



The AMERICAS Cash Cycle Seminar

MIAMI | NOVEMBER 14-17, 2016

Agenda

Monday, November 14, 2016

- 2:00pm–5:00pm **Workshop on Cash Forecasting and Optimization** led by Bo Holmgren, President & CEO, GreenCash International and Executive Director, Cash Management Association of The Americas (CMAA)
Level 2 - Escorial/Alhambra
- 4:00pm–6:00pm Registration and distribution of badges and delegate materials
Level 2 - Satellite Registration
- 5:00pm–7:00pm Welcome Reception in Sponsor Exhibition (*Level 2 – Mezzanine*) -- hors d'oeuvres, beer and wine will be served.
Sponsored by Cash Processing Solutions (CPS) Ltd.

Tuesday, November 15, 2016

- 8:00am–7:00pm Sponsor Exhibit Viewing; coffee, tea and pastries served from 8:00am – 8:30am.
Level 2 - Mezzanine
- 8:30am–8:40am **Opening Remarks** by Trish Halligan, Managing Director, Americas & Caribbean, Currency Research
Level 2 - Biscayne Ballroom
- 8:40am–8:50am **Welcome to Miami** by Bevery Ferrell, AVP and Branch Manager, Federal Reserve Bank of Atlanta – Miami Branch
Level 2 - Biscayne Ballroom

General Session 1: Future of Cash & Payment Trends -- Coordinated by Trish Halligan, Currency Research

Level 2 - Biscayne Ballroom

- 8:50am–9:20am **Consumers Still Want Their First Love ... Cash** by Alex Bau, Manager, Operation and Business Continuity, Federal Reserve Bank Cash Product Office
- 9:20am–9:40am **Threats to Cash: What the Recent Research Tells Us** by Eugenie Foster, Executive Director, International Association of Currency Affairs (IACA)
- 9:40am–9:55am Questions & Answers

- 9:55am–10:15am Delegate Photograph -- please exit promptly at close of session. Staff will be on hand to direct you to the correct location.
Level 2 - Chopin Ballroom
- 10:15am–10:45am Coffee break in Sponsor Exhibition
Level 2 - Mezzanine

SPONSOR BREAKOUT MEETINGS I

Level 2 - Sandringham, Windsor, Balmoral, Escorial/Alhambra

360 Degree Surveillance in the Cash Centre by Giesecke & Devrient - Level 2 - Sandringham

10:45am–11:30am **Smart Safe Lessons from Latin America** by Armor Safe Technologies - Level 2 - Windsor

Automation – How Can It Be Used in Cash Processing? by Cash Processing Solutions (CPS) Ltd. Level 2 - Balmoral **(Closed to Competitors)**

Most Central Banks Have Clean Note Policies for Notes in Circulation But How Can Monitoring be Achieved in a Consistent, Uniform Manner? by Innovia Systems - Level 2 - Escorial/Alhambra

General Session 2: Risk, Regulation, and Best Practices -- Coordinated by Brian Downey, Giesecke & Devrient

Level 2 - Biscayne Ballroom

11:35am–11:55am **How Risk is Rapidly Shifting International Finance** by David J. Schwartz, President and CEO, Florida International Bankers Association (FIBA) and Wayne Shah, Senior Vice President, Wells Fargo Bank, N.A.

11:55am–12:15pm **Commercial Deposit Re-engineering – Best Practices** by Kevin H. Connelly, Executive Vice President, The RWC Group

12:15pm–12:35pm **Cash Cycle and Custody Systems in Peru** by Alejandro Rozas Alosilla Velasco, Deputy Manager of Analysis and Programming Working Capital, Working Capital Management Division, Central Bank of Peru



12:35pm–12:50pm Questions & Answers

12:50pm–2:00pm Buffet lunch
Level 2 - Mezzanine & Chopin Ballroom

General Session 3: Cash Management -- Coordinated by Jason Kuhn, Nautilus Hyosung

Level 2 - Biscayne Ballroom

2:00pm–2:20pm **Banking Services in Retail, How to Live Up to the Challenge!** by Laura Hernández, Director, 7-Eleven Mexico



This presentation will be conducted in Spanish

2:20pm–2:40pm [Objectives of the Cash Management Association of the Americas \(CMAA\)](#) by Bo Holmgreen, Executive Director, CMAA

2:40pm–2:55pm Questions & Answers

Sponsor Breakout Meetings 2

Level 2 - Sandringham, Windsor, Balmoral, Escorial/Alhambra

[Get Connected to the Virtual World of Cash Processing](#) by Giesecke & Devrient - Level 2 - Sandringham

