



NAC2020-VIRTUAL – Educational Agenda **[All Times Shown Are Central Daylight Time (CDT)]**

Tuesday, October 27th

ATM Security Academy V – Keeping Your Retail ATMs/Cash/People Safe & Secure 10AM – 12PM CDT
Moderator: Stephen Joseph, Segment Development Manager, Banking & Finance, Axis Communications

FBI & Secret Service Field Report/Advisory 10AM-11AM CDT

Top Veteran Federal Agents Discuss Latest Crime Developments Impacting the US ATM Marketplace & How ATM Deployers Can Work Most Effectively with Local/State/Federal Law Enforcement

Special Speakers:

John Lapati, Senior Special Agent, U.S. Secret Service, Baltimore Field Office

**Daniel Spera, Supervisory Special Agent, Violent Crime Unit, Criminal Investigative Division HQ,
Federal Bureau of Investigation**

ATM Industry Viewpoints - Operators/Vendors Discuss ATM Physical & Cyber Security in the New Normal 11AM-12Noon CDT

Speakers: Marc Albert, CEO and Chief Product Architect, DPL

Dan L. Connolly, President, ACSATM, Inc. - Armed Courier Service

William Ward, Software Engineer Manager, Hyosung

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NAC2020-VIRTUAL Sponsor Presentations: Tuesday, October 27 12:00PM-1:30PM CDT

Hyosung Presentation 12:00pm-12:30 PM CDT

Title: Retail ATM's 2020 – What We've Learned and What's Next!

Marvin Bowers, Director of Retail Sales, Hyosung

Switch Commerce Presentation 12:30PM CDT – 12:40PM CDT

Title: Pain-points ISOs Face and How Switch Commerce Can Help

Joel Hill, VP of Growth and Strategic Marketing, Switch Commerce

OptConnect Presentation 12:40PM-1:00PM CDT

Title: Ditching 3G FAQ

Featuring: Andrew DeLaMare, Blake Barber, Eric Smart, and Alicia Barr



US Bank Presentation 1:00-1:05PM CDT

Title: Take your ATM Business to the Next Level with Cash Management Services

John Christensen, VP, National Sales, U.S. Bank

DPL Presentation 1:05PM- 1:10PM CDT

Title: 3G Sunset-Time For A Change?

Coinsquare Networks Presentation 1:10PM-1:15PM CDT

Title: New Revenue Through Cryptocurrency

Todd Lawrence, Chief Visionary Officer, Coinsquare Networks

Special Speaker: U.S. Representative Josh Gottheimer (D-NJ) 2:00PM CDT

Introductory Remarks: Bruce Renard, Executive Director, The National ATM Council, Inc.

ATM Pandemic Survival Guide 2PM – 3PM CDT

ATM Operators & Vendors Discuss Practical Advice on How They've Been Coping With the COVID-19 Crisis – Personnel & Insurance Concerns, Contract Issues, Cleaning Protocols & Sanitation Best Practices, New Cash Handling Challenges

Moderator: Brian Haynes, SVP-Market Partner, Payment Alliance International

Speakers: Mike Lake, CEO & Co-Founder, Partners Tech Services

Cooper Frandsen, General Manager, ATMequipment.com

ATM 101 - Starting Your ATM Business as a New Retail ATM Operator 3PM – 4PM CDT

Learn the Basics & Keys to Getting Started on the Right Foot in Your ATM Business. Important Insights into the Workings of the Retail ATM Ecosystem; Essential Vendor & Placement Relationships/Agreements; Proven ATM Business Models; Characteristics of Desirable ATM Locations

Moderator: Jeff Matthews, Chief Executive Officer, Grant Victor

Speakers: Jim Burns, Founder, eCash, Inc.

Emily Harris, COO, eCash, Inc.

Eric Hennings, SVP-Advisory Services, Payment Alliance International

Getting & Keeping a Bank Account for Your ATM Business 4PM – 5PM CDT

How to Secure & Maintain a Bank Account for Your ATM Business – What NAC is Doing in the Fight to Restore Reasonable Banking Access for ATM Deployers

Moderator: Bruce Renard, Executive Director, The National ATM Council, Inc.

