



JANUARY 12, 2018

# BANKWORLD

PRESENTED BY



EVENT PARTNER



**WELCOME**

## SCHEDULE AT A GLANCE

**8:00AM**

Exhibit Hall & Complimentary  
Breakfast Open

**9:00AM – 9:45AM**

Concurrent Sessions

**10:15AM – 11:00AM**

Concurrent Session

**11:30AM – 12:15PM**

Concurrent Sessions

**12:00PM – 1:30PM**

Complimentary Buffet Lunch  
& Visit the Vendors

**12:15PM – 1:15PM**

CEO Luncheon  
(by invitation)

**1:30PM – 2:15PM**

Concurrent Sessions

**2:30PM**

Raffle Winner Announcements

**2:45PM**

Exhibit Hall Closes

## CEO LUNCHEON

**11:30 AM - 1:15 PM**

**CEO Luncheon** (by invitation)

Salon D3

State Senator Len Fasano

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Welcome to what is consistently the largest and the most successful banking exposition in the Northeast, Bankworld 2018. This year marks its twenty-second consecutive year, and it is my pleasure to welcome all of you back to the Mohegan Sun, one of Connecticut's premier exposition venues. As always, you can look forward to an exciting day full of networking opportunities, educational breakouts and exposure to the many products and services our exhibitors provide. Bankworld 2018 is all designed to keep you informed and ensure that you can continue to offer the high level of banking service and expertise in each of the communities you serve.

As we begin 2018, our industry is finally seeing a break in the clouds with slowly increasing Fed rates, potential regulatory relief in Washington D.C., and a robust stock

market. These positive events have finally arrived, almost a full decade after the passage of the burdensome and costly Dodd Frank Act. During the upcoming year, we should look for opportunities that give us the ability to meet the challenges not only unique to our industry, but also for our loyal customer base throughout each bank's marketplace.

Serving our customers with top quality products, services and people, is the key to maintaining and expanding our industry across the Northeast, even as we are faced with the less regulated competitors on a daily basis. And while the complex world of technology continues to grow, it is critical that we look at those new ideas and innovations to advance our industry. Bankworld has become one of the unique venues to do just that.

To that end, I would encourage you to take advantage of everything that BankWorld has to offer this year. You can increase your networking circle by engaging in the frequent networking occasions between sessions, as well as opportunities before and after the show. Attending and participating in the many educational breakouts throughout the day, will no doubt help you and your bank to continue to be successful. I encourage you to meet and connect with the vendors throughout the exhibition and find out what they can do to help you be more successful day in and day out. And importantly, spread your own knowledge and ideas with the hundreds of peers that will be in attendance with you at the show.

I would also like to acknowledge the efforts of the Connecticut Bankers Association for consistently producing and providing this one of a kind opportunity for the banking community throughout Connecticut and New England. With the help and partnership of The Warren Group, the CBA offers us an experience unparalleled in our industry and they are critically important in the promotion and improvement of our banking landscape.

Please enjoy everything that BankWorld 2018 has to offer and I look forward to seeing you at future events!

## Michael Casparino

President, Northern Connecticut, People's United Bank

CBA Chairman

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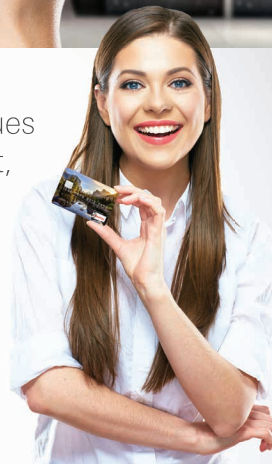
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**SBA Meeting - WAMPANOAG**

SBA's new underwriting SOP 50 10 5 (J) becomes effective on January 1, 2018. Please join SBA's Director, Office of Financial Assistance, Dianna Seaborn and Linda Reilly, Chief 504 as they explain the changes.

**Data Analytics: Transforming Your Data into Meaningful & Actionable Metrics**

NARRAGANSETT 1&2



Elizabeth Montanari

**Elizabeth Montanari, Product Manager, Business Intelligence, COCC**

Given the current competitive landscape, financial institutions have an increasingly critical need to gather insights from their data and transform it into actionable information. With timely and relevant information, institutions can make better informed decisions that help to increase profitability, fuel growth, identify opportunities for improvements, exploit successes and more. This session will examine the power of analytics and how to leverage your data to become more efficient and effective.