3:00pm–3:45pm [Smart Safe Lessons from Latin America](#) by Armor Safe Technologies - Level 2 - Windsor

[Social Engineering: How Strong is Your “Human Firewall”?](#) by Lowers Risk Group - Level 2 - Balmoral

[The Increasing Popularity of Alternative Substrates to the More Traditional Cotton Offers New Challenges for Counterfeiters, and Brings Confidence to the Market – Provided it is Appropriately Equipped](#) by Innovia Systems - Level 2 - Escorial/Alhambra

3:45pm–4:15pm Coffee break in Sponsor Exhibition
Level 2 – Mezzanine

General Session 4: Panel Discussion

Level 2 - Biscayne Ballroom

4:15pm–5:15pm [Panel Discussion: Will Cash Handling Innovations Transform the Supply Chain?](#)

moderator: Steve Son, Director - National Operations, Business Continuity, and Application Product Management, Federal Reserve System Cash Product Office ;

panelists include: Donna Becraft, CIO, Dunbar Armored, Inc; Amy Burr, Vice President, National Cash Automation, Federal Reserve System Cash Product Office; David S. Hasler, Senior Director, Global Treasury, Walmart; Carl Harler, Vicepresident, JPMChase Bank

5:15pm–7:00pm Cocktail Reception in Sponsor Exhibition (*Level 2 – Mezzanine*) -- hors d'oeuvres, beer and wine will be served
Sponsored by Giesecke & Devrient

Wednesday, November 16, 2016

7:30am–8:15am CMAA Member Breakfast (by invitation; exclusively for CMAA members)
Level 2 - Raphael/Michelangelo

8:00am–3:30pm Sponsor Exhibition open; coffee, tea and pastries served from 8:00am – 8:30am.
Level 2 – Mezzanine

General Session 5: Emerging Trends & Technology -- Coordinated by Keith Eckford, Cash Processing Solutions (CPS) Ltd.

Level 2 - Biscayne Ballroom

8:30am–8:50am **Right on the Money: Emerging Trends in the Cash Lifecycle** by Deirdre Spehar, Vice President Financial Institutions, GardaWorld

8:50am–9:10am **The Revolution of Cash Handling Technology and the Prominent Role of the Armored Carrier Industry** by J. R. Davis, Senior Vice President, Davis Bancorp and Refugio Lopez, Vice President, SureTraxx Cash Management Systems

9:10am–9:30am **Global Trends in Payment and the Future of Cash in Circulation** by Gonzalo Santamaria, Vice President, Currency Research

9:30am–9:45am Questions & Answers

Sponsor Breakout Meetings 3

Level 2 - Sandringham, Windsor, Balmoral, Escorial/Alhambra

Eliminating 100% Internal Losses – ATM Security by Spinnaker International Ltd.
- Level 2 - Sandringham

9:50am–10:35am **What Processing Platform is Best for the Cash Processing Operation?** by Toshiba - *Level 2 - Windsor*

Automation – How Can it be Used in Cash Processing? by Cash Processing Solutions (CPS) Ltd. - *Level 2 - Balmoral (Closed to Competitors)*

Managing Cash at 360° by NCR - *Level 2 - Escorial/Alhambra*

10:35am–11:05am Coffee break in Sponsor Exhibition
Level 2 – Mezzanine

General Session 6: Panel Discussion

Level 2 - Biscayne Ballroom

Panel Discussion: Everybody Wins: Successfully Realigning Cash Management Roles

11:05am–12:05pm moderator: Jim Poteet, Executive Vice President – Sales & Marketing, Fireking Security Group

panelists: Robert Lynch, SVP, National Financial Business Development, Loomis; Deirdre Spehar, Vice President, Financial Institutions, GardaWorld; David Negrete, Director, Commercial Cash Services Integrated Services for the Americas, MUFG

*Union Bank; David Koval, Cash and Service Transportation Services Executive,
Bank of America*

12:05pm–1:15pm Buffet lunch
Level 2 - Mezzanine & Chopin Ballroom

General Session 7: Innovation & ROI -- Coordinated by Larry Robinson, Armor Safe Technologies

Level 2 - Biscayne Ballroom

1:15pm–1:35pm **Assisting Retail, Banks, Central Banks and the Consumer in a More Efficient Usage of Coins** by Sérgio França, Diretor Comercial e Estratégia LVGE, Prosegur Brazil 

