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-12 Noon 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

Sponsored By:

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  
*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


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

Sponsored By:

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.

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, SmartWayToDilt.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.