

San Francisco Treasury Symposium

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Program:

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Session Descriptions & Speaker Biographies

Schedule of Events

Friday, May 5, 2017 • The Park Central San Francisco

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San Francisco Treasury Symposium

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Michael Young, Juniper Networks, Inc.

**REGISTRATION
& CONTINENTAL BREAKFAST
7:30 AM - 8:20 AM**

**MORNING KEYNOTE
8:20 AM – 9:20 AM**

***The Cyber Threat Landscape,
Intrusion Investigations and
Preparing Treasury’s Playbook***

M. K. Palmore
Assistant Special Agent in Charge
FBI San Francisco—Cyber Branch

Given the growing threat of cybercrime, business leaders worldwide have no choice but to rethink their cyber security programs. As part of this effort, the Treasurer plays a crucial role, specifically in building the capabilities needed to protect the organization’s financial assets and its reputation as a good steward of those assets. The presentation will provide an overview of the current cyber threat as seen through the lens of the FBI along with detailed descriptions of the various threat vectors currently used in a large number of breaches and intrusions. Additional insight is provided regarding issues of information security governance, risk management, compliance and incident response management and how a Treasurer, in conjunction with their Information Security team, can ensure sound practices and good cyber hygiene standards are implemented and observed.

M. K. Palmore serves as the leader of the San Francisco FBI Cyber Branch. His responsibilities include the strategic and operational management of several teams of cyber intrusions investigators, computer scientists and digital forensics personnel. M. K. entered the FBI in 1997. His assignments, in addition to San Francisco, have included FBI HQ, and the Sacramento and Los Angeles Field Offices. Prior to his current assignment, M. K. supervised and conducted investigations in International and Domestic Terrorism, Cyber Terrorism, Civil Rights, Public Corruption, Organized Crime, Violent Crimes, and Human Intelligence (HUMINT) development.



 **San Francisco
Treasury Symposium**



Today’s Symposium is approved
for up to
8 FP&A recertification credits
and up to
8 CTP/CCM recertification
credits by the Association for
Financial Professionals.

SESSION ONE 9:40 AM-10:40 AM**SESSION I-A*****Treasury's Role in Shareholder Value Creation and Protection***

**Catherine Portman, Vice President,
Corporate Treasurer & Head of Finance
Operations, Juniper Networks, Inc.**

**Jody Foldesy
Partner and Managing Director
The Boston Consulting Group**

The role of Treasury continues to evolve as a strategic asset to the business and creating shareholder value is a fundamental part of their business activities. While leading and advising on capital markets execution and ensuring the right capital allocation strategy is in place, Treasury can and should strive to play a pivotal role in other value creation activities beyond the traditional areas of Treasury activities. In this session, attendees will hear from the Treasurer of Juniper Networks about the role that Juniper Treasury has played in driving and protecting shareholder value for the firm.

Catherine Portman is Vice President, Corporate Treasurer & Head of Finance Operations for Juniper Networks, Inc. In this role she oversees all global treasury functions, business and financial planning for infrastructure functions, and Office of the CFO. She is a native Californian and has worked at other large tech firms in the Valley for over 20 years. She has been with Juniper since November 2000.

Jody Foldesy is Partner and Managing Director in the Los Angeles office of The Boston Consulting Group (BCG). He is a core member of BCG's Technology and Corporate Development practice areas, and the firm's global leader on the shareholder activism topic. Jody has deep expertise advising clients on shareholder value (TSR) strategy, financial and investor strategy, M&A/ due diligence, valuation, and capital structure. Jody earned an MBA with High Honors from the University of Chicago Graduate School of Business. He graduated with a BA in Journalism from American University in Washington, D.C.

SESSION I-B***The Evolving Landscape of Payments Security***

**Matt Davies, CTP, AAP, CPP,
Assistant Vice President, Dallas Federal Reserve**

This session will explore the evolving landscape of payments security. The presenter will provide an update on the ongoing work of the Federal Reserve's Secure Payments Task Force, the most recent trends in cyber threats against the payments system, the progress of the move to the Europay-Mastercard-Visa (EMV) standard for chip cards in the U. S. , and the late-2016 release of 3D Secure Version 2.0 to help combat the rise in card-not-present online fraud.

Matt Davies has over 18 years of experience in the payments industry, 15 of those with the Federal Reserve Bank. He has also served as ACH & Wire Product Manager for a commercial bank, and as a product manager in the bankcard industry. Matt is an Adjunct Certified Treasury Professional (CTP) Instructor for the Suzanne M. Glasscock School of Continuing Studies at Rice University in Houston. He serves on the Board of Directors for the Dallas Association for Financial Professionals and for Jubilee Park & Community Center in Dallas. Matt graduated from William Jewell College, Liberty, Missouri, with a B.A. in Political Science and History. He is also an alum of the Graduate School of Banking at the University of Wisconsin, Madison.

SESSION I-C

Where Do We Go From Here? Liquidity Management in a Post Reform Environment

Christina Kopec, Managing Director, Head of Product Strategy, Fixed Income and Liquidity Solutions, Goldman Sachs Asset Management

Odette Go, Treasurer, Lam Research Corporation

A member of the Goldman Sachs Asset Management Liquidity Solutions Team and Lam Research will discuss how corporates have deployed their investments post reform. This session will explore the front end markets, global central bank policy, continued proposed regulatory changes and the impact on current liquidity solutions for corporates. In addition, the panel will share experiences on how multinationals have leveraged investment opportunities as a result of dislocations taking place in the markets.

