Mid-Atlantic AFP
ASSOCIATION FOR FINANCIAL PROFESSIONALS

Mid Atlantic Association for Financial Professionals
2021 Financial Forum – Treasury Insights
October 14, 2021

The Engineers Club of Baltimore
11 West Mount Vernon Place | Baltimore, Maryland 21201

7:45 AM Registration / Continental Breakfast
8:30 AM Kick off / Virtual Start
12:00 Seated Lunch
4:30 Wrap Up

Earn up to 6.4 CTP / CCM / FPAC Recertification Credits

MAAFP

www.MAAFP.org
maafp@maafp.org

Covid-19 Protocols: Attendees must comply with all venue, local, state and federal Covid-19 mandates. Masks and hand sanitizer will be available. Seating will be socially distanced.

Schedule

Session #	Time	Presentation Title	Presenter		Company
	7:45-8:30 am	Registration, Continental Breakfast			
	8:30-8:40 am	Kick off	Kaliopi Provencher	President	MAAFP
1	8:45-9:35 am	*“Global, National and Regional Economic Outlook”*	Charlie Dougherty	VP and Economist	Wells Fargo
2	9:40-10:30 am	*“Treasury's strategic role in the digital transformation of the supply chain ecosystem”*	Christopher Ramsay	Product Solutions Specialist	J.P. Morgan Chase
			Dave Kosovec	Senior Director, Head, Product Marketing	Taulia
	10:40-11:00 am	Morning Break and Networking			
3	11:00-11:50 am	*“Treasury Management 2021-2022 Update”*	Jeff Diorio	Managing Director	PMC Treasury
			Raul Lopez	Senior Consultant	PMC Treasury
	12:00-1:00 pm	Seated Lunch / Club Tour	J. Austin Bitner	Executive Director	Engineer’s Club
4	1:10-2:00 pm	*“Real Time Payments are here. Realities, Real-time impact, Real-life scenarios”*	Peter Davey	SVP, Head, Product Innovation	The Clearinghouse
			Chris Ward	EVP, Head of Data, Digital and Innovations, Treasury Management	PNC
5	2:10-3:10 pm	*“Challenges with Forecasting and how it is affecting the present day and future of business”*	Kaliopi Provencher	Principal	Kaliopi Consulting
			Andrew Deichler	Content Manager Strategic Marketing	Kyriba
			Johnnie Watson	Deputy Treasurer	Johns Hopkins University
			Greg Ricci	Managing Director – Investment Operations & Accounting	State of Maryland
	3:10-3:30 pm	Afternoon Break			
6	3:30-4:30 pm	*“Why are there so many breaches these days? What to do in the event of a Data Breach – from Legal, IT, Strategy, and Insurance Perspectives”*	Spencer Pollock	Partner	Whiteford Taylor and Preston Law
			Chris Loehr	VP, Chief Technology Officer	CFC Response Solis Security
			Alexandra Bretschneider	Account Executive & Cyber Practice Leader	Johnson, Kendall & Johnson
			Joshua Arnold	Complex Claims Specialist	Hiscox, USA
			Laurel Egan Kenny	President	Turningpoint Communications
	4:30-4:35 pm	Final Thoughts / Conclusion			