**How does your bank rank in 2018? How do your customer ratings compare to your local competition? Who is rising, who is falling?**

BROTHERTOWN



Bruce A. Paul

**Bruce A. Paul, President & CEO, Customer Experience Solutions LLC**

Come find out where you rank as we reveal how we came up with brand new ratings from the CT and MA Bank Benchmarks. This will include your ratings in:

- Overall Quality
- Customer Service
- Community Contribution
- Customer Loyalty/Customer Vulnerability
- Reputation
- Technology and Tools

The Benchmarks are designed to help banks with Retention, Acquisition and Growth by clearly showing each bank's areas of strength and weakness in the eyes of their customers and their potential customers. The Benchmarks includes over 420,000 objective reviews by consumers and businesses across the region.

**Secure by Default: Creative Ways to Drive Asset Growth by Leveraging Mobile & Digital Channels; A Practical Guide to Digital Transformation**

PASSAMAQUODDY



Evan Carl

**Evan Carl, General Manager – North American Partnerships, KONY**

Most banks and credit unions are at an inflection point that will lead to exponential growth or bankruptcy. This shift is a result of digital; as Marc Andreessen famously stated, "software is eating the world." Digital's influence can be seen clearly by looking at other industries – a consolidation of very few large players who monopolize profit capture through deploying better digital experiences. In this session, we will explore the future of the banking and credit union market, and explain real-world examples of how banks are shifting their digital strategies to compete in this new market.

**Managing the Risks of Faster Payments**

PENOBSCOT



Sean Carter

**Sean Carter, President and CEO, NEACH**

Will faster payments increase risk or can we leverage faster payments to mitigate risks in payments? Same Day ACH, new real time systems and modernization of existing payment networks along with Fintech companies are all components of a faster payments system here in the U.S.. The Federal Reserve Bank is imploring FIs and vendors to be ready by 2020 but faster payments are already here and there are questions. FIs are asking where should we invest, merchants are asking how do get in and the risk folks are wondering if faster payments will increase fraud or can speed help reduce fraud in the payment systems. This session will give an overview of ABCs of Faster Payments and then dive into the question of managing the risks. We will look at some of the concepts like credit push, tokenization of the users and how is the industry working together to address the issue of risk

**The Discipline of Growth**

NARRAGANSETT 1&2



Tom Long

**Tom Long, Founding Manager, The Long Group**

Creating operating leverage or growing revenue faster than expenses is the essence of business. In a thin margin business, lifting or accelerating the growth trajectory is an economic necessity. Growth requires discipline and discipline requires focus. Thinking strategically will allow the financial institution to behave tactically. This presentation will explore the four core activities that ensure growth. Plan for success by closing the knowledge gap to improve performance.

**How Evolving Customer Expectations are Directing the Banking Experience**

BROTHERTOWN



Christopher George

**Christopher George, Senior Vice President, Client Strategies, NYMBUS**

The scale of digital disruption is unprecedented and digitalization is no longer an option but is inevitable and a matter of survival for the banking industry. A driving force behind digitalization is shaped by customer expectations. While the past generation of customers preferred a human interaction, today's banking customers want an "amazon-like experience" where they can open a bank account from anywhere, have all of their credit cards in one location and access everything at the touch of a button. Learn how this shift in customer expectations has forced banks to evolve in order to stay relevant, including tips for embracing a digital-first mindset.

**VA's, PT's, and the FFIEC (oh my)**

PENOBSCOT



W Jackson Schultz

**W Jackson Schultz, Senior IT Audit & Security Consultant, OCD Tech**

FFIEC guidance states that testing and evaluation through self-assessments, tests, and audits with appropriate coverage, depth, and independence is something that should be performed and monitored by management. The question is, what does all of this actually mean?

A vulnerability assessment is the process of examining your organization's people, processes, and technology, for the purpose of identifying weaknesses. Inconsistent or incomplete patching, unchanged default credentials, and improper network segmentation are common examples of weaknesses we find when performing a vulnerability assessment. Penetration testing is an attempt to ascertain risk through identification, and exploitation, of vulnerabilities in a company's defenses. During this session, we will discuss the FFIEC's requirements surrounding assurance testing, the differences between a vulnerability assessment and a penetration test, and the benefits to both.