Christina Kopec is Head of Product Strategy for Fixed Income and Liquidity Solutions within Third Party Distribution. Previously, she was head of product management for liquidity solutions, focused on strategy and client communications for Goldman Sachs Asset Management's money market and short duration solutions globally. In 2013, she expanded her responsibilities to include coverage of strategies across fixed income. Christina joined Goldman Sachs in 2011 and was named Managing Director in 2015. Prior to joining the firm, Christina was responsible for product strategy and management of the bond and money market product lines at Fidelity Investments. Before that, she held various product development and investment communications roles for multiple asset classes. She began her career in the legal department of Fidelity. Christina earned a BA in English from the College of the Holy Cross and an MS in Administrative Studies from Boston College.

Odette M. Go is currently the Treasurer of Lam Research Corporation. Prior to joining the company in 2011, she served as a Treasury Consultant for Onyx Pharmaceuticals building out their treasury function. Beginning in 1998, she was at Genentech's Treasury Department where she held several senior Treasury positions including Treasurer from 2007 onwards. Prior to Genentech, Odette worked at the World Bank's Economic Development Institute and Citibank's Private Banking Group. She earned a MBA in finance from the University of Pennsylvania's Wharton School and a BA in political science from Stanford University. Odette is a Chartered Financial Analyst.

SESSION I-D

Global or Regional Centralization: The Treasury Debate

Kelvin Ang, Director, Head, Americas Treasury Advisory, Treasury and Trade Solutions, Citibank

Karen Brochier, Treasurer, BioMarin Pharmaceutical Inc.

Victor Grado, Vice President, World Wide Treasury Operations, Hewlett Packard Enterprise

Everyone agrees on treasury centralization. The eternal debate is around what works best: global, regional, or hybrid models?

While the objective is always a coordinated treasury network that cuts across business units and geographic silos, the path to get there comes down to assessing the specifics. In this session, the presenters will review alternative models, decision-making approaches, and pros and cons towards achieving the optimal benefits.

Kelvin Ang is responsible for leading the delivery of advisory services to Citi America's clients in the areas of treasury operations, working capital management, risk mitigation, and treasury technology. He joined Citi in April 2015 with extensive corporate experience, having been based in Asia, the U.S., and the Middle East in positions managing regional treasury centers, in-house banking, investments, financing, cash management bank selection, FX and interest rate risk management, supply chain financing, and financial control. Prior to joining Citi he was most recently at Caterpillar Inc.

Karen Brochier has over 20 years of experience in treasury operations and deep technical and accounting knowledge in all areas of treasury management. She is currently the Treasurer at BioMarin Pharmaceutical Inc., with responsibility for financing and liquidity management, treasury operations, and foreign currency exposure management. Prior to joining BioMarin, she worked as Treasurer at Synopsys, Inc. Her education includes a BA in Economics from UC Davis and an MBA in Finance from the Haas School of Business at UC Berkeley.

Victor Grado is Vice President of World Wide Treasury Operations at Hewlett Packard Enterprise (HPE), responsible for cash and liquidity management and global initiatives. Prior to HPE, Victor was Managing Director and Treasurer of GE's global Commercial Real Estate business. In that role, he was responsible for managing interest rate and FX risk, intercompany funding, and cash management. Victor also served as Treasurer of GE Mexico and Latin America. Before joining GE, Victor held leadership roles in the real estate and utility sectors. He holds a Masters of Science in Economics from the University of Texas at Austin and a Bachelors of Science in Economics from MIT.

SESSION TWO 10:55 AM-11:55 AM**SESSION 2-A*****Benchmarking Against Your Peers for Optimal Performance*****Deepa Palamuttam, Director Global Treasury Operations, Intel Corporation**

Best in Class companies regularly benchmark themselves against their peers to determine what and where improvements are called for, to analyze how other organizations achieve their high performance level and then use this information to improve their own performance. Hear from a leading Fortune 500 company on how treasury has performed peer-benchmarking reviews of FX, Operations, Cash Management and Systems and what they chose to implement to enhance their treasury performance.

Deepa Palamuttam is the Director of Global Treasury Operations at Intel Corporation. She is responsible for Banking and Investment Policy related controls, Back Office Operations and Cash Systems globally. Deepa holds a Bachelor of Computer Engineering from Bombay University, India and an MBA from Santa Clara University. She has been with Intel Corporation for 21 years.

SESSION 2-B***How Treasuries Use Technology: Automating Processes, Mitigating Risks, and Increasing Controls*****Greg Whipple, Corporate Treasury Solutions Specialist, Clearwater Analytics****Nicholas Zaiko, Senior Consultant, Bridgebay Financial, Inc.****Priscilla Yip, Treasury Analyst, Salesforce.com, Inc.**

In an ever-changing global environment, managing your liquidity will play an important factor towards optimizing your working capital. In this panel discussion, experienced treasury professionals will offer their perspectives on how technology can automate processes, mitigate risks, and increase controls. The group will share what they have learned about why technology is so important in the industry, offer key considerations for choosing new technology, and discuss best practices for using powerful systems to their greatest potential.

