



AITEC Banking & Mobile Money COMESA

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Cards • Mobile • Microfinance • Software

24-25 February 2010, Kenyatta International Conference Centre, Nairobi

Theme: Leadership through Innovation

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CONFERENCE OUTLINE FRAMEWORK


	Wednesday 24 February	Thursday 25 February	Friday 26 February
Morning	Bank CXO Breakfast Briefing Followed by Conference Opening Session	Conference Parallel Sessions	Nairobi National Park Safari
Afternoon	Conference Parallel Sessions		
Evening	Conference Networking Cocktail Reception***	Conference Close & AITEC Banking Awards Dinner***	

Two-day Main Conference Programme

Day 1: Wednesday 24 February 2010

BUSINESS STRATEGY BRIEFINGS

9am	<p>CONFERENCE OPENING</p> <p>Welcome Address Martin Oduor-Otieno, Chairman, Kenya Bankers Association*</p> <p>Message from the Regulator Prof Njuguna Ndung'u, Governor, Central Bank of Kenya</p>
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	Opening Address Hon Uhuru Kenyatta, Deputy Prime Minister & Minister of Finance, Kenya		
10.30am	Refreshment Break		
11am MODERATOR:	SESSION 1 KEYNOTES TO SET THE AGENDA Fit, focused and ready to fight: How banks can get in shape for the battle ahead Cormac Petit, Banking Industry Leader, IBM Institute for Business Value, Netherlands Many banks appear out of shape and unhealthy as they emerge from the global financial crisis. As they recover from this experience, they must embark on a new fitness regimen that includes tighter regulations and increased oversight. Battling toward a healthy future, banks must act today to redefine their business models, restore client trust and understanding, and reform their risk management culture. This presentation – based on a global study of the banking industry – will focus on what banks need to do. It will be very pragmatic and include messages specific to African banks. Rather than an individual case study, this study contains quantitative financial analysis of different kinds of banks which supports the overall thesis that banks need to act today to redefine their business models. Shh, the market is talking. Listen and act! Bernard Matthewman, CEO, Paynet Group Pauline Vaughan, Head of M-Pesa, Safaricom, Kenya Kenya's 2030 Vision, with special reference to the Financial Services Section of the Athii River Technology Business Park Dr Bitange Ndemo, Permanent Secretary, Ministry of Information & Communications		
SHOWCASE PRESENTATION		Tim Smyth, MD, MillwardBrown, Kenya	
12.30am PANEL DISCUSSION	SESSION 2 BANK CEOs PANEL DISCUSSION: WHAT ADVANTAGES ARE THERE IN WORKING ON THE BANKING TECHNOLOGY FRONTIER? PANELISTS: <ul style="list-style-type: none"> • Tim Marshall, Group COO, Fina Bank • Kimanthi Muthua, MD, K-Rep Bank* • Phillip Lako, MD, Middle East Bank* • Ms. Nasim Devji, MD Diamond Trust Bank* 		
1.30pm	Lunch		
2.30pm MODERATOR	SESSION 3 MOBILE BANKING - NEW TECHNOLOGY	SESSION 4 COMPLIANCE & RISK	SESSION 5 UNDERSTANDING THE


