the development of API channels by the major banks to enable synchronous communication, the time is now that treasury can help their organizations navigate the journey to this new technology. During this session, we will provide an overview of banking APIs, how they work, and how the hybrid approach including legacy connectivity with smaller banks will be a positive change treasury can bring to their organizations and add value.

Speakers:

Ed Barrie

Chief Product Officer - Treasury4

Tim Smallow

Treasury Leader

Christina Easton

Treasury Leader

11:50 AM - 12:50 PM

4th floor Ballroom



NETWORKING LUNCH

12:50 PM - 1:40 PM

4th floor Ballroom



THE 'ZINN' OF TREASURY; ADVICE, INSIGHTS, AND REFLECTIONS ON THE ROLE OF THE TREASURER

In this interactive fireside chat, hear reflections from former Microsoft Treasurer, George Zinn on his 17 years as Corporate Treasurer of Microsoft. His insights and advice will span his long career of building a world class treasury team at Microsoft. With his many years' experience in corporate risk, investment portfolios, foreign exchange, corporate and structured project finance, dilution management, cash and liquidity, customer financing, and credit/collection activities, George is an expert at building a Treasury organization to power a growing and dynamic company. George will also talk about how he architected and executed a Digital Transformation Vision in Treasury utilizing Azure Cloud and Services, including machine learning for forecasting, natural language chatbots and PowerBI for data analytics.

Speakers:

George Zinn

Former Treasurer - Microsoft Corporation

Moderator:

Jim Scurlock

Senior Director, Assistant Treasurer - Expedia Group

1:40 PM - 1:50 PM

Conference Foyer



NETWORKING BREAK

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CONCURRENT SESSION 1:50 PM

1:50 PM - 2:40 PM

Room 403

Speakers:

Jim Petkovits
VP, Education & Events - Wespay
Craig Dawson
CEO - Retail Lockbox



FAST, FASTER, INSTANT - PAYMENT PROCESSING IN THE AGE OF REAL TIME PAYMENTS

Join Wespay and Retail Lockbox to get a faster payments overview. Not only has FedNow joined the instant payments mix in the US, alongside of The Clearing House and Real-Time Payments (RTP), but there are faster payments schemes coming online around the globe. As consumer expectations continue to rise with regard to instant payment options it's only a matter of time before the corporate space begins to feel the pressure to increase the speed and transparency within payment processing. There are great rewards to moving to faster payments but risks as well to understand and mitigate. This session will get you up to speed on all things faster in the payments space.

1:50 PM - 2:40 PM

Room 402

Speakers:

Catherine Berman
CEO and Co-Founder - CNote
Eliana Martinez
Impact Investments - Microsoft
Patrick Guilfooy
CTP, CTP(CD), Treasury Consultant - Peak Treasury



YIELD & IMPACT: A MISSION THAT IS POSSIBLE

In 2020, a historic number of corporations leaned into impact investing, committing over \$500B to minority deposit and community finance institutions and taking on concessionary yields. Now that the yield environment has dramatically shifted, a new generation of impact cash opportunities have emerged - ones that are more aligned with business goals and yield expectations. Join treasury practitioners for a candid fireside chat and hear how today's forward-thinking treasurers have discovered that they can enjoy competitive yields alongside meaningful corporate impact.

2:40 PM - 3:00 PM

Conference Foyer



NETWORKING BREAK

Join industry peers and meet someone new during this networking break.

CONCURRENT SESSION 3:00 PM

3:00 PM - 3:50 PM

Room 403

Speakers:

Taylor Anderson
CFA, CAIA, Head of Sustainable
Portfolio Solutions, Americas - DWS
Brandon Hillstead
Assistant Treasurer, Autodesk
Rob Du Boff
Senior ESG Analyst - Bloomberg Intelligence



MEANINGFUL SIGNALS FROM NOISE - INTEGRATING ESG IN TREASURY

Integrating sustainable finance or ESG objectives in Treasury is not new for some, however, the tools, resources, and number of products available continue to evolve rapidly along with the regulatory and reporting landscape. When it comes to your sustainability journey, it's important to focus on materiality and factor relevance. For example, climate considerations and avoiding some of the worst physical and transition risks are broadly applicable across Treasury. Other considerations may be dependent on your firm's operations, views, values, and beliefs. We will discuss different approaches to integrate the considerations that are most relevant for you and your firm. We will focus on how to create an ESG policy for Treasury that is congruent with operations and overall corporate values, without becoming a drag on performance or increasing tracking error. We'll work on how to implement your ESG policy across investments, working with internal PMs and external asset managers. It's important to evaluate approaches that allow for flexibility around different data providers and asset classes. We'll also touch on the current regulatory environment. Finally, we will cover ESG reporting, a critical policy component.