Greg Whipple works closely with corporate clients and prospective clients in the California market to ensure that Clearwater is proactively meeting industry challenges. Greg received his bachelor's in finance and business administration from Weber State University.

Nicholas R. Zaiko has over fifteen years of industry experience in institutional investment management consulting, evaluating and selecting investment management programs for corporate clients, retirement plan sponsors and foundations. As an Investment Consultant at Bridgebay Financial, Inc. Nicholas is responsible for managing and maintaining multiple institutional client relationships at key decision-making and administrative levels. He presents quarterly investment reviews, asset allocation, regulatory updates, market reviews and investment selection/monitoring to institutional client investment committees. His past experience includes working with money managers, custodian banks and various other service providers, interfacing between these entities and his clients. Credentials: IAR (Series 65); Certified Investment Management Analyst® (CIMA®); University of Southern California, BA; University of California, Berkeley Ext. (Finance, Investment Management).

Priscilla Yip serves as a Treasury Analyst for Salesforce.com, Inc. and works on the Foreign Exchange and Investment team. Her team is responsible for managing Salesforce's investments and reporting on their portfolio. Priscilla earned her bachelor's in Management Science with a minor in Business from UC San Diego.

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During the conference, you may speak with anyone wearing a Planning Committee ribbon for more details.

SESSION 2-C

FX Risk in Emerging Markets— Hedge or Not to Hedge?

**Guillermo Gualino, Vice President, Treasurer,
Agilent Technologies**

**Arun Batra, Senior Treasury Manager,
Agilent Technologies**

The economic cost of hedging emerging market currencies with derivative instruments, mainly FX forwards and options, typically outweighs the benefits of reducing the impact of FX volatility. Hedging a multinational's subsidiary is expensive due to the wide interest rate differential between emerging and developed market currencies. Another factor adding to the high cost of hedging is currency volatility spikes resulting from the constant fight to maintain export and wage competitiveness through capital inflows and outflows. A better approach to hedging emerging markets FX risk is to create natural hedges or exposure offsets to significantly reduce the use of financial hedges. This session focuses on how to mitigate FX risk in emerging markets by reducing FX exposures through operations (natural hedges) and minimizing the risk transfer through derivative instruments.

Guillermo Gualino is responsible for Agilent Technologies' treasury function, including capital markets, foreign exchange and liquidity management. He joined Agilent in 2011 as Assistant Treasurer, a position he held until being named Treasurer in February 2014. Before coming to Agilent, he was Assistant Treasurer at Flextronics International, where he held various finance roles of increasing responsibility since 2004. His previous experience includes work with Ernst & Young, PricewaterhouseCoopers and the Ventana Growth Fund, a California-based private equity firm. In October 2007, Treasury & Risk Management magazine named Guillermo as one of the "Top 40 under 40" in finance. He received an MBA from the University of California at Los Angeles and a B. S. in mechanical-electrical engineering from Universidad La Salle in Mexico City.

Arun Batra is the Senior Treasury Manager at Agilent Technologies. In this role he manages FX and corporate finance functions. Arun is a CPA and holds a management degree as well. He has been with Agilent for 14 years and has worked in accounting, compliance and FP&A before joining the Treasury team in 2013. Agilent has a significant presence in Emerging Markets that include China, Brazil, India, Korea and Mexico and Arun helps manage the currency risk in these countries through "conventional hedging" as well as "natural hedging" strategies.

SESSION 2-D

Managing Liquidity Globally: Approaches for a Complex World

**Sara Sims, Global Liquidity Solutions,
Bank of America Merrill Lynch**

Priti Kartik, Global Treasurer, Logitech, U.S.

In an ever-changing global environment, managing your liquidity will play an important factor towards optimizing your working capital. This session will highlight trends in global liquidity management, the shifting market and regulatory environment with a focus on implications to companies now and in the future.

Sara Sims is a Global Liquidity Solutions Specialist in Global Transaction Services responsible for sales strategy, product marketing, pricing and delivery for wholesale deposits and short-term investments for Global Corporate and Commercial Banking clients. For the past 7 years, she has been providing strategic advice on global liquidity topics for clients. Sara joined Bank of America's Treasury Management Analyst Program in 2008 before joining the Commercial Banking Sales team in Chicago, IL. Sara graduated from Indiana University with a Bachelor of Science degree in Finance as well as DePaul University Kellstadt School of Management with an MBA in Leadership & Change Management and Operations Management.

Priti Kartik joined Logitech in 2012 as Senior Manager and became Treasurer in 2016. She is responsible for Global Treasury Operations and Insurance. She led the transition of Treasury's daily operations between Switzerland and U.S., drove global banking initiatives, and revamped FX hedging programs. Prior to Logitech, Priti worked at Thoratec and Altera. Priti served as Vice President and President of the Silicon Valley AFP (formerly PTMA). Priti holds a Graduate Diploma in Finance from Australian National University and Bachelor of Commerce degree from University of Mumbai, India. She is CTP certified.

