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# CONFERENCE PROGRAMME



## AITEC Banking & Mobile Money West Africa

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Cards • Mobile • Microfinance • Software

# LAGOS

### Conference & Exhibition

Eko Hotel, Lagos  
13-14 March 2013

#### THEME:

*Consolidating and monetizing the gains of innovation*

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## DRAFT PROGRAMME

<p><b>SHOWCASE PRESENTATION</b></p> 		<p>Low-cost satellite services for financial institutions <b>Jerome van der Putt, Chief Commercial Officer and Michel Dothey, Business Development Director, SatADSL, Belgium</b></p>
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<p><b>SHOWCASE PRESENTATION</b></p> <p>NetApp</p>		<p>Low-cost satellite services for financial institutions <b>Rex Mafiana, District Manager, West Africa, NetApp, Nigeria</b></p>
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How mobile financial services can accelerate the development of mobile money  
**Miguel Bedier, Business Development Director, Africa, Experian MicroAnalytics, UAE**

Banking on the cloud: Using the cloud to optimize your business practice  
**Akan Jacobs, Director Operations, Converge GCT, Nigeria**

Are credit unions the MFI solution of the future? Lessons from the West for West Africa  
**Gregory Sheen, Lecturer, Liverpool John Moores University, UK**

The First Monie experience so far  
**Chuma Ezirim, Group Head, eBusiness, First Bank**

An industry solution for the slow rate of mobile money penetration in Nigeria  
**Peter Asolo, CEO, Petvini Global Concept, Nigeria**

Mobile Banking – The good, the bad and the ugly: Lessons from seven years and seven countries  
**Brian Richardson, CEO, Wizzit, South Africa**

Building an agency network: The tipping point for financial inclusion and mobile money take-off  
**Emmanuel Agha, President Product Development, Innovectives, Nigeria**

Consumer access to mobile financial services: A challenge or an opportunity for banks?  
**Peter Ollikainen, Senior VP Product Marketing, Mistral Mobile, Finland**



Why local is important for transactions

**Barry Coetzee, CEO, iVeri, South Africa**

Mobile money: technology options to create a winning strategy

**James Ogada, CEO, Expert Edge, Nigeria**

The importance of credit risk database development in mobile banking

**Dr Jonathan Aremu, Consultant, ECOWAS Common Investment Market, ECOWAS Commission**

Banking and mobile money - Quo vadis Nigeria

**Chukwuma Igbogbahaka, CEO, ChoboBIG, Nigeria**

Winning models in agency networks for emerging mobile money services: The future of retailing

**Mac Atasi, CEO, Nextzon Business Services, Nigeria**

Mobile payment risk management

**Obadare Peter Adewale, COO, Digital Encode, Nigeria**

The role of a neutral clearing house in processing financial transactions

**Ike Nnamani, CEO, Medallion Communications, Nigeria**

Creating market synergy in payment systems as a pivot for economic integration

**Onajite Regha, Executive Director, ePayment Association of Nigeria**

Agency banking for accelerated financial inclusion

**Gansirey Seck, West Africa Area Manager, Ingenico, Nigeria**

Boundless communication: Data exchange for cash services

**Kunle Oye-Ighemo, Solutions Architect, GS1 Nigeria**

Operational best practice – Maximising efficiency through process automation

**Jerome Z Hoffman, Sales Director, EMEA, Broadbridge Financial Solutions**

Fighting the economic cost of cyber crime in Nigeria

**'Gbenga Sesan, Executive Director, Paradigm Initiative Nigeria**

Achieving mobile financial service platform interoperability

**Lanre Osibona, CEO, InnovaTechNG, Nigeria**

Bridging the mobile banking regulator-regulated divide: The minefield & goldmine

**Simon Aderinlola, National Co-ordinating Consultant, WASPA-Nigeria**

Beyond pure mobile money: Extending more into real mobilized financial services such as deposits, savings and lending

**Akintunde Oyebode, Head SME Banking, Stanbic IBTC Bank, Nigeria**



From Automated Teller Machine (ATM) to Agent Teller Network ( ATN) :  
The imperative of co-opeting for agents

**Sola Bickersteth, CEO, One Network, Nigeria**

**Graham Orodje, CEO, Microfinance Africa, UK**



## **MFW4A MB-DWG WORKSHOP ON BANKING AND MOBILE MONEY IN WEST AFRICA**

Making Finance Work for Africa (MFW4A) is an initiative to support financial sector development and financial inclusion on the African continent. Africa has been at the forefront of mobile financial services in the world, and MFW4A and its partners are strongly involved in mobile banking. In collaboration with CGAP, MFW4A launched the Mobile Banking Donor Working Group (MB-DWG) in 2011. MFW4A is hosting this workshop to promote dialogue with enterprises and professionals working in the field of mobile financial services in West Africa. The purpose of the session is to provide a platform for donors to showcase their interventions in mobile banking in Africa, as well as develop links with IT professionals specialized in technology for financial inclusion, to explore opportunities for collaboration and networking. Particularly, the objectives of the workshop are:

- To promote MFW4A MB-DWG activities and programmes;
- To provide a platform for MB-DWG members to showcase their interventions in mobile banking in Africa;
- Highlight issues that could be addressed with funding/assistance from members of the MFW4A MB - DWG; and
- Create opportunities for discussion and collaboration between MB-DWG members with ICT professionals working in the financial services sectors, policy makers, telecom operators, service providers, NGOs and civil society to enhance the development of mobile banking in West Africa.

### **PANEL DISCUSSIONS**

The role of merchants in the mobile money ecosystem

Controlling consumer access to mobile financial services – an operator prerogative?



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Beyond pure mobile money: Extending more into real mobilized financial services such as deposits, savings and lending

To register as a delegate, log on to [www.aitecafrica.com](http://www.aitecafrica.com) or email [info@aitecafrica.com](mailto:info@aitecafrica.com)

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