



ASSOCIATION FOR
FINANCIAL
PROFESSIONALS

Western NY

The AFP of Western New York presents its
December 2020 Webinar Series

Sponsored By:



**December 9th, 2020
12:00pm to 1:30pm
VIRTUAL EVENT**

WEBINAR ACCESS DETAILS TO BE PROVIDED SEPARATELY TO EVENT REGISTRANTS

THE ASSOCIATION FOR FINANCIAL PROFESSIONALS OF WESTERN NY

The Association for Financial Professionals of Western New York is a non-profit, educationally oriented organization, which provides a forum for the active and open exchange of concepts and techniques related to the practice of cash and treasury management. Today's membership represents a wide cross section of local industry professionals. Membership is open to individuals from businesses and non-profit organizations, financial service vendors and banks. A free flow of ideas and information is encouraged and maintained among the Association's members.

Each year, the AFPWNY bases its education program decisions on participant response to the previous year's programs. This process ensures that topics addressed during each seminar reflect the most prevalent issues, and that the information provided is on leading edge technologies. Conference attendance continues to flourish resulting from feedback received from attendees.

AFPWNY encourages member participation in the National Association for Financial Professionals (AFP). In addition to offering a wide range of continuing education opportunities, professional certification and industry standards programs, the AFP has become an invaluable resource for disciplines represented in organizational and corporate treasury areas. Together with affiliate organizations, AFP works to increase professional skills and to enhance the recognition and credibility of the treasury management profession.

Presentation: 12:00 PM – 1:30 PM

Topic: Making Connections: Open Banking is here, there, everywhere – and in high demand!

Speaker: Glenn A. Davis – Vice President - Treasury Solutions Group - Solution Advisor - PNC

In this session:

- We'll discuss ways that practitioners and company systems interact with banks' technology today
- We'll challenge conventional and some traditional technology methods and how we should be thinking about connectivity/integrations
- We'll speak to the future of connectivity through Open Banking
- We'll talk about the challenges banks face to evolve to new payment types and how banks are reimagining the ways to evolve and deliver treasury services to the marketplace through technology

Speaker Information:



Glenn A. Davis – Vice President – PNC

glenn.a.davis@pnc.com

<https://www.linkedin.com/in/glenn-davis-4232174/>

Glenn joined PNC's Treasury Solutions Group (TSG) in August 2020. Prior to joining PNC, Glenn served as an advisor to Transaction Banking / Treasury Management product managers, relationship managers, clients, technology and operations at MUFG Union Bank assisting in driving solutions through connectivity.

Prior to MUFG Union Bank, Glenn led a team of senior product managers at BB&T responsible for e-commerce and commercial channels, maintaining and replacing the commercial online / mobile banking solution, the development of a SSO commercial portal and dashboard, data security, systems authentication, malware detection, Information Reporting, Escrow Services, ZBA and Sweeps. The team also had ownership of connectivity (host to host) based services.

In a Senior Technical Product Consulting role at both BB&T (2012 – 2018) and Bank of America (1998 – 2012), Glenn supported treasury relationship managers as a treasury subject matter expert for treasury serving Commercial, Middle Market and Large Corporate / Capital Markets clients in complex engagements.

While at Bank of America, Glenn worked on the team to generate and send the first ever Image Cash Letter as a part of Check 21 (Bank of America to Wachovia). He also has over 30 years serving in different roles within the financial services industry and over 10 years of prior experience leading teams.

Glenn also has expertise aligned with many industry verticals such as real estate, service organizations, retail, energy, general industries, financial services providers (banks and non-banks) and the healthcare industry. Glenn evolved the initial healthcare revenue cycle management services at BB&T and served as the enterprise subject matter expert for payments, revenue cycle management, and general industry expertise.

Glenn has also presented at regional AFP conferences in Tampa, FL (TBAFP), Atlanta, GA, Richmond, VA (CAFP), and Baltimore, MD (MAAFP), presented at seminars on topics such as CyberFraud, Cash Flow and Working Capital Management: Executing a Payments Paper to Electronic Strategy, Real-Time Payments, The Evolution of Banking from AI to Zelle, etc. and has published a white paper called "Using Your Cash to Fuel Business Growth".

Glenn has worked on teams participating in Ethnography studies serving as a trusted advisor and consultant to practitioners resulting in driving efficiencies, cost savings and improved business processes in treasury.

Glenn holds a Bachelor's of Science degree in Finance from Florida Atlantic University in Boca Raton, FL.

Glenn resides in Edgewater, NJ with his Fiancée Margaret (Peggy) via Charlotte, NC and West Palm Beach, FL.

This Conference has been approved for up to 1.8 CTP/CCM by the Association for Financial Professionals at the rate of one credit for each 50 minutes of attendance.