LUNCH KEYNOTE

12:10 PM – 1:40 PM

The Role of Treasury as Champions of Corporate Responsibility

Andrew Behar, CEO, As You Sow

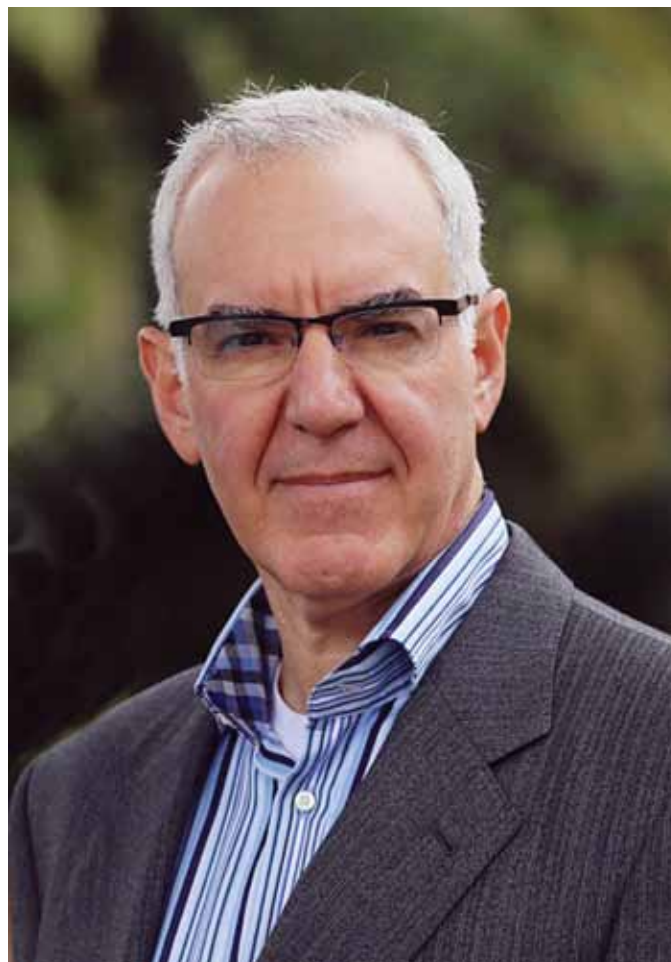
For the past three decades, Bay Area companies have established themselves as world leaders in philanthropic and Employee Engagement programs to benefit communities locally and globally.

We are now on the threshold of increased scrutiny going well beyond these highly visible, well marketed Corporate Social Responsibility (CSR) efforts.

New tools allow investors, customers, and employees to look deeper than ever before into how corporations invest, and whether those investments, employee benefits vehicles, and giving programs align with a company's stated "Responsibility" goals. Increasingly, millennial employees expect the companies they work for to be making change and doing good in the world. They increasingly want to know that their company's investments and their 401(k) plan options also align with these values.

This session will discuss the evolution of CSR and the coming focus on Treasury activities. This session will help prepare Treasurers for heightened scrutiny and offer solutions and motivations to encourage Treasurers to take the lead in alignment of investments and policies with values for long-term sustainability and equity that touches all stakeholders.

Andrew Behar, As You Sow CEO, has 30 years of experience as a Senior Executive and Strategist in the cleantech, communications, and life science sectors. Prior to joining As You Sow, Andrew founded and was CEO of a start-up developing innovative fuel cell technologies. He served as COO for a social media agency focused on sustainability and has been a strategic consultant in the nonprofit sector. He serves on the board of US-SIF, the Forum for Sustainable and Responsible Investment. He was named one of 30 "Eco Rock Stars and Environmental Mavericks" in *Origin Magazine's* August 2015 issue. His book, *The Shareholders Action Guide: Unleash Your Hidden Powers to Hold Corporations Accountable* was published in November 2016 by Berrett-Koehler.



 **San Francisco
Treasury Symposium**

We Value Your Feedback

Please respond to our online survey which will be sent out shortly after the Symposium. We hope that you will share your views with us so that we can continue to bring you the quality programming that you have enjoyed at the San Francisco Treasury Symposium.

SESSION THREE 1:55 PM-2:50 PM**SESSION 3-A*****Make an Impact: Environmental, Social & Governance in Investments*****Mark Thornton, Executive Director/Founder, Business for the Planet**

This session is for treasury professionals who are interested in taking a deeper dive into the “how to” of identifying and evaluating socially responsible investments. Beyond the essential metrics, this interactive session will incorporate discussion on the growth of Environmental, Social & Governance (ESG) investment vehicles generally, as well as insights as to how leading corporations are beginning to introduce this class of investment to their portfolios.

Mark Thornton is a former interim Chief Operating Officer for JPMorgan Private Bank in London, with 16 years of investment banking experience. Mark was VP at JPMorgan Investment Management in London and head of New Product, New Markets and New Instruments, helping launch the first hedge fund-of-funds product. He is a guest lecturer at Wharton Business School for the Leadership Development Program. Mark has been on the Board of Directors for 4 years of a publicly traded company in the U.S., serving on the Audit Committee, Chair of the Risk Committee and Compensation Committee. He is a published author on meditation practice for business people.

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SESSION 3-B***AP Automation: The Paperless Solution for Payables Processing*****Scott Hogate, Senior Vice President, Treasury Solutions Group, PNC Bank****Curtis Viverette, Vice President of Shared Services, Montrose Environment Group**

This session will offer a case study to demonstrate the ability to transform a paper environment with various modes of invoice processing into a streamlined paperless world that brings accuracy, speed and compliance to any department. The session will focus on demonstrating the importance and value of such a transition and then attempt to eliminate the fear of the process.

