



# Mid-Atlantic AFP

ASSOCIATION FOR FINANCIAL PROFESSIONALS

*Online  
Option  
Available*

## *Treasury &* **Fall Financial Forum**

The Engineer's Club of Baltimore

November 3, 2022 | 8:00 AM to 4:30 PM

Registration / Coffee: 7:30 AM | Kickoff: 8:00 AM | First Session: 8:15 | Break 9:15 AM

Lunch: 12:00 Noon | Break: 2:00 PM | Conference Conclusion: 4:30 PM



*Approved for up to 7.8 CTP and FP&A Credits by the Association for Financial Professionals*



<b>8:00</b>	<b>Welcome, Kick off</b>	
<b>8:15</b>	<b>Economic Update</b> Abbey Omodunbi, PNC	Overview of the U.S. economy in 2022 and 2023 forecast. What will the Federal Reserve do in 2023 to fight inflation? Will the labor market finally slacken in 2023 or remain extremely tight?
<b>9:30</b>	<b>PCI Compliance Panel</b> David Amann, JHHS Eric Kuhn, JHHS / JHU Sean McGrail, Integrity Merchant Solutions, LLC	A multi-perspective presentation on PCI Compliance, including the RPF and implementation processes from client and vendor sides. Integration, standardization and training best practices will also be discussed. Panelists will provide use cases, experiences and advice for gaining executive championship and getting treasury at the table when decisions are made.
<b>11:00</b>	<b>Risk Management Strategies for supply chain, cyber and operations</b> Melissa Burk, Diversified Insurance Industries, Inc.	With so many threats to organizations, including supply chain, cyber and operational risks, risk managers are part of a treasury team, committed to taking a holistic view of and approach to risk management. Treasury professionals are at significant risk as threat actors target them for their autonomy and access to executive management, systems and an organization's finances.
<b>12:00</b>	<b>Networking Buffet Lunch</b>	
<b>1:00</b>	<b>Vendor payment optimization and fraud mitigation post-pandemic</b> Chris Ramsay, JP Morgan Chase	Future-proofing the vendor payables ecosystem to create financial health in the supply chain while protecting it from bad actors, is top of mind for many forward-thinking organizations. Digitization creates opportunities to become more efficient with processes and cashflow, and it presents opportunities to strengthen controls and mitigate vendor identity fraud. This discussion will explore how macro-economic influences and post-pandemic challenges, like rising interest rates and resource and staffing constraints, are challenging organizations to adapt and evolve quickly.
<b>2:10</b>	<b>Real Time Payments Update</b> Steven Douglass, The Clearing House	Nov 17th marks the 5-year anniversary of the first RTP transaction. It remains the only live real-time settlement rail in the United States. Steve will give a high-level overview of the network itself, followed by a more in-depth discussion around the exciting product enhancements that continue to propel it forward.
<b>3:15</b>	<b>Digital Trends in Treasury</b> Jeff Diorio, PMC Treasury	New vendor and banking technology and automation offerings present Treasury with a bewildering new set of capabilities that have the promise of enhanced efficiency, scalability, increased financial management and control. Jeff will discuss the traditional and new offerings as well as what companies are taking advantage of and their use cases for the solutions. He will discuss what works and what are still good "future potential" opportunities. This will be an interactive session with the opportunity to get your specific technology questions answered.
<b>4:15</b>	<b>Wrap Up</b>	



**Abbey Omodunbi**

*Assistant Vice President / Senior Economist PNC*

In this role, Oluwaropo A. (Abbey) Omodunbi is responsible for contributing to PNC's regional, national and international economic analysis and forecasts, including coverage of metropolitan area economies throughout PNC's footprint. In addition, Omodunbi also speaks frequently about the economy to PNC clients and regional media. Omodunbi is frequently cited in international, national, and regional media outlets including The Wall Street Journal, CNN, CBS News and MarketWatch. In addition, he appears regularly on NPR. Prior to joining PNC in 2018, Omodunbi spent 3 years in risk management at Goldman Sachs in New York. He also worked as a research fellow at The Conference Board, New York. Omodunbi is a member of The Economic Club of Pittsburgh - the local chapter of National Association of Business Economics (NABE). He is the past research director at the non-profit FREE (Finance Requires Effective Education), a financial literacy initiative. Omodunbi earned his Ph.D. in economics from SUNY (Binghamton) with concentrations in labor economics and econometrics. He also has a BS from New Jersey Institute of Technology.