1:35pm–1:55pm **Looking Beyond ROI in Cash Center Automation** by Martin Bauer, Vice President, Commercial Markets, Giesecke & Devrient

1:55pm–2:10pm Questions & Answers

Sponsor Breakout Meetings 4

Level 2 - Sandringham, Windsor, Balmoral, Escorial/Alhambra

Cash Echo-System Within The Retail Bank Branches by Nautilus Hyosung - Level 2 - Sandringham

2:15pm–3:00pm **What Processing Platform is Best for the Cash Processing Operation?** by Toshiba - Level 2 - Windsor

The Road to a Truly Optimized Cash Cycle by Diebold Nixdorf - Level 2 - Balmoral (Closed to Competitors)

Managing Cash at 360° by NCR - Level 2 - Escorial/Alhambra 

3:00pm–3:30pm Coffee Break in Sponsor Exhibition
Level 2 – Mezzanine

General Session 8: Industry Initiatives -- Coordinated by Francisco Lopez, Innovia Systems

Level 2 - Biscayne Ballroom

3:30pm–3:50pm **The Global Performance Benchmark Study by CPS – The Results and What We Can Learn** by Keith Williamson, Marketing and Commercial Director, Cash Processing Solutions (CPS) Ltd

3:50pm–4:10pm **The Federal Reserve's Strategies for Improving the U.S. Payment System** by Nedelka M. Bell, Senior Account Executive, Customer Relations and Support Office, Federal Reserve Bank of Atlanta - Miami Branch

4:10pm–4:25pm Questions & Answers



This presentation will be conducted in Spanish

- 4:25pm–4:45pm *Live Industry Survey led by Gonzalo Santamaria, Vice-President, Currency Research*
- 4:45pm–5:00pm *Seminar Closing Remarks by Gonzalo Santamaria, Vice-President, Currency Research*

Delegate Appreciation Dinner

6:30pm-10:30pm Aboard the Biscayne Lady Yacht

The Delegate Appreciation Dinner Cruise will depart from the pier outside the hotel, which is a short 5 to 7 minute walk from the front lobby. Staff will be on hand to guide the way. We will be docked for the first 30 minutes and last 30 minutes of the 4-hour timespan.

Sponsored by Nautilus Hyosung

Thursday, November 17, 2016

Currency Production Symposium: Where the Cash Cycle Begins

Level 2 - Biscayne Ballroom

8:30am–9:00am *Coffee, tea and light food served*

Symposium Session 1 -- Coordinated by Marci Chavez, Currency Research

- 9:00am–9:20am **Industry 4.0 Meets the Cash Cycle** by *Lorraine Laviolette, Vice President, Central Banks, Giesecke & Devrient*
- 9:20am–9:40am **Innovations and New Options for Banknote Security Inks** by *Nick Cooper, Sales Director, Luminescence International Ltd.*
- 9:40am-10:00am **The Benefits of Choosing the Right Denominational Mix** by *Paul Morgan, Regional Director of Sales, The Royal Mint*
- 10:00am–10:15am *Questions & Answers*
- 10:15am – 10:45am *Coffee break*

Symposium Session 2 -- Coordinated by Trish Halligan, Currency Research

- 10:45am-11:05am **Polymer Banknotes: The Afterlife** by *Chris Catlin, Head of Central Banking Services, PolyTeQ Services*
- 11:05am-11:25am **Note Life and Quality: Observations from Processing Data** by *Shaun Ferrari, Assistant Director, Board of Governors of the Federal Reserve System*
- 11:25am-11:45am **Quality Control – A Different Approach to Single Note Inspection** by *Keith Williamson, Marketing and Product Director, Cash Processing Solutions (CPS) Ltd*

11:45am-12:00pm Questions & Answers

12:00pm-12:15pm **Symposium Closing Remarks** by *Trish Halligan, Managing Director, Americas & Caribbean, Currency Research*

Federal Reserve Bank Tour

Departs from hotel lobby

1:30pm–4:00pm **First Tour of the Federal Reserve Bank of Atlanta’s Miami Branch** -- identification will be checked and security procedures reviewed prior to boarding the motor coach. Please be in the lobby where we will have staff to assist beginning at 1:00pm. (Must be pre-registered to attend.)

2:30pm–5:00pm **Second Tour of the Federal Reserve Bank of Atlanta’s Miami Branch** -- identification will be checked and security procedures reviewed prior to boarding the motor coach. Please be in the lobby where we will have staff to assist beginning at 2:00pm. (Must be pre-registered to attend.)