Scott Hogate is a Senior Vice President & Treasury Solutions Consultant at PNC Bank with a focus on growing PNC's West Coast presence while leveraging his 20+ years of practitioner experience in overseeing Treasury, Acquisition Integration, Accounts Payable, Accounts Receivable, Fleet Vehicle Management and Risk Management. Prior to PNC Bank, Scott was a Treasury & Financial Consultant at Universal Services of America. Scott's record of Treasury design, operational optimization and integration includes positions as Assistant Treasurer at 99¢ Only Stores (Retail), Treasurer at DDi Corp (Manufacturing), Consultant at Guthy-Renker (Sales Marketing), Assistant Treasurer at Abbott Medical Optics (Medical Device), formerly Advanced Medical Optics, Treasury Manager at AmerisourceBergen (Distribution), Apria Healthcare (Home Healthcare), and FHP Healthcare (HMO). Scott graduated from the University of Redlands with a Master's Degree in Business Administration and an undergraduate degree from Chapman University with majors in Finance and Economics. Scott has more than twenty years of experience in Treasury including earning his Certified Treasury Professional (CTP) designation.

Curtis Viverette began his career in the Marine Corps as an inventory clerk for Marine Air Group 36. In this roll he was introduced to high volume transactions and data heavy reporting. It was the perfect segue into his eventual transition to the civilian sector and operational accounting. Curtis knew early on that technology was the answer to our paper heavy world and was fortunate to be on the cusp of the automation movement in operational accounting. Curtis has led several successful process automation projects for various types of organizations and has become recognized as a process automation expert. He is now the VP of Shared Services for Montrose Environmental where he is actively converting all facets of AP/AR/Billing and payment processing to an automated environment.

SESSION 3-C

Understanding Innovation in Cash: The Good, The Bad, and The Ugly

**William Goldthwait, Vice President,
Portfolio Strategist, State Street Global Advisors**

This session will highlight some of the key innovations that have been introduced to the cash management ecosystem over the last year, driven mainly by reform and the low interest rate environment. Come examine and debate a variety of these innovations and their relative benefit, or lack thereof, as corporate treasurers and cash managers continue to sort through the post reform world. Attendees will learn about “the good, the bad and the ugly” innovations in:

- **Investment products:** low volatility, ultra, ultra short-term conservative bond funds, and private funds
- **Technology:** multiple intra-day NAVs/pricing, portal enhancements, website disclosures such as liquidity, shareholder activity and duration, and treasury workstation enhancements
- **Actions taken by practitioners:** repositioning cash strategies and portfolios (i. e., changing forecasting models and IPS’s) in light of new and changing dynamics in the marketplace.

William Goldthwait is a Vice President and Portfolio Strategist at State Street Global Advisors (SSGA). He is a member of the Global Cash and Global Fixed Income Investment Management teams. William is responsible for the communication of cash and fixed income investment strategy and performance to clients, consultants, and prospects. Prior to joining SSGA in 2014, William spent time on both the advisory and brokerage side of the business. Most recently he was part of Royal Bank of Scotland’s Institutional Fixed Income Sales Team and Merrill Lynch’s Institutional Money Market Sales Team. Prior to Merrill Lynch, William worked as a Money Market Portfolio Manager and Fixed Income Trader for Columbia Management and Fleet Investment Advisors. William holds a BA from Roanoke College and has his Series 7 and 63 Securities License.

SESSION 3-D

Evolution of Treasury Management at CalPERS

**Melody Benavides, CTP, Assistant Treasurer,
CalPERS**

As the largest public pension fund in the U.S., CalPERS’ treasury management needs are unique and atypical from those of traditional companies. In this session, the presenter will share the challenges and opportunities presented when implementing a treasury management program that involves developing methods for measuring, tracking and reporting liquidity and determining best practices.

Melody Benavides is a Certified Treasury Professional who currently serves as the Assistant Treasurer for CalPERS. She previously served as CalPERS’ Cash Manager. Melody has worked in public finance for over 16 years and holds a Master’s Degree in Business Administration.

Silicon Valley Association for Financial Professionals

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of Treasury and Finance professionals at
all stages of their career by providing the
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SESSION FOUR 3:10 PM-4:00 PM**SESSION 4-A*****Putting Cards to Work***

William Kniering, Director, Commercial Card Client Management, MUFG Union Bank N.A.

Anthony Choi, Head of Finance, CJ America

CJ America is a global lifestyle company with leading brands throughout the U. S. With employees across seven affiliates, capturing travel and expense data while ensuring compliance to policy was a challenge. In addition, small dollar invoices were taking a toll on the accounts payable group. Find out how CJ America worked with MUFG Union Bank to design scalable card programs for travel and procurement that satisfied everyone's needs.

William (Bill) Kniering leads the commercial card client management team at MUFG Union Bank, which includes sales, implementation and account management functions. With almost 30 years of experience in the commercial card industry, he has held positions in operations, implementation, technology, account management, and sales. While at Bank of America, he worked in London to help launch the Bank's global card program. While at Paymentech, he was part of the design team that deployed the first internet-based commercial card reporting solution in 1997.

