

# ATM & PAYMENTS INNOVATION SUMMIT

#ATMEurope2018



**17-19 OCTOBER 2018** EUROSTARS MADRID TOWER HOTEL, MADRID, SPAIN

in partnership



All industry professionals need to know about  
ATM and Cash Innovation, at one conference!

## Wednesday, Oct. 17

10:00 AM  
|  
11:00 AM

**European Advisory Board Meeting - Invitation Only**

11:00 AM  
|  
12:00 PM

**ATMIA Spanish National Committee Meeting - Invitation Only**

2:00 PM  
|  
5:00 PM

**Workshop 1: The new operating model aimed at ensuring commercial success for start-up or small Independent ATM Deployers**

Dörte Dye - Senior Product Owner, Cashflows  
Gavin Reubenson - Group CIO, Paycorp Group  
Richard Entrop - Commercial Director Europe, In2Retail B.V.  
Scott Lucas - Head of BIN Sponsorship, Cashflows  
Stephen Dawes - Global Acceptance, Discover Financial Services  
Steven Kark - Group CEO, Paycorp Group

**Debbie Smyth, ATM Industry Association**

**Workshop 2: Technology to Innovate using NextGenATM**

Eric de Putter - Managing Partner, Payment Redesign Limited  
Marcel Ficken - ATMIA Consultant, Payment Redesign NL

**Panelists:**

Eric Akse - Director Business Development, EVO Payments International  
Leland Englehardt - Practice Leader, Financial Services, Upshot Advisors LLC  
Steve Hensley - EVP Global Sales, KAL ATM Software

## Thursday, Oct. 18

7:30 AM  
|  
8:15 AM

**Registration Open, Welcome Coffee & Exhibition Open**

8:15 AM   8:20 AM	<b>Introduction &amp; Welcome</b>  Ron Delnevo, European Director, ATM Industry Association
8:20 AM   8:25 AM	<b>Welcome from the European Chair of ATMIA</b>  Karina Zambrano - General Manager, Eurotechzam
8:25 AM   8:40 AM	<b>The Big Picture: Next Generation ATM Consortium</b>  Michael Lee - CEO, ATM Industry Association
8:40 AM   9:30 AM	<b>The Big Picture: Limitless! - The SUP Crossing Story</b>  Chris Bertish - Professional Inspirational Speaker, Chris Bertish ImPossible (CBI)
9:30 AM   10:00 AM	<b>The Big Picture: Continuing importance of cash in Spain: closure of bank offices and access</b>  Concha Jimenez - Director General Cash and Branches, Banco de Espana
10:00 AM   10:30 AM	<b>The Big Picture: Payment behaviour in Germany</b>  Heike Wörten - Deputy Head of Section, Deutsche Bundesbank
10:30 AM   11:00 AM	<b>The Big Picture: A central bank's view on the latest developments in the use of cash</b>  Henk Esselink - Head of the Issue and Circulation Section, European Central Bank
11:00 AM   11:45 AM	<b>Coffee &amp; Exhibition Open: Sponsored by LINK Scheme &amp; Tellerex Inc</b>
11:45 AM   12:15 PM	<b>The Future, TODAY: In the Digital First World is the ATM and Branch relevant?</b>  Neill Harris - Director, Product Marketing, NCR
12:15 PM   12:45 PM	<b>Sustainable &amp; Future Proof Banking: New customer journey for CaixaBank clients</b>
12:45 PM   2:00 PM	<b>Lunch &amp; Exhibition Open: Sponsored by CIBC &amp; equensWorldline</b>
2:00 PM	<b>STREAM 1: Changing Times for Banking &amp; ATMs: the Brazilian Experience</b>

