

All times are in the Eastern Time zone

Schedule of Events

10:30 – 11:30 am

Opening Remarks and Keynote Speaker

Moderator:



KRIS SNOW

President, Cisco Capital
Cisco Systems Capital Corporation
Chair of the Board, ELFA

The Future of Work: A New Dynamic Strategy

Strategic inflection points exert a 10X force on our business that changes fundamental aspects of it. As we move through the inflection point that is the COVID pandemic, it is hard to predict what the world of work will look like on the 'other side.' Rita McGrath, an expert on strategy and innovation and author of the recent book "Seeing Around Corners" describes a new playbook for strategy, how this informs how we need to think about work, and what we all need to know about managing in high uncertainty conditions. We'll hear about the 'tour of duty' career concept; how traditional assumptions about work are being challenged and how to learn – fast – what you need to know to figure out the best approach to navigating these times.

Sponsored by: **EQUIFAX®**

Keynote Speaker:



RITA MCGRATH

Expert on Business Strategy in Uncertain Environments, Acclaimed Thinkers50 Thought Leader, and Author

11:30 – 11:45 am

Break

11:45 – 12:30 pm

Future of Work Industry Panel with Rita McGrath

Join our Keynote speaker, Rita McGrath, and three industry participants as they discuss issues related to leading and thriving in an ever-changing work world.

Panelists:

DEBORAH BAKER

Head of Worldwide Leasing & Financing
HP Finance Solutions

RJ GRIMSHAW

CEO, President
UniFi Equipment Finance, Inc.

RITA MCGRATH

Expert on Business Strategy in Uncertain Environments, Acclaimed Thinkers50 Thought Leader, and Author

BOB NEAGLE

Vice Chair
ELFA

12:30 – 1:15 pm

Future of Work Discussion

Continue the discussion with your colleagues to review key points and strategies in a roundtable setting. How can you apply these strategies to your business practice?

1:15 – 1:30 pm

Break

1:30 – 2:15 pm

Digitalization and Its Evolution

Industry leaders will share their insights on changing customer demands.

- What are different industry leaders doing to improve the client experience?
- What trends do we need to consider as CEOs?
- Platforms, tools, portals, etc currently being utilized?

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Secured Finance
Technology

Moderator:

MICHAEL DICECCO

Executive Vice President
Huntington Equipment Finance

Panelists:

ELLEN COMEAUX

SVP, Commercial Division Sales Leader
TIAA Bank

CHRIS MILLER

*Director, Strategic Accounts
DocUSign*

MELISSA ORSBURNE

*VP, Digital Customer Experience
TCF Bank*

2:15 – 3:00 pm

Digitalization and Its Evolution Discussion

Continue the discussion with your colleagues to review key points and strategies in a roundtable setting. How can you apply these strategies moving forward.

3:00 – 3:15 pm

Break

3:15 – 4:00 pm

Consumption Based Leasing - One Creative Way to Recover and Thrive in a Post-Pandemic World

This session will focus on what is evolving in consumption-based leasing and how to position your business to win as you recover from the pandemic. Consumption, or usage, models (vs. time based payment programs) have become more prominent across various asset classes over the past eight years. As a consequence of business disruptions due to the pandemic, end users of assets are even more interested in these pay per use types of models as means to provide increased protection during economic downturns and disruptions. Even with thin finance margins, a consumption offer could still make sense. A Gartner report finds that by 2022, 15% of new deployments of on-premises computing will involve pay-per-use pricing, up from less than 1% in 2019 and that by 2024, 5.6% of x86 server spending will be consumed via consumption-based pricing delivery methods.

Topics covered include:

- Pricing/ Margin Implications
- Balance Sheet/Revenue Recognition
- Risk Mitigation (e.g. Consumption Risk, Performance Risk)
- Contract Administrations (e.g. Usage Metering, Multi-Provider services)
- Sales Considerations (e.g. Primary Relationships, Compensation)

Moderator:

SCOTT A. THACKER

*CEO Ivory Consulting Corporation
Chairman of the Board of Trustees Equipment Leasing and Finance Foundation
Founding Chair, ELFA Equality*

Panelists:

JAMES CRESS

*Vice President and General Manager
Stryker Flex Financial*

DIANE CROESSMANN

*Director
The Alta Group*

VINCE MOLLIKA

*Managing Director, Equipment Finance
CIT*

LARRY SCHERZER

*Director, Strategy and Payment Solutions Team
Cisco Capital*

4:00 – 4:45 pm

Consumption Based Models Discussion

Continue the discussion with your colleagues to review key points and strategies in a roundtable setting. How can you apply these strategies in your business.

4:45 – 5:00 pm

Break

5:00 – 6:00 pm

2021 Economic Update

What has been the impact of the COVID pandemic on the US economy? How will the economy post-pandemic look different than the pre-pandemic situation? In this session, the former Assistant Secretary for Economic Policy at the Department of the Treasury will review the recent economic results, discuss the near-term outlook, and highlight some of the changes we should watch for in the future.

Sponsored by: **EQUIFAX®**

Speaker:



MIKE FAULKENDER

Former Assistant Treasury Secretary for Economic Policy

6:00 – 7:00 pm

Virtual Reception