Bios

in Order of Appearance

Session 1		**Charlie Dougherty** **VP and Economist** **Corporate & Investment Bank** **Wells Fargo**	Based in Charlotte, N.C., Charlie covers the U.S. economy with a focus on commercial real estate, housing, construction and regional sectors of the economy. He regularly writes indicator reports, produces special commentary, and contributes to the company's Weekly Economic & Financial Commentary. His commentary on the U.S. economy has been featured in various regional and national media. Before joining Wells Fargo in 2017, Charlie worked as a regional economist and consultant for IHS Markit and more recently for CertainTeed, a North American building product manufacturer. Charlie holds a B.A. and B.S. economics and finance from the University of Pittsburgh and a M.A., economics from Temple University.
Session 2		**Christopher Ramsay** **Product Solutions Specialist** **JP Morgan Chase**	Chris Ramsay is an experienced B2B Payables Specialist with J.P. Morgan's higher education and healthcare business in the Northeast and Mid-Atlantic Markets. Chris partners with treasury officers and bankers to help new and existing clients and their suppliers identify opportunities to create and leverage process efficiencies so that they can release cash tied up in the supply chain. Chris joined JP Morgan Chase in 2010 as an Accounts Payable automation specialist with the bank's Order-to-Pay product team. Chris has over 20 years of experience selling integrated finance and technology solutions to large clients around the world. Chris follows the rapidly evolving B2B payments industry and its drive greater convenience and efficiency with every payment mutually beneficial. Chris graduated Camosun College.
		**Dave Kosovec** **Senior Director** **Head of Product Marketing** **Taulia**	Dave Kosovec is Head of Product Marketing at Taulia, leading product positioning and go-to-market strategy for the company. Dave has extensive experience in the working capital management and supply chain space, having previously worked for SAP Ariba, Coupa, and Tradeshift in various product, sales, and consulting roles.
Session 3		**Jeff Diorio** **Managing Director** **PMC Treasury**	Jeff Diorio is PMC's Treasury Advisory lead with 30+ years expertise in Treasury and Finance operations and automation. Jeff boasts 30+ years experience with treasury automation and advising Treasurers on automating operations. He holds specific experience working for Fintech and TMS systems vendors including SunGard, SS&C, Fiserv and Broadridge and 12 years as a consultant to Treasury and Finance groups on all aspects of Treasury and treasury automation.. Jeff is also a board member of TMANY the NY/NJ/CT tri-state treasury association group.
		**Raul Lopez** **Senior Consultant** **PMC Treasury**	Raul Lopez is Senior consultant in operational Treasury best practices, payments and liquidity optimization. He is highly skilled in process analysis, modeling and financial analysis with specific experience working on treasury best practice reviews, banking services and working capital optimizations. Raul also holds significant experience at Deluxe payments on digital payment delivery, Treasury and FP&A at Uline and Walgreens.

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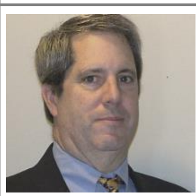
Session 4		**Peter Davey** **Senior Vice President, Head of Product Innovation** **The Clearing House**	Peter Davey leads product innovation at The Clearing House working with financial institutions and key partners across the industry to foster new and innovative concepts that propel the banking and payments industry forward. Peter is an accomplished executive, industry thought leader, influencer, futurist and corporate strategist across payments, banking and financial services. He has vast experience in banking and payments across all payment types, services and networks; and a proven track record of establishing payments governance, building consensus around payment strategies and providing thought leadership in many industry forums. Peter earned a bachelor's degree in Business Management from Wheeling Jesuit University and is an Accredited ACH Professional (AAP).
		**Chris Ward** **EVP, Head of Data, Digital and Innovations** **PNC Treasury Management**	J. Christopher Ward is EVP, Head of Data, Digital and Innovations for PNC Treasury Management - and Board member of The Clearing House. At PNC, he manages TM solutions innovation, enhancing client experience and driving business growth through payments modernization and application of the latest technology. Chris also serves as a senior advisor to PNC's TM clients. Previously, Chris held leadership positions at Capital One, including head of TM product management innovation and integration. In 11 years as SVP at Wells Fargo, Chris directed international strategy, payables and receivables and strategic business, technology, and product design and delivery initiatives. He attended Robert Morris University.
Session 5		**Kaliopi Provencher** **Principal** **Kaliopi Consulting**	Kaliopi Provencher is a Treasury Consultant and has formed her own company Kaliopi Consulting LLC. She previously was the Director of Treasury Operations at Johns Hopkins University. She held this position for more than fourteen years and was responsible for all aspects of treasury operations including domestic and international banking, cash management projects, credit card processing, and cash accounting. Her previous experience included twenty years at Zurich Insurance Group where she was responsible for banking relationships, cash forecasting, wire transfers and Accounts Payable. Kaliopi holds a B.A. in Political Science from University of Maryland (UMBC) and a Masters' Degree from American University.
		**Andrew Deichler** **Content Manager** **Kyriba**	Andrew Deichler is the Content Manager, Strategic Marketing at Kyriba. He develops and implements content that supports Kyriba's strategic growth. Key areas of focus include treasury management, payments and APIs. Prior to joining Kyriba, Andrew served as the Editor for Students and Emerging Professionals for SHRM, and the Multimedia Content Manager for the Association for Financial Professionals (AFP).
		**Johnnie Watson** **AVP, Deputy Treasurer** **Johns Hopkins University**	Johnnie Watson, III, is the Deputy Treasurer of Johns Hopkins University. Previously, Johnnie served as the Treasurer for the City of Atlanta and Head of Liquidity Management for the Life and Retirement Unit at AIG and held various positions within risk management, asset valuation and interest rate governance at USAA and Regions Bank. Johnnie began his finance career at Merrill Lynch and Wachovia, structuring credit derivative, interest rate derivative and volatility trade ideas for hedge funds. Johnnie holds a Bachelor's degree in Engineering, Science and Mechanics from Georgia Tech and an MBA from the University of Chicago.
		**Greg Ricci** **Managing Director** **MSRPS**	Greg Ricci is Managing Director, Investment Administration and Operations for Maryland State Retirement and Pension System. Prior to joining MSRPS in 2021, Mr. Ricci was the Manager of Debt and Treasury Analysis overseeing various working capital portfolios at The Johns Hopkins University. Mr. Ricci has earned a Bachelor's degree in Finance and Business Administration from The University of Tampa. He holds a Certified Public Accountant license.