**Tax Reform Implications for Banks**

PASSAMAQUODDY



Charlie J. Frago



Daniel F. Morrill

**Charlie J. Frago, CPA – Principal, Wolf & Company & Daniel F. Morrill, CPA – Member of the Firm**

Now that Congress has passed the tax reform bill (commonly known as the Tax Cuts and Jobs Act), we are able to dig into the details and what it will mean for banks. In this presentation we will discuss the impact of the rate change for tax return and other provisions of the Act impacting banks, and other provisions that may have an indirect impact.



11:30AM-12:15PM

## Creating a Culture Shift to Embrace Entrepreneurship

PASSAMAQUODDY



Jay Tuli



Jessica Santana

**Jay Tuli, EVP of Residential Lending and Retail Banking at Leader Bank / Founder of ZRent**

**Jessica Santana, VP of Product Development at Leader Bank / General Manager of ZRent**

In today's rapidly changing environment, it isn't a surprise that many banks are now organizing their long term roadmaps to

include new innovation and product development. However, that ride can be a rather bumpy one for institutions that have not primed their financial institutions to embrace the entrepreneurial culture that fosters new ideas and out-of-the-box thinking. Join Jay Tuli, EVP of Residential Lending and Retail Banking of Leader Bank, along with Jessica Santana, VP of Product Development of Leader Bank, for a sequel to their presentation from last year to hear about common innovation hurdles and suggestions on how to successfully overcome them. Learn about some best practices and potential changes that that will encourage all employees, from the top down, to truly embrace the culture of entrepreneurship within your institution.

## M&A Core IT Contract Negotiations: Why Planning Ahead Pays Off Big League

BROTHERTOWN



Aaron Silva

**Aaron Silva, Founder, Paladin fs, LLC**

Mergers continue to be a viable strategy as a way to grow — or, in some cases, just to survive. No matter which side of the transaction your franchise may be, Core & IT contracts will impact the deal cost, accretive value, and shareholder / member benefit. In 2018 banks will pay more than \$300 million in termination and change costs for services they will never enjoy or just to get away from products that are uncompetitive. Onerous, one-sided terms unfairly embedded in 2" inch thick, complex IT contracts

will thwart most bankers that attempt to negotiate unarmed without market intelligence, pricing data or the knowledge of exactly what to ask for from suppliers.

*\*Bankers Only Session*

## How Hungry Are You? Determining Your Risk Appetite

PENOBSCOT



John H. Rogers

**John H. Rogers, CISSP, Director of Advisory Services, Sage Data SecurityONY**

What are your strategic objectives? Do they comply with the organization's risk appetite? Would you know what the appetite is? In this session we will explore the foundation of an enterprise risk management framework, the Risk Appetite Statement. We'll explore the risk areas, frameworks, and essential components of a statement that can be used to guide strategic planning and decision making. We'll also look at how to develop metrics to measure performance against the statement.

## Third-Party Risk: Evolving Trends and Managing Challenges

NARRAGANSETT 1 & 2



Marc Riccio

**Marc Riccio, Founder and President, Specialized Data Systems**

With regulators insisting banks assess and mitigate risks from third party providers, vendor management has become a major concern and poses unique challenges for community banks. The session explores best practices for evaluating and managing vendor relationships for compliance, risk management and best practices.

1:30PM-2:15PM

## Optimizing Active Directory's Group Policy

PASSAMAQUODDY



Michael Kannan



Brian Brunelle

**Michael Kannan, Senior Security Consultant, and Brian Brunelle, Senior Security Consultant, GraVoc Associates, Inc.**

There is no shortage of network security solutions in today's marketplace. However, we find that most organizations are not fully leveraging what they have already purchased through Microsoft: Active Directory. This

session will illustrate how your organization can leverage Active Directory settings and configurations to protect, detect, and respond to cyberattacks and insider threats. In particular, we will demonstrate how hardening and optimizing the use of Group Policy Objects (GPOs) can help defend against and contain malicious activity like ransomware and other forms of malware on your organization's local area network.