<p>  2:20 PM</p>	<p>Jaques Rosenzvaig - Managing Director, Tecban - Tecnologia Bancaria</p>
<p>2:20 PM   2:40 PM</p>	<p><b>STREAM 2: New Consumers, New Transactions: Revenue Generation: Challenges, Benefits, Victories</b></p> <p>Greg Kane - Commercial Director - Europe and Americas, Monex Financial Services</p>
<p>2:40 PM   3:00 PM</p>	<p><b>STREAM 1: Changing Times for Banking &amp; ATMs: Why digital banking needs ATMs</b></p> <p>Marc Terry - Managing Director- International, Cardtronics</p>
<p>2:40 PM   3:00 PM</p>	<p><b>STREAM 2: New Consumers, New Transactions: Changing Consumer ATM Habits and How to Address These for Success</b></p> <p>Stephen Hart - Senior Business Development Manager, Transaction Network Services (TNS Inc)</p>
<p>2:40 PM   3:00 PM</p>	<p><b>STREAM 1: Changing Times for Banking &amp; ATMs: The Bank Experience</b></p> <p>Mirko Siepmann - Member of the Executive Board, Head of Payment Services, Bankhaus August Lenz &amp; Co. AG</p>
<p>3:00 PM   3:15 PM</p>	<p><b>STREAM 2: New Consumers, New Transactions: Digital products creating new value at ATMs</b></p> <p>Daniel Goodman - Senior Vice President, MasterCard International</p>
<p>3:00 PM   3:15 PM</p>	<p><b>STREAM 1: Changing Times for Banking &amp; ATMs: Q &amp; A</b></p>
<p>3:15 PM   3:45 PM</p>	<p><b>STREAM 2: New Consumers, New Transactions: Q &amp; A</b></p>
<p>3:15 PM   3:45 PM</p>	<p><b>Coffee and Exhibition Open Sponsored by LINK Scheme &amp; Tellerex Inc</b></p>
<p>3:45 PM   4:05 PM</p>	<p><b>STREAM 1: Innovation in ATM software &amp; outsourced services: Five reasons that software is the key to unlocking the ATM channel</b></p> <p>Jim O'Hagan - Head of Business Development, KAL ATM Software</p>
<p>3:45 PM   4:05 PM</p>	<p><b>STREAM 2: ATM &amp; Cash Innovation: How to use assisted self-service devices in multiple modes to deliver outstanding customer experience</b></p> <p>Sérgio Magalhães - Digital Transformation Office, MillenniumBCP</p> <p><i>Moderator:</i></p> <p>Mark Aldred - Head of International Sales, Auriga</p>
<p>4:05 PM</p>	<p><b>STREAM 1: Innovation in ATM software &amp; outsourced services: SmartStain products for ATMs</b></p>

4:25 PM

Rui Carvalho - Engennier, Feérica, S.A.

**STREAM 2: ATM & Cash Innovation: Innovative customer interactions**

Gavin Doyle - Regional Sales Manager - OEM (EMEA), Glory  
Shaun King - Vice President, International Sales, Triton Systems

4:25 PM

**STREAM 1: Innovation in ATM software & outsourced services: Spend a LITTLE on maintenance and save a LOT on breakdowns**

4:45 PM

Paul Hardy - European Brand Director, AF International

**STREAM 2: ATM & Cash Innovation: Low Value Notes - What a waste of money**

Simon Lake - Director of Sales, The Royal Mint

4:45 PM

**STREAM 1: Innovation in ATM Software and outsourced services: Securing the future of consumer convenience and trust in the ATM channel**

