

# The CASH CYCLE SEMINAR

FEBRUARY 24-27, 2015  
MILAN, ITALY



## Tuesday, February 24th

- 9:00am – 12:00pm Pre-Seminar Workshop – Cash Processing by *Currency Research* (Parini Room)
- 1:15pm – 5:30pm Banca d'Italia Piacenza Cash Centre Tour – Departing from Main Lobby - Bus leaves promptly at 1:15pm (Only for tour pre-registered delegates)
- 4:00pm – 6:00pm Seminar Check-in and Distribution of Delegate Materials (Registration Desk - Foyer near Gazebo Staff office)
- 6:00pm – 8:00pm Welcome Reception in the Sponsor Exhibit Area (Le Baron I & II)

## Wednesday, February 25th

- 8:15am – 7:00pm Sponsor Exhibit Viewing; Coffee and tea served at 8:15am (Le Baron I & II)
- 9:00am – 9:20am Opening Remarks by *Gonzalo Santamaria*, Vice President, *Currency Research*
- 9:20am – 9:35am Welcome Remarks by *Letizia Radoni*, Head of Directorate General for Currency Circulation, *Banca d'Italia*

### Session I -

#### Current and Future Visions of Cash Circulation Models

Coordinated by *Barnabas Ferenczi*, *Giesecke & Devrient* (Washington A)

- 9:35am – 10:00am Keynote Address - Organization and Challenges of the Cash Cycle in Italy by *Enrica Teresa Vignoli*, Head of the General Cashier Directorate, *Banca d'Italia* (Italy)
- 10:00am – 10:25am Adaptation of Banknote Handling and Vending Machines to Banknotes: the Europa Series Experience by *Allister McCallum*, Head of Issue/Circulation Section, *Banknote Directorate*, *European Central Bank* (Germany)
- 10:25am – 10:40am Questions & Answers
- 10:40am – 11:40am Delegate Photograph (promptly at 10:40am, at Washington B where the photo will be taken) followed by light snack and coffee/tea in Sponsor Exhibit Area (Le Baron I & II)

### Sponsor Breakout Meetings I -

- 11:40pm – 12:25pm Banknote Architecture Built for the Cash Cycle by *Giesecke & Devrient* (Foscolo Room)
- Serial Number and the Digitisation of the Cash Cycle by *Glory Global Solutions* (Monti Room)
- Cash Enterprise 2.0: Get Your Technology Strategy Ready! by *Transtrack International* (Parini Room)
- Do You Want to Increase Productivity Stay Flexible to Win New Business and Maintain Control of Your Process? Let De La Rue Show You How With the Launch of the New ECM-ISA 7 Software Platform by *De La Rue* (Porta Room) (CLOSED TO COMPETITORS)
- 12:25pm – 2:00pm Lunch served in the Sponsor Exhibit Area (Le Baron I & II) (Sponsored by *Giesecke & Devrient*)

### Session II -

#### Cash Operational Efficiencies

Coordinated by *Shane Irish*, *Glory Global Solutions* (Washington A)

- 2:00pm – 2:20pm Security Integration at Retailers & ATMs - Benefits Across the Cash Services Industry by *Michele Langella*, *Organisation and Information Systems Manager* at *IMPREBANCA* and *Roberto Licinio*, *Business Segment Manager Retail & CIT* at *Gunnebo* (Italy) 
- 2:20pm – 2:40pm The International Wholesale/Retail Market of Banknotes by *Mark Woolley*, *MD Brinks UK* and *Ishay Zwickel*, *VP Brinks EMEA* (United Kingdom)
- 2:40pm – 3:00pm The Optimization of Business Processes in CMC Operational Activity by *Anatoli Barysevich*, *Deputy Chairman of the Board*, *BPS Sberbank* (Republic of Belarus) 
- 3:20pm – 3:35pm Questions & Answers
- 3:35pm – 4:15pm Light snack and coffee/tea in Sponsor Exhibit Area (Le Baron I & II)

### **Sponsor Breakout Meetings II -**

- 4:15pm – 5:00pm Know Where Your Cash is! Full Transparency – How Software Empowers You to Take the Right Decisions by *Giesecke & Devrient (Foscolo Room)*  
The People-Less Cash Centre by *Glory Global Solutions (Monti Room)*  
The Changing Face of Wholesale Banknotes and How to Control the Compliance Burden by *IMX Software (Parini Room)*  
ATM Cost Optimization by *Sautner & Partner (Porta Room)* (CLOSED TO COMPETITORS)
- 5:00pm – 7:00pm Networking Cocktail Reception in Sponsor Exhibit Area (*Le Baron I & II*)

## **Thursday, February 26th**

- 8:15am – 7:00pm Sponsor Exhibit Viewing; Coffee and tea served at 8:15am (*Le Baron I & II*)

### **Session III -**

#### **Payments and Cash Usage**

**Coordinated by Jamie Cockerell, De la Rue (Washington A)**

- 9:00am – 9:20am Perception and Behaviour Towards Cash; Results of a Retailer Survey on the Use of Cash in the Netherlands by *Esther van den Kommer, Senior Policy Adviser, De Nederlandsche Bank (Netherlands)*
- 9:20am – 9:40am IACA Presents: The Latest Global Payments Trends by *Eugenie Foster, Executive Director, International Association of Currency Affairs - IACA (United States of America)*
- 9:40am – 10:00am Irreplaceability of Cash and Recent Limitations to its Use by *Edoardo Beretta, Post-Doc Researcher, Faculty of Economics, Universita della Svizzera Italiana-USI (Switzerland)*
- 10:00am – 10:15am Questions & Answers

