



CRF Credit & A/R Forum and EXPO—Seattle, WA

Sunday Evening August 11

5:00 - 6:00 **CRF's WOMEN'S INITIATIVE**- Jointly hosted by Arent Fox LLP - see website for details and registration information.

Monday August 12

8:00 - 10:30 **CRF Special Education Program - Modern Valuation Models to Better Anticipate Customer Insolvency and Risk - Steven C Isberg, Ph.D., Sr Research Fellow, Credit Research Foundation** - Recent changes in tax and interest rate policies have significantly impacted the benefits of relying on debt as a means of corporate financing. This **complimentary** session will demonstrate how these policy changes have impacted risk and value. The tools provided will better enable one to assess and understand the risk in a credit portfolio. This educational session benefits all levels of the credit organization that have financial statement experience. CRF is offering this **OPTIONAL** session as an adjunct to the standard program design for our attendees - see website for details and registration information.

12:00 - 2:00 Service Provider Exposition—Lunch will be provided in the EXPO Hall

2:15 - 2:30 **Opening Remarks**

2:30 - 3:45 **Robotics Process Automation - Bradley Niedzielski, Partner, Deloitte** - Robotics Process Automation is a clear advantage when establishing an organization's strategic financial priorities. Today's technology continues to drive financial process to be more efficient, economically beneficial and advantageous in organizational effectiveness. In this session, Bradley Niedzielski of Deloitte will share his enablement experiences in RPA with an implementation focus for today's credit professional.

4:00 - 6:00 Service Provider Exposition and Cocktail Reception in the EXPO Hall

Tuesday August 13

7:00 - 9:15 **Breakfast Buffet followed by Opening Remarks at 9:00**

9:15 - 10:15 **Blockchain - Rafael Zahradddin-Aravena, Shareholder, Director, Chair, Commercial Bankruptcy & Restructuring Practice, Elliott Greenleaf** - Blockchain is a widely used term and gaining traction within the credit discipline. This presentation will cover cryptocurrency in brief along with the underlying blockchain technology and its use for smart UCCs, smart contracts, smart stock and corporate records. The subject matter will also cover how these are regulated and the ways to research and identify corporate assets.

10:15 - 10:30 **Break**

10:30 - 11:30 **Payment Process Update - Robert Unger, Senior Director Product Management & Strategic Corporate Relations NACHA - The Electronic Payments Association** - There are technologies that have been created to support infrastructure and tools to improve key P2P and O2C processes, while also attacking risk from fraud. This session will discuss how the marketplace is standardizing APIs and validating data that can help transform cumbersome methods and improve internal controls for A/P (e.g., supplier master, compliance verification, payment, fraud prevention), as well as A/R credit (e.g., KYC, credit review, cash application).

11:30 - 12:30 **LUNCH**

12:30 - 1:30 **Chapter 22s - Jay Indyke Esq, Partner, Cooley LLP** - There has been an increasing focus on why there are so many "Chapter 22s" - companies filing again shortly after emerging from bankruptcy. Is there an endemic assessment flaw in the "feasibility" test applied to debtors as they emerge from bankruptcy? This has led to an increased prevalence of "special committees" of debtors' boards to do investigative work on potential litigations against insiders and other potential targets. But this is usually done to preempt the ability of creditors' committees doing this work to maximize their recoveries in such cases. The result is debtors pushing forward to confirm plans to attain releases for insiders and others, even without fixing the underlying business.

1:30 - 2:30 **Credit and Other Insurance Applications - Mark Regenhart, Partner, Marsh JLT Specialty; Allison Patrice, VP Administration, Carroll Independent Fuel; Bruce Nathan Esq, Partner, Lowenstein Sandler LLP; Ronald Borcky, Director Global Credit Operations, International Paper; Todd Lynady, Head of Broker Management (Americas), Euler Hermes** - This peer panel of leading practitioners will discuss their successful application and use of credit insurance. Traverse the tools utility from the perspective of the legal, insurer's and insured's vantage point.

2:30 - 2:45 **Break**

2:45 - 3:45 **The New Dynamics of Customer Deductions and What to Know About Supplier Agreements - Kenneth Green, Co-Chairman and Kathleen Rotondo, Senior VP, IAB Solutions LLC** - The surge in online selling has dramatically changed the process for deductions. Are online retailers creating profit centers, lowering their cost of goods sold? How do you react to all the vendor compliance requests? How are RPA and AI changing the deduction landscape? What should everyone know about Supplier Agreements – where are the pitfalls, how do you negotiate and what should you be looking for? These and other questions will be addressed by an expert panel!

3:45 - 4:45 **Economic Update - William Strauss, Sr. Economist and Economic Advisor, Federal Reserve Bank of Chicago** - The latest update and outlook on the US economy.

Wednesday August 14

7:30 - 9:00 **Continental Breakfast**

9:00 - Noon **CRF Open Forum** - Real time peer-to-peer exchange of needs and experiences.

Please refer to the CRF Events page for details on User Group Meetings being held in conjunction with the Forum