Anthony Choi is the Head of Finance for CJ America. Prior to joining CJ America, he was a registered financial advisor and consultant for Transamerica, ING, and United Biz Management Corp. He was also Finance Manager at Daewoo Motor America and Daewoo International Korea. Anthony has been working with numerous top-tier international banks since the early 1990s and has over 20 years of experience in finance and treasury management.

SESSION 4-B***Frictionless Payments via APIs***

Millicent Calinog, Senior Vice President, Treasury Management API Product Manager, Wells Fargo Bank

Chris Ewing, President and Chief Executive Officer, One, Inc.

Learn how to implement a frictionless payment experience either with your external customers or within your internal treasury operations. Hear insights from a company that leverages technology to achieve a more streamlined process and deliver an optimal customer experience around digital payments.

Millicent Calinog is Senior Vice President and Group Product Manager and leads the strategy for Wells Fargo Bank's Treasury Management Application Program Interface (API) and Banking-as-a-Service products. Millicent's earlier positions at Wells Fargo include launching the International Product Consulting team and Advisory Council program, as well as product management roles within the Commercial Electronic Office® (CEO®) portal and Treasury Management teams. Before joining Wells Fargo, she was a senior tax consultant with Arthur Anderson and an attorney. Millicent has a BA from the University of Wisconsin Madison and JD from William Mitchell College of Law in St. Paul, Minnesota.

Chris Ewing is President and Chief Executive Officer of One, Inc., overseeing all business operations and the strategic direction of the company. Prior to joining One, Chris served as President and CEO of Stonewood Insurance Services, CTO and General Counsel of Cost-U-Less Insurance, President and CEO of Keenan Holdings, and co-founded ClearSide General Insurance Services, LLC (acquired by GMAC Insurance). In addition to his insurance and technology experience, Chris was a co-founder, President, and CEO of Shari's Berries. He received his Bachelor of Business Administration from UC Riverside (Suma Cum Laud) and his JD from the McGeorge School of Law.

SESSION 4-C

Making the Choice: Invest In-House or Use an External Manager

Zeke L. Loretto, Director Head of Global Investments, eBay Inc.

Geoff Nolan, Senior Director of Investments, Qualcomm

Chris Ginieczki, CFA, Vice President, McKesson Corporation

Determining whether an organization should manage its investments in-house or with external managers extends far deeper than who is executing the trades. The decision involves the development of an investment strategy, an assessment of the team's investment acumen, as well as ongoing surveillance of the portfolio's performance and risk metrics. Come hear the rationale and process from two distinct methods of how to manage an entity's investments.

Zeke Loretto is Director Head of eBay Global Investments. He is responsible for the portfolio management, trading, and business management of \$10.1 billion in-house fixed income liquidity portfolios. Prior to eBay, Zeke was a Director and Senior Credit Analyst at SilverLake Credit Fund, a \$400 million high yield leveraged loan portfolio. Prior to SilverLake, he was a Vice President and Senior Credit Analyst at Wells Capital Management/Sutter Credit Strategies, a \$3.5 billion high yield credit portfolio. Prior to that, Zeke was Vice-President and Co-Head of Wells Fargo's Proprietary Investment Group, a \$2.5 billion high yield credit portfolio. Zeke holds a MBA from the University of Michigan and a BA from the University of California at Berkeley.

Geoff Nolan, Senior Director of Investments, oversees Qualcomm's multi-asset class balance sheet investment portfolio. He is responsible for overall portfolio & business management, including setting and implementing portfolio strategy, asset allocation, risk management and reporting. Geoff joined Qualcomm from eBay where he held a similar role and assisted in building out eBay's investment platform. Prior to eBay, Geoff was at Wells Fargo & GE Capital where he invested the firms' capital and at Wellington Management as a fixed income analyst. He holds a BA in Economics and MBA from Columbia University and a JD from the University of Connecticut.

Chris Ginieczki is a Vice President in McKesson's treasury group where he manages liquidity by overseeing cash management, investments, foreign exchange, commercial paper, intercompany funding, and cash flow. Prior to McKesson, he was a Senior Director in Treasury at VISA where he rebuilt VISA's cash management and investment platforms, managed its investment portfolio, oversaw its commercial paper, repo and share repurchase programs, and served as its risk manager. He has spent over ten years working at banks as a capital markets and structured finance professional. He holds a Bachelor's of Science from Bucknell University as well as the CFA designation.

SESSION 4-D

Developing a Treasury Technology Roadmap

Ed Barrie, Director of Treasury, Tableau Software

Tableau Software successfully developed and implemented a formal treasury function tied to its corporate technology roadmap. This evolution allows Tableau to efficiently integrate various systems and processes on a much faster scale than traditional IT project requests. In this session, the Director of Treasury will provide an overview of the lifecycle of the project, from inception to execution, and insights on lessons learned.