## A Collaborating Workforce – How a new generation of leaders, employees, and customer want to work and collaborate

PENOBSCOT



Ryan Patrick

**Ryan Patrick, Chief Technology Officer, BITS**

Today more than any time in history we have 4 very unique generations working in the bank. A new generation of leaders in the bank and in business are redefining how technology is used, with a focus more than ever on getting things done and doing it together. Learn how you can leverage technology to not only change the social experience in the bank, but also how these tools can help improve productivity and the end user experience.

## 10 Critical Benchmarks for Strategic Growth in Banking

NARRAGANSETT 1 & 2



Kirk Kordelski



Jon M. Deutsch

**Kirk Kordelski, Senior Managing Partner and Chief Strategy Officer, Big Consulting Group**  
**Jon M. Deutsch, Vice President, Head of Global Financial Services, Information Builders**

Kirk Kordelski, industry expert, and former CEO of Bethpage FCU, joins Information Builders to present the strategy and crucial

steps necessary to drive strong, profitable growth for banks and credit unions, and the use of analytics to measure and guide that progress through data-driven insight and decisions.

Discussion points will include:

- How Kirk grew Bethpage into a regional leader (over 450% throughout his tenure)
- Digital recipe for growth
- Initial steps toward action and multi-phased roadmap
- Analytics accelerators for today's competitive market

## Listing Service Benefits: Have the Competitive Edge

BROTHERTOWN



Russell Amundsen

**Russell Amundsen, Vice President, National CD Rateline**

The challenges of funding for financial institutions in a rising rate environment can be overwhelming. Banks have known about FHLB and brokered funding for decades, and have been increasingly utilizing Non-Brokered Rate Listing Services as a valuable alternate funding source. In recent years, this unique platform has become a useful tool in the funding strategy plans of many institutions. Come see why so many banks utilize a Rate Listing Service as an additional funding source

## SPONSORS PROFILES

### WOLF & COMPANY, P.C.

**Wolf & Company's** financial institution practice is one of the largest in the Northeast, providing assurance, tax, risk management, and business consulting services to more than 200 institutions. With a century of experience in financial institutions, we pride ourselves on unparalleled client service that includes direct involvement from our senior management combined with responsive service from our multi-disciplinary team. Our clients represent financial institutions from denovo community banks to large regional institutions facing unprecedented regulatory scrutiny. Through our collaborative service strategy, we understand our clients' challenges and opportunities and work with them to achieve their business goals while navigating potential obstacles.

[www.wolfandco.com](http://www.wolfandco.com)

PLATINUM

### BITS

**BITS** is a telecommunications services provider exclusively catering to the community financial services industry. We offer a complete platform of next generation telecommunication services, specifically developed to simplify banks' technical, operational, and regulatory requirements. Our services provide cost savings, unmatched efficiency, risk reduction, streamlined solutions, and peerless, always-on customer support.

BITS is funded and owned by several banker's banks as well as community bank investors. Our services are highly customized to help community financial institutions improve their efficiency ratios by reducing existing costs for all voice, data, internet, network security, core, and ATM circuits.

The company is an exclusive co-operative, which operates on a small profit margin. Our unique ownership provides the insight needed to understand and address the unique challenges facing community financial institutions.



**COCC** is the fastest growing financial data processing company in the United States and recognized as a leader in delivering innovation and quality service to financial institutions. Launched in 1967, COCC was founded by its clients. This unique cooperative structure has set COCC apart from the competition and is one of the driving forces behind our success. COCC thrives with its highly flexible, fully-integrated core technology services, solid client ratings and frequent, meaningful exchanges with clients. At COCC, collaboration with clients yields success. For more information, please visit [www.cocc.com](http://www.cocc.com).



**Customer Experience Solutions** helps banks in Connecticut increase revenue by enabling them to understand their customers and their prospective customers much better. We provide Customer Satisfaction/Customer Experience measurement programs specifically designed for Commercial, Retail and Wealth units in Connecticut banks. These are the same programs our Industry Thought Leaders have built for the world's largest banks, but now we provide them to Connecticut community banks at 1/1000th the cost. We strongly believe that customer loyalty is a bank's key asset and in order to improve that loyalty, you must measure and track it. We therefore enable banks to understand exactly what their customers think of them, their people, their channels, and their products.