3:00 PM - 3:50 PM

Room 402

Speaker:

Carlos Conde
Treasury Practice Lead - Elire Inc.



BACK IN VOGUE - WORKING CAPITAL MONETIZATION

The cost of capital has radically changed over the past 18 months and companies of all sizes are taking a deep dive, looking at working capital as form of lower cost financing. Whether your company is looking at cash-ow, risk mitigation, sales expansion, or balance sheet metrics, working capital nance provides the treasurer several leavers to access capital that is trapped within invoices, purchase orders and inventory. During this session, Elire and a corporate practitioner will offer perspectives on how to optimize working capital and the best practices that you can review with your organization.

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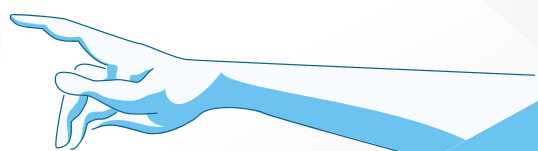
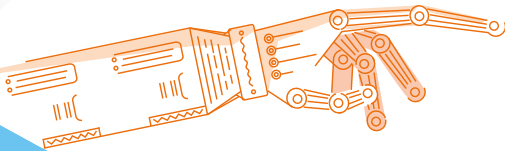
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3:50 PM - 4:10 PM

Conference Foyer



EXTENDED NETWORKING BREAK

Join industry peers and meet someone new during this networking break.

CONCURRENT SESSION 4:10 PM

4:10 PM - 5:00 PM

Room 401



THE ART AND SCIENCE OF CASH FLOW FORECASTING

Speaker:

Kim Kelly Lippert
Manager, Treasury Operations
American Honda Motor Company

The NW Summit is pleased to showcase its first practitioner led roundtable exclusively for corporate practitioners. We invite you to join the session (subject to space availability) to discuss this very timely topic as companies face the rising cost of capital, the need to manage expenses and optimize available resources for the firm. Treasury's role in driving the cash flow forecasting process is even more critical than ever. Led by Kim Kelly Lippert, Manager, Treasury Operations, American Honda Motor Company, the discussion will range from the 'art' such as how do you choose which forecasting process to use for your company and why to the 'science' which includes using advances in technology such as AI, ML and API's to optimize the outcome. This will be a very dynamic and engaging round table session so come prepared to discuss your own cash forecasting challenges and success stories in an intimate, practitioner only environment.

4:10 PM - 5:00 PM

Room 402



RELATIONSHIP MANAGEMENT A CORPORATE PRACTITIONER'S PERSPECTIVE

Speakers:

Marc Menges
Vice President & Assistant Treasurer - T-Mobile
Claudia Leslie
SVP, Capital Markets - Columbia Pacific Advisors

This session will resonate with all bankers who want to build the best relationships with their clients. Marc and Claudia will discuss all aspects of relationship management from the perspective of a corporate practitioner. This will be an excellent opportunity to ask questions ranging from, "what defines a good relationship manager?" to "how does a Treasurer identify a 'trusted advisor'?". Marc has over 15 years in Treasury leadership and leads the Capital Markets team at T-Mobile. Claudia is a former bank Relationship Manager and is now with the Real Estate Equity Capital Markets team at Columbia Pacific Advisors. Their combined insights will lay the foundation for a robust discussion on this multifaceted topic.

4:10 PM - 5:00 PM

Room 403



AFTER TREASURY, WHAT NEXT?

Speaker:

Saumya Mohan
Senior Director, Product Management,
Cross-Border Payments - Visa Inc.

For mid-career or senior treasury professionals, the path to expanding your skillset and growing your scope may not be straight up the treasury ladder. Treasury skills translate well into careers in FP&A, Finance Operations, Banking or Digital Payments Product. Saumya Mohan has held roles in Finance and Treasury before moving into the Payments space and can speak directly to building your skills across a number of functional areas and how to parlay those skills into senior leadership opportunities. Learn about non-standard Treasury career paths straight from the horse's mouth!

5:00 PM - 6:30 PM

Conference Foyer



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