Speakers: Palmer C. Hamilton, Managing Partner, DC Govt. Relations Practice Group, Jones Walker LLP

George LeMaistre, NAC Financial Regulation and Governmental Affairs Consultant



Wednesday, October 28th

COVID and the Demise of Cash... or Maybe Not 9:30AM-10:00AM CDT

Special Speaker: David Dove, CEO, Payment Alliance International

Introductory Remarks: Bruce Renard, Executive Director, The National ATM Council, Inc.

Federal Reserve Update – Latest US Consumer Cash Usage Data & Coin Shortage Report

10AM – 10:45AM CDT- Atlanta Federal Reserve Payments Risk Expert Offers Valuable Insights & Answers Questions on Cash Trends, US Coin Shortages & Related Payments Developments Impacting America's Independent Retail ATM Businesses

Special Speaker: David Lott, Payment Risk Expert | Retail Payments Risk Forum, Federal Reserve Bank of Atlanta

Introductory Remarks: George Sarantopoulos, NAC Chair & CEO, Access One Solutions

The War on Cash – How You Can Help the Cause! 10:45AM – NOON CDT

Discussion of Recent & Pending Local/State/Federal Legislation Requiring Universal Cash Acceptance at Retail. How to Help NAC & ATM Nation win the Grass Roots Fight Against Those Seeking to Shut Down America's Cash Usage for Their Own Financial Gain

NAC2020-VIRTUAL Sponsor Presentations: Wednesday, October 28 NOON-12:35PM CDT

Coinsource Presentation 12:00pm-12:20 PM CDT

Kahuna ATM Solutions/Columbus Data Services Presentation 12:20PM CDT – 12:30PM CDT

Everything ATM Presentation 12:30PM-12:35PM CDT

Special Speaker: U.S. Representative Donald J. Payne, Jr. (D-NJ)

Introductory Remarks: Jonathan Alexander, Executive Director, Consumer Choice in Payment Coalition

Panelists: George LeMaistre, NAC Financial Regulation and Governmental Affairs Consultant

Susan Grant, Director of Consumer Protection and Privacy, Consumer Federation of America

Palmer C. Hamilton, Managing Partner, DC Govt. Relations Practice Group, Jones Walker LLP

Status Update from Interim Class Counsel in Pending Antitrust Class Action Litigation for All US ATM Operators Against VISA/Mastercard - Learn Where Things Stand in this Landmark Court Case Seeking Vital Structural Reform to the US ATM Marketplace & Monetary Damages for All US ATM ISOs/IADs

Speaker: Jonathan L. Rubin, Partner, MoginRubin LLP

Introductory Remarks: Mike Powell, Chair-NAC Governmental Affairs Committee / President, First Regents Bancservices LLC



Applying Expert Cross-Cultural Sales Techniques in the US ATM Market 1:45PM – 2:45PM CDT

Internationally Acclaimed Sales Professional, Author and Trainer – Dr. Michael Soon Lee Presents a Unique Sales Training Session for ATM Operators Seeking to Up Their Game, Expand Their Routes & Replace Locations Lost to the Pandemic. Dr. Lee will offer special insights on Successful Multicultural Sales Strategies for ISOs/IADs

Special Speaker: Dr. Michael Soon Lee, President, EthnoConnect

Introductory Remarks: George Sarantopoulos, NAC Chair & CEO, Access One Solutions

US Bitcoin/Cryptocurrency “BTM” Deployment – Latest US Developments & Prevailing Trends 2:45PM – 4PM CDT

Hear What the Top US BTM Vendors/Deployers Have to Say About the Current State of the US Crypto Kiosk Marketplace, Regulatory Compliance Issues, Working Business Models, & Impacts from COVID-19

