

Friday, May 16th

9:00 – 9:10 am

Welcome and Introductions

Tanya Duncan, EVP, Revenue and Strategy, Mass Bankers Association

Dave Sidon, Facilitator, the Navis Group Inc.

9:10 – 10:30 am

The High ROI that Comes with Negotiating a Better Deal with Your Core Provider

Brent Lytle, Director-Advisory Services, ALM First

Speaker: **Charlie Kelly**, Partner, Remedy Consulting

Banks are constantly seeking ways to maximize revenue and minimize risk. While focusing on external investments, they may overlook significant cost-saving opportunities with their core technology providers. Long-term contracts can hide hidden costs and limit future strategic options. Banks can improve ROI and reduce risk by approaching core contract negotiations with a financial lens. This session will explore the importance of peer pricing, ROI calculations for core renewals, potential pitfalls of poor contracts, and the value of strong Service Level Agreements.

10:30 – 10:45 am

Coffee Break

10:45 – 11:45 am

Tax And Audit Update

Speakers

Eileen Segreve, Tax Manager <https://www.wolfandco.com/resources/leadership/eileen-a-segreve/>

Ben Rose, Audit Manager <https://www.wolfandco.com/resources/leadership/benjamin-e-rose/>

11:45 – 12:30 pm

Networking Luncheon

12:30 – 2:00 pm

How to Regulate AI

Speaker Alec Crawford