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### fiserv.

**Fiserv** is driving innovation in Payments, Processing Services, Risk & Compliance, Customer & Channel Management and Insights & Optimization. A global leader in financial services technology, Fiserv is a FORTUNE 500 company and one of FORTUNE magazine's World's Most Admired Companies.

Our solutions help more than 13,000 banks, credit unions and thrifts, billers, mortgage lenders and leasing companies, brokerage and investment firms, and other business clients deliver financial services at the speed of life. Fiserv solutions enable our clients to create financial experiences that enhance the way people live and work today. Visit [fiserv.com](http://fiserv.com) to learn more.

GOLD



**GraVoc Associates, Inc.** is a family-owned and operated consulting firm located in Peabody, MA. The company is comprised of four practices, one of which is dedicated entirely to information security for community banks and credit unions throughout New England. Originally formed out of a demand for Y2K risk assessment and auditing services, GraVoc's information security practice has since expanded to address three principal functions within the financial services industry: risk management and compliance, IT assurance, and IT audit. [www.gravoc.com](http://www.gravoc.com)



Our integrated platform for business intelligence (BI), analytics, data integration, and data quality, combined with our proven expertise, delivers value faster, with less risk. Our solutions are enterprise-class and backed by more than 40 years of experience solving complex challenges and building groundbreaking applications. We believe data and analytics are the drivers of digital transformation, and we're on a mission to help our customers capitalize on opportunities in the new connected world.

**Information Builders** is headquartered in New York, NY, with global offices, and remains one of the largest privately held companies in the industry.



**The Long Group** is an industry thought leader in assisting the banking and insurance sectors in improving market share and earnings. For over 20 years The Long Group has been building benchmarks for performance and providing strategic insights, analytics and guidance. The Long Group's suite of trademarked services allows financial institutions to drive revenue, control costs and improve performance. [www.longgrouponline.com](http://www.longgrouponline.com)



**National CD Rateline** is a Jumbo CD Rate Listing Service that connects the investor and depository institutions directly for over 20 years. Depositories list their CD rates on our secure website and our investor clients (Banks and Credit Unions) place the funds directly. Millions are traded daily.

Our service provides unlimited funding and investing. We are the only 100% Non -Brokered rate listing subscription based service. We provide one click trading with full accounting software for our institution only customers.



**NEACH Payments Group** brings 161 collective years of staff experience to every engagement, to help clients keep up with regulatory changes, satisfy increased regulatory scrutiny and operate successfully in a changing economic environment. Our experienced, trusted and objective advisors guide clients towards the success of their payments business with customized insights and best-practice recommendations, and are uniquely positioned to complete a financial institutions, originators, and Third-Party Senders annual audit. Learn more at [www.neachgroup.com](http://www.neachgroup.com)

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## NYMBUS

**NYMBUS**, the core banking modernization company, enables financial institutions to digitally transform their businesses. NYMBUS SmartCore and SmartDigital are the most modern, advanced digital technology platforms to improve operational efficiency, differentiate service offerings, and redefine the holistic customer experience – ultimately leading to greater growth. NYMBUS's technology platforms are built with an open architecture and flexible APIs for easy integration with what matters most to consumers, while providing the highest levels of security and compliance with the latest industry standards.



O'Connor & Drew's IT Audit & Security Division, **OCD Tech**, enables organizations to identify the current state of information security within their IT environments from management, technical, and operational perspectives. These services encompass the examination of risk, documentation, practices, networks and systems in order to provide detailed and expert advice in the safeguarding of corporate information assets and infrastructure upon which companies are dependent for most critical financial and operational services today.



Armed with its proprietary Blue Book of vendor contract, pricing and market data, **Paladin fs** is a hard-hitting negotiator that stands up to the Core IT banking oligopoly to secure better business terms and pricing for community banks and credit unions – ensuring a 'win-win' deal for financial institutions and vendors alike. Saving an average of \$1.2M per client engagement, Paladin not only persuades Core IT providers to eliminate thousands of unfair, one-sided business terms in their current contract, but also protects the institution from ever over-paying or signing a bad deal again. With Paladin's Lifetime Contract Protection, banks and credit unions can rest assured they will continue to receive fair market deals because Paladin will review all quotes for free for the duration of the contract.