<p>Session 2: MODERATOR Session 3:</p>	<p>AND REGULATORY FRONTIERS AND CHALLENGES FOR BANKS AND MOBILE OPERATORS</p> <p>The business opportunities in Kenya's new mobile banking regulations Central Bank of Kenya*</p> <p>Appropriate regulatory frameworks for the e-money economy - How ready are COMESA member-states? Michael Murungi, ICT Lawyer, Kenya</p> <p>Product innovation and access to finance Dr Keith Jefferis, Economic Advisor, USAID Southern African Trade Hub, Botswana, Former Deputy Governor, Reserve Bank of Botswana</p> <p>Technological and business innovations around mobile money transfer (MMT) and mobile banking are transforming the potential for access to financial services by the poor. This presentation discusses various different models of MMT and branchless banking, and the potential role of different operators (mobile telcos, banks). It also discusses how an appropriate response by regulators can support the potential for innovative products to improve access to finance, and argues that regulators need to respond to new products and business models with a response that does not inhibit innovation and is appropriately calibrated to risk.</p>	<p>MANAGEMENT IN THE POST-MELTDOWN WORLD</p> <p>Biometric Technology and identity management as integrated risk tools in the banking sector Louis Siebrits, Head of African Sales & Marketing, Ideco Group, South Africa</p>	<p>GENERATION Y CUSTOMER: SERVICE EXCELLENCE, CROSS-SELLING & MARKET INTELLIGENCE</p> <p>Business Intelligence in Banking Dennis Karanja, Regional Director, Sybase East Africa</p> <ul style="list-style-type: none"> • Overview of Business Intelligence • Decision making in today's banks • Decision-making with the help of Business intelligence • Overall Long-term benefits of Business Intelligence in the Banking Industry
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4pm	Refreshment Break		
4.30pm MODERATOR:	<p>SESSION 6 PANEL DISCUSSION: ARE COMESA'S FINANCIAL INSTITUTIONS WINNING THE WAR AGAINST CARD FRAUD?</p> <p>PANELISTS:</p> <ul style="list-style-type: none"> • Catherine Mogambi, Chair, Kenya Credit & Debit Card Association • Director, Banking Fraud Investigations, Central Bank of Kenya • Graham Gilmour, MD, The Business Phone, UK • Malek Mroueh, Senior Director, Regional Business Development, Middle East, Africa and Pakistan, TSYS International (CTL)* 	<p>SESSION 7 INTERBANK PAYMENT REFORMS – NEW TRANSACTION & SETTLEMENT SYSTEMS</p> <p>Stephen Mwaura, Head, National Payments System, Central Bank of Kenya</p> <p>Isaac Awuondo, MD, Commercial Bank of Africa*</p>	<p>SESSION 8 SOLUTIONS FOR INVESTMENT BANKS & STOCK EXCHANGES</p>
THINKING OUT OF THE BOX FOR BANKERS	<p>CREATING FORESTS TO SAVE KENYA – AND THE WORLD</p> <p>Julius Kipng'etich, Director, Kenya Wildlife Service*</p> <p>Bill Liao, Founder, Weforest.com</p> <p>African Premier of Weforest.com documentary film</p>		
6pm	<p>Networking Cocktail Reception</p>	<p>BIRDS-OF-A-FEATHER SESSIONS</p> <p>Theatre 2: Creating a .africa domain for regional economic integration Sophia Bekele, Executive Director, DotConnectAfrica, Ethiopia</p>	

DAY 2: Thursday 25 February 2010

TECHNOLOGY BRIEFINGS

9am MODERATORS:	<p>SESSION 9 MICROFINANCE INNOVATION AND NEW FRONTIERS</p> <p>Linking microfinance and MMT</p>	<p>SESSION 10 REGIONAL BANKING: TECHNOLOGY CHALLENGES IN CROSS-BORDER, MULTI-COUNTRY OPERATIONS</p>	<p>SESSION 11 THE NEW FINANCIAL SERVICES ECOSYSTEM – CHALLENGES OF INTEGRATION IN</p>
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	Cameron Goldie-Scot, Africa Implementation Team Manager, Musoni, Kenya	Ecobank UBA Bank of Africa KCB Stanbic FinaBank	CARDS, CHEQUES & MOBILE Multi-channel payment systems Barry Coetzee, CEO, iVeri, South Africa The ultimate in payment security: End- to-end encryption and VeriShield Protect David Poole, VP Sales, Middle East and Africa, VeriFone, UK
10.30am	Refreshment Break		
11am <i>MODERATORS:</i>	SESSION 12 COMMUNICATION SYSTEMS FOR BANKS A use of satcoms for the retail banking sector Issa Odtallah, Regional Manager, Inmarsat, United Arab Emirates Gateway Communications, UK	SESSION 13 NEW CHANNELS - BRANCHLESS, AGENT & POST-OFFICE BANKING Mrs Nyambura Koigi, MD, PostBank, Kenya Kamal Budhabhatti, MD, Craft Silicon James Asiba, IT Director, Faulu Bank*	SESSION 14 MOBILE BANKING IN THE REAL WORLD Mobile technology in retail banking: A case study James Wainaina, Director, Personal Banking, NIC Bank Understanding what works and does not work in mobile payments Richard Ketley, Director and Head of Banking Strategy and Access to Financial Services Practices, Genesis Analytics, South Africa The role of m-Banking in enhancing transaction processing among SMEs in Kenya Memba Florence, Lecturer, Jomo Kenyatta University of Science & Technology
SHOWCASE PRESENTATION		Empowering Africa's new mobile merchants Graham Gilmour, CEO, Business Phone, UK	