**Dave Amann**

*Director of Banking Services Johns Hopkins Health System Treasury Services Johns Hopkins Medicine*

With \$8 billion in revenue, Johns Hopkins Medicine provides care in a dynamic health care environment that includes 3 academic medical centers, community hospitals, international ventures, physicians' groups and a health insurance company. Dave leads a team of treasury professionals to meet the needs of internal and external customers and maintains relationships with operating banks and credit card merchant banks; administers several banking platforms including a treasury workstation; consults internally and serves as liaison with the General Accounting and Information Technology groups. Dave has achieved best practices and outcomes by influencing the architecture of incoming & outgoing cash flows and the accompanying reporting for all Johns Hopkins Health System entities. Dave has been an employee of the Johns Hopkins Health System for 26 years, rising from the position of senior accountant. Earlier career experience includes public accounting and financial services sales. He passed the uniform CPA exam and has earned an MBA from Loyola University in Maryland.



**Eric Kuhn**

*IT Operating Unit Director, Johns Hopkins Client Technology Solutions*

Eric Kuhn is responsible for PCI (Payment Card Industry) endpoint hardware at Johns Hopkins Health System and University. His team manages over 1,700 devices located across Maryland, The District of Columbia, and Florida. They manage the full lifecycle for each system from procurement, storage, deployment, support, attestation, and finally, destruction.



**Sean McGrail**

*President and Founder Integrity Merchant Solutions, LLC*

Integrity Merchant Solutions is a registered ISO (Independent Sales Organization) and has 14,000 clients across the United States and processes a combined \$8.5 Billion Dollars a year and 225 million transactions a year. Sean has 21 years of merchant processing experience including 8 years working as a sales agent for a national processor before starting Integrity Merchant Solutions in January 2009. Sean has experience with PCI Compliance and helps his clients understand and achieve PCI compliant status along with keeping the costs under control.



**Melissa Burk**

*Client Executive  
Insurance  
Industries, Inc.*

Melissa Burk has been a licensed Property and Casualty and Life and Health Insurance Broker since 1995. She is a Certified Insurance Counselor (CIC), is currently in the process of earning the Certified Risk Manager (CRM) designation, and a Certified Information Privacy Professional/United States (CIPP/US) certification. Melissa spent her early career in marketing, specifically creating tailored insurance programs for clients across industries and geographies. After spending a year exploring the carrier side of the business with The Hartford, Melissa rejoined the agency side with a focus on client services. Drawing on her experience, Melissa works with clients to identify, analyze, control, transfer and manage their risk and utilizes her superior carrier relationships to provide the best possible coverage and terms to her clients. Melissa now focuses on Technology and Cyber Liability insurance. She is committed to helping technology businesses, startups, and those with cyber liability exposures to properly protect themselves, attract investors and clients, and position themselves for growth. Melissa holds a B.A. in Marketing from Loyola College.



**Chris Ramsay**

*Product Solutions  
Wholesale  
Payments  
Product Delivery  
Commercial  
Banking  
JPMorgan Chase*

Chris Ramsay is an experienced B2B Payables Specialist with J.P. Morgan's higher education and healthcare business in the North East 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 J.P.Morgan in 2010 as an Accounts Payable automation specialist with the Order-to-Pay product team. Chris has over 20 years of experience selling integrated finance and technology solutions to large clients around North America and the Pacific Rim. Chris is a passionate student of the rapidly evolving B2B payments industry and its relentless drive toward greater convenience and efficiency. He believes every payment from a buyer to a supplier can and should be mutually beneficial. Chris is a graduate of Camosun College in British Columbia.