**RSM**, the leading provider of audit, tax, and consulting services focused on the middle market, serves over 1,500 financial institutions across the country. From accounting and tax to specialized risk management and consulting services, our professionals are committed to adding value to your organization, applying a strategic approach to process, performance, security, risk and project management to support your business strategy and growth goals. With a staff of former bankers, OCC examiners, CROs, CFOs, CIOs and chief auditors, we understand your concerns and address them by holistically evaluating your institution's needs and aspirations. For more, visit [rsmus.com](http://rsmus.com) and subscribe to Financial Institutions Insights.



Founded in 2002, **Sage Data Security** is an independent cybersecurity consulting firm headquartered in Portland, Maine. We offer a suite of services to support your entire cybersecurity lifecycle, including program development, education and training, tech testing, advisory services, and digital forensics.

Our nDiscovery Managed Threat Detection delivers advanced threat detection, incident response support, and compliance reporting across your entire environment, including endpoints, without costly hardware or dedicated resources. With security events streamed in real-time and human experts investigating anomalies, nDiscovery confirms an incident and delivers remediation recommendations within minutes. Be prepared for evolving cybersecurity threats. Partner with Sage



**Specialized Data Systems** is a software development company that provides lending and risk management solutions to banks and credit unions. Our mission is to provide flexible and scalable software solutions to help financial institutions improve efficiency, maintain compliance, and stay current with the most up to date technology. Our products are classified as "remote" to emphasize their web based accessibility which are housed on our secure servers.



**ZRent (www.zrent.net)** is an independent division of Leader Bank, which licenses its innovative rent collection technology to community banks in order to attract and retain property owners as clients. Leader Bank, founded in 2002 as a de novo bank, is now a \$1.2 Billion nationally chartered institution with seven full-service branches in the greater Boston area and consistently ranked as one of Massachusetts's most profitable banks. Leader Bank has grown its deposit base at annual rate of 29% over the last 5 years through the introduction of several innovative programs, such as Zeugma Rewards – a loyalty checking and savings account, and Zrent (www.zrent.net) – an online rent collection tool for landlords to eliminate paper rent checks. In the past 18 months, Leader Bank has used ZRent to acquire hundreds of new checking account relationships and grown its Landlord deposits.

**MAGEE CO AD**

BOOTH	COMPANY	PRIZE	BOOTH	COMPANY	PRIZE
110	ABCorp-CCS	FitBit	520	Integrated Security Group	\$100 Amex Gift Card
670	All Covered		130	iuvo Technologies	Drone & Amazon Echo Dot
400	Ascensus		580	Lighthouse Payment Services, Inc.	\$100 Visa Gift Card Raffle
350	Bank Sight		420	MagTek, Inc.	
270	Bank Compliance Association of Connecticut		100	National CD Rateline	
370	BITS		490	NES Group	
120	BlueHill		530	NEACH Payments Group	
170 & 180	BranchServ		330	New England Design	
220	CFT	\$75 Amazon Gift Card	70	New England Money Handling Systems	
140	Check Printing Solutions		600	NYMBUS	
780	Coastal Outsourced Solutions		410	OCD Tech	
610 & 620	COCC	Amazon Tap	730	PULSE, a Discover Group	
210	Compliance Alliance		650 & 660	Red Hawk Fire & Security	
310	Connecticut Computer Service		790	Sage Data Security	
240	Cooperative Systems		720	Secure Network Technologies, Inc.	TBD
460	Cummins Allison	\$100 AMEX Gift Card	770	Security Management Partners	
680	Customer Experience Solutions, LLC		740	SHAZAM	(2) \$50.00 Gift Cards
10 & 20	Customized Service Concepts		380	Shoreline, a Gemalto Company	
260	DepositSlips LLC	Mini iPad	160	Solidus	(2) \$100 AMEX Gift Cards
570	Diebold Nixdorf		60	Specialized Data Systems	
430	Directional Systems		700	Strategic Resource Management, Inc.	
750	East Commerce Solutions, Inc.		800	The Long Group	
540	Elan Financial Services	(2) \$100 Gift Cards	470	The NBS Group	
440	Federal Reserve Bank		500	Ventus Global Networks Solutions	
	First Data		32	Village Mortgage	
360	Fiserv		710	Visible Equity	Custom Pair of Nikes
30	GraVoc Associates, Inc	\$100 Amazon Gift Card	590	Winbrook	
450	Harland Clarke	(2) \$50 Visa Gift Cards	630 & 640	Wolf & Co	\$100 Gift Card
480	Information Builders		510	ZRent	\$100 Amex Gift Card
760	Infoshred, LLC	\$100 Gift Card to Omaha Steaks			