### **Sponsor Breakout Meetings III -**

- 10:15am – 11:00am Banknotes Circulation for the 21<sup>st</sup> Century: It's Not the Same by *Giesecke & Devrient (Foscolo Room)*  
How do you Manage the Quality and Authenticity of Banknotes in Circulation in Support of National 'Clean Note' Strategies? by *Innovia Systems (Monti Room)*  
Innovation for End-to-End Cash Supply Chain Optimization by *planfocus Software (Parini Room)* (CLOSED TO COMPETITORS)  
Top 10 Trends in Cash Protection and Tracking within Europe, Middle East & Africa by *Sargent & Greenleaf (Porta Room)* (CLOSED TO COMPETITORS)

- 11:00am – 11:30am Light snack and coffee/tea in Sponsor Exhibit Area (*Le Baron I & II*)

### **Session IV -**

#### **Automation and Process Efficiencies in Cash**

**Coordinated by Joachim Walser, planfocus software (Washington A)**

- 11:30am – 11:50am Service in the Connected World: Real Time, All the Time! by *Barnabas Ferenczi, Head of Sales Europe, Banknote Processing & Cash Centre Solutions, Giesecke & Devrient (Germany)*
- 11:50am – 12:10pm Taxidia: Developments, Benefits Analysis and Future Applications for the New Cash Order Automated Solution by *Jens Seidl, Director Wholesale Banknotes and Cash Operations, Travelex (Germany)*
- 12:10pm – 12:30pm Benchmarking Research Report by *Alan Gerard, Cash Operations & Design Consultant, Currency Research*
- 12:30pm – 12:45pm Questions & Answers
- 12:45pm – 2:15pm Lunch served in the Sponsor Exhibit Area (*Le Baron I & II*)

### **Sponsor Breakout Meetings IV -**

- 2:15pm – 3:00pm RFID in Cash Centres - Failed Technology or Profitable Investment? by *Orfix International (Foscolo Room)* (CLOSED TO COMPETITORS)  
Cash Forecasting: The Future's Not What It Used to Be by *NCR (Monti Room)* (CLOSED TO COMPETITORS)  
What are Currency Processing Manufacturers Missing? by *Toshiba (Parini Room)* (CLOSED TO COMPETITORS)  
The Hidden Gold Mine: Data in the Cash Cycle by *De La Rue (Porta Room)* (CLOSED TO COMPETITORS)

3:00pm – 3:30pm Light snack and coffee/tea in Sponsor Exhibit Area

**Session V -**

**Security in Cash**

**Coordinated by Marcus Custance, IMX Software (Washington A)**

3:30pm – 3:50pm Counterfeit and Theft Deterrence: A Focus on the Challenges, Implications and Solutions for Automated Cash Management Systems by *Giuseppe Raina, Assovalori (Italy)*

3:50pm – 4:10pm How NFC Can Work with ATMs to Improve Security and Remove the Need for Cards by *Ron Delnevo, Executive Director, ATMIA (United Kingdom)*

4:10pm – 4:30pm Unicredit's Views, Experience and Strategy for Efficient Recycling and Security in Cash Management by *Pietro Blengino, Responsabile Sicurezza Fisica, Unicredit Business Solutions (Italy)*

4:30pm – 4:45pm Questions & Answers

4:45pm – 5:15pm Live Industry Survey - Seminar Remarks – Announcement of 2016 Venue by *Gonzalo Santamaria, Currency Research*

6:30pm – 10:30pm Delegate Appreciation Dinner (Restaurant Osteria del Treno - Departing from Main Lobby - Buses depart at 6:30pm)

**Friday, February 27th Post-Seminar Symposium - All delegates invited (Free to attend)**

**Session I -**

**Coordinated by Gonzalo Santamaria, Currency Research (Manzoni Room)**

9:00am – 9:10am Welcome Remarks

9:10am – 9:30am Toward a New Banknote Series in Israel: Lessons from the New NIS 50 Banknote by *Ilan Steiner, Director of Currency Department, Bank of Israel (Israel)*

9:30am – 9:50am Serial Number Reading Implementation - The Russian Central Bank Case Study by *Vladimir Demidenko, Chief of Division, Central Bank of Russian Federation - CBRF (Russian Federation)*



9:50am – 10:10am Designing Banknotes for the Cash Cycle - How to Create the 'Gesamtkunstwerk' by *Marc Mittelstaedt, Head of Banknote Design, Giesecke & Devrient (Germany)*

10:10am – 10:25am Questions & Answers

10:25am – 11:00am Light snack and coffee/tea (Manzoni Room)

**Session II -**

**Coordinated by Marci Chavez, Currency Research (Manzoni Room)**

11:00am – 11:20am Preparing for Polymer: The Bank of England's Decision and Planning for it's New Banknotes by *Sara Huggins - Design and Issue Project Manager and Ronan McClintock - Senior Technical Expert, Bank of England (United Kingdom)*

11:20am – 11:40am Better Data, Better Decisions, Better Results by *Dara Beggan, European Service Director, De La Rue (United Kingdom)*

11:40am – 12:00pm The Polymer Tide is Rising...Should Europe Ditch Paper Banknotes for Polymer? by *Mark Trevor, Commercial Director, Vaultex (United Kingdom)*

12:00pm – 12:15pm Questions & Answers

12:15pm – 12:20pm Closing Remarks

END of SYMPOSIUM and CLOSE OF EVENT

\*All speakers, timing and presentations are subject to change.