**Steven Douglass**

*Vice President of  
Sales and  
Business  
Development  
The Clearing  
House*

Mr. Douglass serves as Vice President of Sales and Business Development at The Clearing House. Prior to joining The Clearing House, Mr. Douglass spent 14 years at BNY Mellon, where he held various roles within BNY Mellon's Private Wealth Management, Asset Management and Treasury Services groups. He also spent 1.5 years as a Sales and Relationship Officer in PNC's Treasury Management – Strategic Partners division. Mr. Douglass has been with The Clearing House since October 2020. He has a Bachelor's Degree in Business Management and Economics from the University of Pittsburgh and holds the Certified Treasury Professional designation from the Association for Financial Professionals.



**Jeff Diorio**

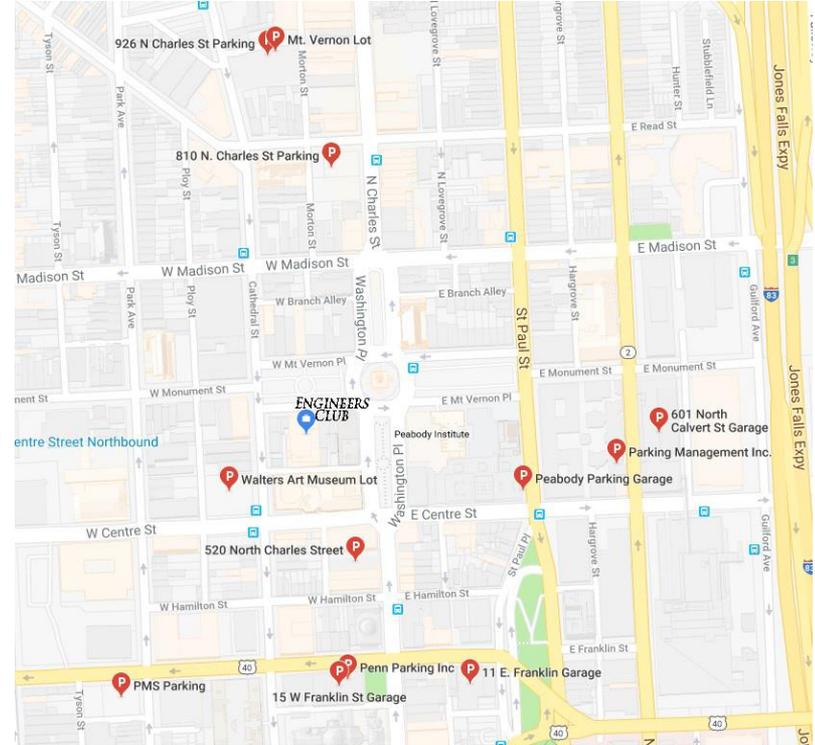
*Managing  
Director  
PMC Treasury*

As a Managing Director at PMC Treasury, Jeff is a senior lead in the Operational Treasury advisory practice. He works with corporate treasury departments, technology and banking vendors to automate Treasury as well as optimize all aspects of Treasury operations. Jeff has more than 30 years of experience in both financial technology as well as global treasury operations that allow him to bring a strategic focus to this leadership role. He performs extensive thought leadership research and studies. Specialties include Treasury automation design, selection and implementation, Treasury and liquidity optimization, and payment risk mitigation. Jeff is currently a Director at Large on the board of the Treasury Management Association of New York. He has been a speaker at the AFP National Conference, and numerous regional treasury and bank conferences. Jeff has a BS in Mathematics from Northwestern University and is also a CCM.



## Logistics

- Parking is available in designated lots within walking distance from The Engineer’s Club. See map.
- Coffee and Tea will be served as attendees arrive beginning at 7:30 AM and will be replenished throughout the day.
- Conference Kickoff will be at 8:00 AM and end by 4:30 PM. Breaks will be provided at 9:15 AM, 12:00 Noon (lunch) and 2:10 PM.
- Lunch will be a hot luncheon buffet, complete with several choices of entrée, soup and salad to meet most dietary needs.
- We will follow local Covid-19 and other guidelines for health and safety. (Masks are optional at his time.)
- Please attend all the conference in order to be eligible for full CTP, FPAC credits from AFP.
- Virtual Option is available live only. Recording is not available.



## MAAFP Board



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