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# FLOOR PLAN

**EXHIBITORS**

680	Customer Experience Solutions, LLC
700	Strategic Resource Management, Inc.
710	Visible Equity
720	Secure Network Technologies, Inc.
730	PULSE
740	SHAZAM!
750	East Commerce Solutions, Inc.
760	Instinet, LLC
770	Security Management Partners
780	Coastal Outsourced Solutions
790	Sage Data Security
800	The Long Group

<b>10</b>	<b>20</b>
Customized Service Concepts	Customized Service Concepts

Gravoc Associates, Inc.	Specialized Data Systems
<b>30</b>	<b>60</b>
<b>70</b>	<b>100</b>
New England Money Handling Systems	National CD Rateline

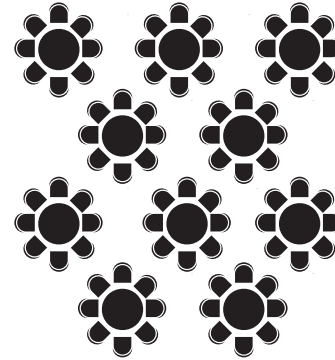
ABCorp-CCS	BlueHill	luvo Technologies	Check Printing Solutions
<b>110</b>	<b>120</b>	<b>130</b>	<b>140</b>
<b>150</b>	<b>160</b>	<b>170</b>	<b>180</b>
OneDigital	Solidus	BranchServ	BranchServ

Magee	Connecticut Computer Service	Village Mortgage
<b>290</b>	<b>310</b>	<b>320</b>
<b>330</b>	<b>350</b>	<b>360</b>
New England Design	Bank Sight	Fiserv

Harland Clarke	Cummins Allison	The NBS Group	Information Builders
<b>450</b>	<b>460</b>	<b>470</b>	<b>480</b>
<b>490</b>	<b>500</b>	<b>510</b>	<b>520</b>
NES Group	All Covered	ZRent	Integrated Security Group

Diebold Nixdorf	Lighthouse Payment Services, Inc.	Winbrook	NYMBUS
<b>570</b>	<b>580</b>	<b>590</b>	<b>600</b>
<b>610</b>	<b>620</b>	<b>630</b>	<b>640</b>
COCC	COCC	Wolf & Co.	Wolf & Co.

Red Hawk Fire & Security	Red Hawk Fire & Security
<b>650</b>	<b>660</b>

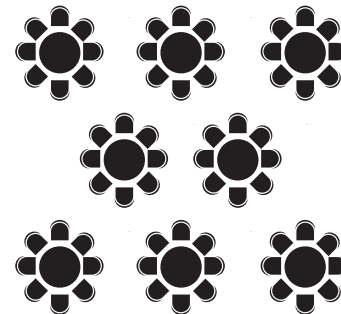


TBD	Compliance Alliance	CFT
<b>190</b>	<b>210</b>	<b>220</b>
<b>240</b>	<b>260</b>	<b>270</b>
Cooperative Systems	DepositSlips LLC	Bank Compliance Association of Connecticut

BITS	BITS	Shoreline, a Gemalto Company	Ascensus
<b>370</b>	<b>380</b>	<b>390</b>	<b>400</b>
<b>410</b>	<b>420</b>	<b>430</b>	<b>440</b>
OOD Tech	MagTek, Inc.	Directional Systems	Federal Reserve Bank


**POD CAST**

NEACH Payments Group	Elan Financial Services
<b>530</b>	<b>540</b>



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**GERALD GAGNE, CFP, CISA**  
DIRECTOR, RISK MANAGEMENT SERVICES



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