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Session 6

	**Spencer Pollock** **Partner** **Whiteford Taylor & Preston Law**	Spencer Pollock is an award-winning cybersecurity attorney, public media figure, and partner with the cybersecurity law practice at Whiteford | Taylor | Preston. Mr. Pollock has extensive experience consulting, advising, and assisting clients in preparing and responding to cyber-attacks and data breaches, handling regulatory investigations, and ensuring organizations comply with all applicable state, federal, and international cyber laws. Mr. Pollock's experience includes speaking and presenting nationally about cybersecurity and cyber law for a wide variety of associations and trade groups. Finally, Mr. Pollock is an experienced trial and civil defense attorney who had served as the first chair on over fifty jury and three hundred bench trials.
	**Chris Loehr** **Vice President, CTO** **CFC Response / Solis Security**	Chris Loehr has over 25 years of leadership experience in designing and delivering cybersecurity and IT operational strategies for the financial and insurance industries. Chris currently serves as Executive Vice President and CTO of CFC Response/Solis Security, a division of CFC Underwriting, overseeing the day-to-day operations of the firm's Incident Response and Proactive Cybersecurity teams. In addition to day-to-day responsibilities, Chris spearheaded numerous improvement and optimization efforts for CFC Response. Chris is passionate about assisting small to medium-sized organizations through difficult cyber-attacks. He takes a comprehensive approach with each and every client businesses and prompt restoration process.
	**Alexandra Bretschneider** **Account Executive** **Cyber Practice Leader** **Johnson, Kendall & Johnson**	Alexandra Bretschneider joined Johnson Kendall & Johnson (JKJ) in 2015, bringing her diverse IT consultative relationship management experience. Given her experience, she manages the complete portfolio of her clients' commercial insurance and risk management programs across nonprofit, human services, senior living, manufacturing and distribution, and technology industries, specializing in Cyber Insurance and managing emerging cyber and technology risks. Alexandra was named JKJ's Cyber Practice Leader in 2020. Under her leadership, JKJ was awarded "Cyber Insurance Retail Broker of the Year" for 2021 by Advisen. Alexandra presents nationally and leads cyber organizations. She is a champion for women and students in her industry.
	**Joshua Arnold** **Complex Claims Specialist** **Hiscox USA**	Joshua Arnold is a complex cyber claim specialist for Hiscox, USA, where he is responsible for handling complex litigated and non-litigated 1st and 3rd party Cyber, Tech E&O and Media liability claims throughout the United States. Joshua holds 10 years of experience in the commercial insurance industry handling various complex to severe claims that include all phases of litigation.
	**Laurel Egan Kenny** **President** **Turningpoint Communications**	Laurel Egan Kenny, MBA, MSCM, CFMP leads a national treasury management focused marketing, communications and training company, working with the world's largest financial services and financial technology companies. Previously, she spent 13 years' building and leading marketing and business development initiatives at State Street Corporation and Santander. A TM industry champion and connector, Laurel is a multi-year, award-winning AFP Regional Officer and Past President of the New England AFP (8 years) and Director for the Dallas AFP (5 years). Laurel presents nationally and earned three degrees from Simmons University, Boston; and an Executive Leadership certificate from Cornell University.