Ed Barrie is Director of Treasury for Tableau Software, a global firm providing industry-leading data visualization and analytics software that helps people see and understand their data. Ed has been with Tableau Software since November 2015 and is responsible for global treasury management including cash & liquidity management, FX, investment management, treasury systems including FXall, SWIFT messaging, and integration with NetSuite ERP. Prior to joining Tableau Software, Ed spent six years as Assistant Treasurer at Itron and seven years as Group Global Treasury Manager at Microsoft. Ed and his team earned the Treasury Today 2014 Adam Smith Award for Best Process Re-engineering Solution for their efforts in implementing world-class treasury systems and processes. Ed and his team were also runners up for the GTNews.com 2014 Treasury Technology Award for Best Treasury Technology Solution. Ed has a BA in Economics from Eastern Washington University.

SESSION FIVE 4:15 PM-5:10 PM

SESSION 5-A

Optimizing Cash and Liquidity & Future Proofing Treasury: HDS' Transformative Project in EMEA

Cathy Fields, CTP, Director and Assistant Treasurer, Hitachi Data Systems

T. R. Wooster, Treasury Operations Manager, Hitachi Data Systems

In 2015, HDS set out to optimize cash and liquidity to better support its evolving and growing business needs. HDS' goal included the implementation of a multi-currency notional pool, the reduction of bank partners from 17 to 1, and the automation of back-end processes. The ultimate solution had to interface with payment files and enable automated reconciliation into their existing ERP system as well as a future SaaS based treasury management system. The project took 2 years and involved a cross functional team of stakeholders working towards a common objective. Attendees will hear about the benefits of the project and lessons learned from this massive undertaking.

Cathy Fields has been involved with treasury functions in a multi-national environment for almost 30 years. She is currently the Director and Assistant Treasurer at Hitachi Data Systems responsible for global treasury operations which includes banking, FX strategies, cash and liquidity management, debt, investments, insurance risk management and anything else treasury needs to do to support the company's continued growth throughout the world. Cathy joined HDS in 2014 after spending 25 years with Western Digital (WD). At WD, Cathy held roles in accounting, finance, international credit and corporate treasury. In her last 12 years at WD, Cathy ran global treasury as the Assistant Treasurer. Cathy has a BS in Exercise Physiology from California State University Fullerton and earned her MBA in International Business from National University. Cathy has held her CTP certification since 1998.

T. R. Wooster is currently the Treasury Operations Manager at Hitachi Data Systems, responsible for a variety of cash management, banking, and forecasting activities. He has previously held treasury positions with Stanford University, Symantec, Veritas, Agilent Technologies and Hewlett Packard. T. R. has a BA in Economics from Pomona College and a Master's in International Management from Thunderbird School of Global Management.

SESSION 5-B

Evaluating and Reducing Risk in the Payment Ecosystem

Steven Bernstein, Executive Director of Payments, J. P. Morgan Chase

Mike Magness, Group Operations Manager for Small Business Group Payroll and Payments, Intuit

Firms need to ensure that they are appropriately controlling and mitigating risks that are unique to Fintech as well as risks that exist in new payment technologies. In this session, attendees will learn about the dynamics and collaboration needed between third party payment processors and Fintech relationships and hear about processes implemented to help evaluate, mitigate and reduce risk in the ever-evolving payment ecosystem.

Steven Bernstein has been with J. P. Morgan since 1984 and currently serves as U.S. and Global ACH Business Development Manager. Steve works extensively with clients, providing solutions for ACH and electronic payments. Prior to his current role, Steve worked within EDI, check processing, and institutional teams. Steve is a frequent speaker at key financial services events hosted by the Association for Financial Professionals and NACHA.org. He is a graduate of Cornell University.

Mike Magness has been with Intuit since 2005 and currently serves as Risk Operations Manager for its Payroll and Merchant Payments group. Mike manages the risk of all ACH and electronic payments for employers using Intuit's Payroll Solutions as well as the credit card merchant processing team. Prior to Intuit, Mike served as the U. S. and Canadian credit manager for S. P. Richards Corporation and a Senior Credit Manager for Cisco Systems. A graduate of the University of Nevada, Mike is linked into several payroll and payments fraud/risk groups. He sits on the board of the Payroll Fraud Prevention Group.

SESSION 5-C

Active/Passive Fixed Income Strategies for Balance Sheet Investing

David Alongi, Director of Fixed Income Management, Northern Trust Asset Management

Dan Lynch, Director of Global Investments, Cisco Systems

As corporate treasury has become more sophisticated and global balances have grown, consideration should be given to the benefits of passive strategies as part of the overall allocation. Attendees will hear from practitioners on why/when they use passive/active strategies and also hear from an investment advisor on how index strategies are structured, various strategies, and their underlying indices.

David Alongi is a Senior Vice President and Director of Fixed Income Index Management at Northern Trust Investments since 2007. Prior to that, he was the Senior Fixed Income Portfolio Manager at Northern Trust. David graduated from University of Illinois, Urbana with a BS and has an MBA from the University of Chicago.

Dan Lynch is the Director of Global Investments for Cisco Systems. In his current position, Dan manages the investment of Cisco's surplus cash portfolios, oversees the execution of the company's share repurchase program, and advises the boards of the company's employee savings programs. Dan has been with Cisco for 13 years. In his prior roles at Cisco, Dan worked in Corporate Finance and Foreign Exchange Risk Management positions within Treasury.

SESSION 5-D

Scaling for Rapid Global Expansion —Avoiding the Pitfalls of Run-Away Bank Fees

David Watt, Senior Treasury Manager, Uber Technologies Inc.