- Moderator: Scot Gardner, NAC-Second Vice-Chair / President, SJI ATM
- Speakers: Bo Oney, Chief Compliance Officer, Coinsource
Andrew Barnard, President, BITSTOP
Mark D. Smith, Business Development Manager, Bitcoin Depot
Todd Lawrence, Chief Visionary Officer, Coinsquare Networks
Pete Kelly, Chief Business Officer, Maya Tech
Wes Dunn, EVP of Sales & Marketing, Genmega

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Providing ATM Services in a Cannabis Dispensary Setting – A Changing Landscape 4PM – 5PM CDT

Sponsoring Banks & ATM Processors Have Recently Started Handling ATM Cannabis/CBD related transactions. Key Insights and Information Will Be Presented for ATM Deployers Considering Entry into this Dynamic Market Segment

- Moderator: Nathan Wald, SVP- Product, Payment Alliance International
- Speakers: Justin Fischer, CEO, RiskScout
Paul Willingham, Chief Financial Officer, Switch Commerce

Thursday October 29th

Special Speaker: U.S. Senator Kevin Cramer (R-ND) 12:00PM

Introductory Remarks: Bruce Renard, Executive Director, The National ATM Council, Inc.

Latest Developments in Cardless/Touchless/Biometrics for Retail ATM Transactions in the US 12PM – 1PM CDT

– What is Available Today & On the Horizon for Truly Touchless Retail ATM Solutions - Emerging Industry Standards to Facilitate State-of-the-Art Software Driven Cardless/Touchless/Biometric ATM Transactions



Panelists: Scott Green, Manager-Product Innovation, SHAZAM Network
 Victor Cook, Chief Technology Officer, Just Cash/Coinsource Networks
 Mike Nelson, Vice President-Product Development, Payment Alliance International
 Ron Roberto, Owner, SmartWayToDolt.com

How to Start Doing Business with FI ATMs – Bank Branding, Outsourcing, Cash Provisioning & Related Opportunities for ATM Deployers 1PM – 2PM CDT – Learn from Successful ATM Operators & Vendors Serving the FI ATM Channel – What is Working & What You Can Do to Get in On the Action

Moderator: Mike Lake, CEO & Co-Founder, Partners Tech Services
 Speakers: Paul Gandolfi, Director of Business Development–Financial Institutions, PAI
 Vance Rowland, President, A One ATM
 Mike Cowart Retail ATM ISO Channel Manager, Columbus Data Services
 John Campbell, Vice President of Business Development – Financial Sector, Ventus

Buying & Selling US Retail ATM Routes in 2020/21 - 2:00PM – 3:00PM CDT

Keys to Positioning Your ATM Company for Growth/Acquisition/Being Acquired. ATM Operators & Industry Experts Share Valuable Insights/Information on Building & Realizing Solid Value for Your ATM Route Business

Moderator: Bryan Bauer, VP & GM, Kahuna/Cardtronics
 Speaker: Nathan Harbison, Director of Business Development, Payment Alliance International

Why ATM Deployers Must Now Consider Activating DCC on Their Terminals 3PM – 4PM CDT

Given Current Network Handling of International Card Transactions at US Retail ATMs – DCC is Now More Important Than Ever for Operators to Consider Activating. Get All the Facts/Info Needed to Implement DCC on Your ATM Route

Moderator: Kevin Watts, EVP & Chief Operating Officer, Switch Commerce
 Speakers: Joel Mayer, SVP Corporate Development, Planet
 Angele Forrest, Director N. American ATM Operations/DCC, Euronet
 Sandra Hartfield Papie, Director of Sales North America, Monex Financial Services Ltd
 Ron Holland, SVP Sales, Fexco

U.S. Small Business Economic Outlook 4PM – 5PM CDT

America’s fourth largest financial institution – U.S. Bank – shares its insights on the economic picture for America’s small businesses in the New Normal.

Speaker: Christopher Thornton, Senior Vice President Funding & Derivatives,
 U.S. Bank Cash Management Services

Introductory & Closing Remarks: Bruce Renard, Executive Director, The National ATM Council, Inc.