5:05 PM

Claire Shufflebotham - Global Security Director, TMD Security GmbH

**STREAM 2: ATM & Cash Innovation: The Swiss World: Watches, mountains and a new ATM standard**

Ümüğülsüm Özcan - Test manager, SIX

**Moderator:**

Galia Gómez García - CEO, Cashware

5:05 PM

**STREAM 1: Innovation in ATM Software and outsourced services Questions & Answers**

5:25 PM

**STREAM 2: ATM & Cash Innovation: Questions & Answers**

5:25 PM

**Closing Remarks**

5:30 PM

5:30 PM

**Drinks Reception Sponsored by Cardtronics**

7:30 PM

**Friday, Oct. 19**

7:30 AM

**Registration Open, Welcome Coffee & Exhibition Open**

8:15 AM

8:15 AM

<p style="text-align: center;"> </p> <p>8:25 AM</p>	<p><b>Opening Remarks Day 2</b></p> <p>Ron Delnevo, European Director ATM Industry Association</p>
<p>8:25 AM</p> <p style="text-align: center;"> </p> <p>8:45 AM</p>	<p><b>Cash winning the war? Innovations to safeguard the future of cash in the UK</b></p> <p>Graham Mott - Head of Strategy, LINK Scheme</p>
<p>8:45 AM</p> <p style="text-align: center;"> </p> <p>9:15 AM</p>	<p><b>Cash winning the war? Future requirements for ATMs: managing quality and authenticity in Mexico</b></p> <p>Luis Mario Domínguez - Central Regional Cashier, Banco de México</p>
<p>9:15 AM</p> <p style="text-align: center;"> </p> <p>9:45 AM</p>	<p><b>Cash Winning the War? The War Against Cash: Why it must be stopped</b></p> <p>Ross Clark - Journalist &amp; Author, Journalist &amp; Author</p>
<p>9:45 AM</p> <p style="text-align: center;"> </p> <p>10:15 AM</p>	<p><b>Cash winning the war? Improving banking services in remote locations</b></p> <p>Georgia Botsika - Head of ATM Channel, National Bank of Greece</p>
<p>10:15 AM</p> <p style="text-align: center;"> </p> <p>11:00 AM</p>	<p><b>Coffee and Exhibition Open Sponsored by LINK Scheme &amp; Tellerex Inc</b></p>
<p>11:00 AM</p> <p style="text-align: center;"> </p> <p>11:45 AM</p>	<p><b>Sustainable &amp; Future Proof Banking: Community Banking, A Shared Value Model. Introduced by Prosegur</b></p> <p>David Boromeo - Head Operating Officer, Consumer Banking, Bendigo &amp; Adelaide Bank</p> <p><i>Moderator:</i></p> <p>Michael Smith - Managing Director Australia, Prosegur Cash</p>
<p>11:45 AM</p> <p style="text-align: center;"> </p> <p>12:30 PM</p>	<p><b>Sustainable &amp; Future Proof Banking: Digital transformation</b></p> <p>José Ángel Fernández Freire - Head of Channel Transformation, BBVA</p>
<p>12:30 PM</p> <p style="text-align: center;"> </p> <p>1:00 PM</p>	<p><b>Sustainable &amp; Future Proof Banking: Delivering the next generation cloud-native ATM services</b></p> <p>David Smith - Senior Product Manager, Renovite Technologies Inc.</p>
<p>1:00 PM</p> <p style="text-align: center;"> </p> <p>2:00 PM</p>	<p><b>Lunch &amp; Exhibition Open Sponsored by CIBC &amp; equensWorldline</b></p>
<p>2:00 PM</p> <p style="text-align: center;"> </p> <p>2:20 PM</p>	<p><b>STREAM 1: Developing your Business: Evolution of the Spanish ATM business</b></p> <p>José Rincón Rodríguez - Managing Director, Euro Automatic Cash</p>

**STREAM 2: Securing the Future of ATMs & Cash: Latest trends & regulations against ATM physical attacks around the world**

Adrien Zarantonello - International sales manager, Oberthur Cash Protection

2:20 PM  
|  
2:40 PM

**STREAM 1: Developing your Business: CIBC's Differentiated Approach to DCC**

Charles Igbon-Woods - Director, Head ASG, UK & EMEA, CIBC

**STREAM 2: Securing the Future of ATMs & Cash: Experience a massive reduction in ATM attacks**

Carlos Riaza - Managing Director, PROTECT España & Portugal  
Douglas Prehl - Director of Corporate Security, Santander Brazil  
Stine Jensen - Global Segment Manager - Bank/ATM, PROTECT A/S

2:40 PM  
|  
3:00 PM

**STREAM 1: Developing your Business: ATM Jackpotting– adapting to the future of malware**

Juan Jesús León - Director, Products, Secure e-Solutions, GMV

**STREAM 2: Securing the Future of ATMs & Cash: IT vs OT: where does my ATM infrastructure fit and how to approach Cybersecurity?**

Juan Ramon Aramendia - Product Manager, S21SEC

3:00 PM  
|  
3:15 PM

**STREAM 1: Developing your Business: Questions & Answers**

**STREAM 2: Securing the Future of ATMs & Cash: Questions & Answers**

3:15 PM  
|  
3:45 PM

**Coffee and Exhibition Open Sponsored by LINK Scheme & Tellerex Inc**

3:45 PM  
|  
4:25 PM

**Panel Discussion: The Future of Cash in Transit in Europe**

Karina Zambrano - General Manager, Eurotechzam

**Panelists:**

Achim Boers - Innovation Director, Prosegur  
Levent Kocabiyik - Director, Business Development & Customer Services, Bantas  
Mario Valls - International Services Director, Loomis AB

4:25 PM  
|  
4:45 PM

**A successful coin branch transformation model in Andorra, a crucial part of the local cash cycle**

Josep Escoriza - IT & Organization Division Director, Crèdit Andorrà

**Introduced by Carlos Duran, Solutions Managing Director, Suzohapp**

4:45 PM

Final word from European ATMIA Director - Ron Delnevo

5:00 PM

Ron Delnevo, ATMIA

5:00 PM

Conference Closes

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