Maneek Marwaha, Treasury Analyst, Uber Technologies Inc.

Uber's growth has been well documented for its quickness and scale. With rapid growth, comes surging transaction volumes. This session is for treasury professionals who are interested in learning more about the way banks charge through account analysis, how to managing bank fees and ensuring accurate billing.

David Watt has worked for Uber Technologies Inc. since November 2014 and previously in Treasury for URS Corporation, eBay, and World Savings

Maneek (Nik) Marwaha has worked for Uber Technologies Inc. as a Treasury analyst since August 2016. He began his career at Warner Brothers and Hyundai Capital.

The logo for the San Francisco Treasury Symposium features a grid of dots on the left, followed by the text "San Francisco Treasury Symposium" in a bold, sans-serif font.

San Francisco Treasury Symposium

Thank You For Your Attendance

Please join us for a reception immediately following the last session of the day on the hotel patio, at the MaSo Restaurant terrace.

This is an excellent opportunity to meet with fellow practitioners and exchange ideas and information gleaned from the sessions.

San Francisco Treasury Symposium ~ May 5, 2017

SCHEDULE OF EVENTS

7:30 AM–8:20 AM REGISTRATION AND CONTINENTAL BREAKFAST

8:20 AM–9:20 AM MORNING KEYNOTE:

The Cyber Threat Landscape, Intrusion Investigations and Preparing Treasury's Playbook
M. K. Palmore, Assistant Special Agent in Charge, FBI San Francisco—Cyber Branch

REFRESHMENTS PROVIDED BETWEEN SESSIONS

9:40 AM–10:40 AM SESSION ONE

- IA *Treasury's Role in Shareholder Value Creation and Protection*—Catherine Portman, Juniper Networks, Inc.; Jody Foldesy, The Boston Consulting Group
- IB *The Evolving Landscape of Payments Security*—Matt Davies, Dallas Federal Reserve
- IC *Where Do We Go From Here? Liquidity Management in a Post Reform Environment*—Christina Kopec, Goldman Sachs Asset Management; Odette Go, Lam Research Corporation
- ID *Global or Regional Centralization: The Treasury Debate*—Kelvin Ang, Citibank; Karen Brochier, BioMarin Pharmaceutical Inc.; Victor Grado, Hewlett Packard Enterprise

10:55 AM–11:55 AM SESSION TWO

- 2A *Benchmarking Against your Peers for Optimal Treasury Performance*—Deepa Palamuttam, Intel Corporation
- 2B *How Treasuries Use Technology: Automating Processes, Mitigating Risks, and Increasing Controls*—Greg Whipple, Clearwater Analytics; Nicholas Zaiko, Bridgebay Financial, Inc.; Priscilla Yip, Salesforce.com, Inc.
- 2C *FX Risk in Emerging Markets: Hedge or Not to Hedge?*—Guillermo Gualino, Agilent Technologies; Arun Batra, Agilent Technologies
- 2D *Managing Liquidity Globally: Approaches for a Complex World*—Sara Sims, Bank of America Merrill Lynch; Priti Kartik, Logitech, U.S.

12:10 PM–1:40 PM LUNCH KEYNOTE

The Role of Treasury as Champions of Corporate Responsibility
Andrew Behar, CEO, As You Sow

1:55 PM–2:50 PM SESSION THREE

- 3A *Make an Impact: Environmental, Social and Governance in Investments*—Mark Thornton, Business for the Planet
- 3B *AP Automation: The Paperless Solution for Payables Processing*—Scott Hogate, PNC Bank; Curtis Viverette, Montrose Environment Group
- 3C *Understanding Innovation in Cash: The Good, The Bad, and The Ugly*—William Goldthwait, State Street Global Advisors
- 3D *Evolution of Treasury Management at CalPERS*—Melody Benavides, CalPERS

3:10 PM–4:00 PM SESSION FOUR

- 4A *Putting Cards to Work*—William Kniering, MUFG Union Bank N.A.; Anthony Choi, CJ America
- 4B *Frictionless Payments via APIs*—Millicent Calinog, Wells Fargo Bank; Chris Ewing, One, Inc.
- 4C *Making the Choice: Invest In-House or Use an External Manager*—Zeke Lorretto, eBay Inc.; Geoff Nolan, Qualcomm; Chris Ginieczki, McKesson Corporation
- 4D *Developing a Treasury Technology Roadmap*—Ed Barrie, Tableau Software

4:15 PM– 5:10 PM SESSION FIVE

- 5A *Optimizing Cash and Liquidity & Future Proofing Treasury: HDS' Transformative Project in EMEA*—Cathy Fields, Hitachi Data Systems; T.R. Wooster, Hitachi Data Systems
- 5B *Evaluating and Reducing Risk in the Payment Ecosystem*—Steven Bernstein, JPMorgan Chase; Mike Magness, Intuit Inc.
- 5C *Active/Passive Fixed Income Strategies for Balance Sheet Investing*—David Alongi, Northern Trust Asset Management; Dan Lynch, Cisco Systems
- 5D *Scaling for Rapid Global Expansion*—David Watt, Uber Technologies Inc.; Maneek Marwaha, Uber Technologies Inc.

5:10 PM NETWORKING RECEPTION