	<p>SESSION 15 CIO PANEL DISCUSSION: HOW CAN WE MAKE OUR BOARDS SEE MORE VALUE IN INVESTING IN TECHNOLOGY?</p> <ul style="list-style-type: none"> • Sam Kamithi, Equity Bank* • Tony Githuku, CIO, Kenya Commercial Bank* • Ole Pertet, IT Director, K-Rep Bank* 		
1pm	Lunch		
2.30pm MODERATOR Session 8: MODERATOR Session 9:	<p>SESSION 16 OUTSOURCING, SHARED INFRASTRUCTURE AND HOSTED SERVICES MODELS</p> <p>Off-premise ATM deployment strategies that work Marc Sternberg, MD, Spark ATM Systems, South Africa</p> <p>Does the changing economic environment present different opportunities? Ron Webb, Paynet</p> <p>Clickatell* Fintech* Simbanet*</p>	<p>SESSION 17 CORE BANKING INTEGRATION - INCORPORATING NEW SERVICES AND INNOVATIONS: INSURANCE, ASSURANCE, STOCKS & SHARES</p>	<p>SESSION 18 DISASTER RECOVERY & BUSINESS CONTINUITY</p> <p>10 Years on from the US Embassy Bomb Blast: A case study on Co-operative Bank's recovery strategy Sam Mutungi, CIO, Co-operative Bank*</p>
4pm	Refreshment Break		
4.30pm MODERATOR:	<p>SESSION 19 PANEL DISCUSSION: FACING THE REALITIES OF DEPLOYING MOBILE TRANSACTION TECHNOLOGIES</p>		
5.30pm	CLOSING PLENARY		
7pm	GALA AWARDS DINNER		

* To be confirmed

PRESENTATION TITLES STILL TO BE PROVIDED BY SPEAKERS:

Simbanet
Clickatell
Dr. Sead Muffic, CTO, Setecs

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PIC Solutions, South Africa
Accion International, USA
APC by Schneider Electric
Global Technology, South Africa
Cornastone, South Africa

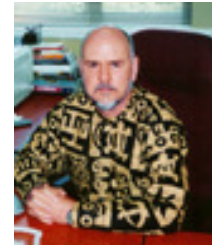
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Bernard Matthewman, CEO, Paynet, Kenya



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Waceke Mbugua, Marketing Manager, M-PESA



Catherine Mogambi, Chair, Credit & Debit Card Association of Kenya



Sean Moroney, Chairman, AITEC Africa & Programme Director



Stephen Mwaura, Head, National Payments System, Central Bank of Kenya



Benjamin Nkungi, CEO,
Association of Microfinance
Institutions, Kenya



Emmanuel Okoegwale,
Founder & CEO, Mobile Money
Africa, Nigeria



Alan Paul, CEO, Midas
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Barry Ryan, CEO, Fintech,
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