



www.aitecafrica.com

CONFERENCE PROGRAMME



AITEC Banking & Mobile Money COMESA

.....
Cards • Mobile • Microfinance • Software

Conference & Exhibition

Intercontinental Hotel, Nairobi

11-12 September 2013

Theme: The customer is King (and Queen)

An AITEC Africa Event



25 years of service to Africa's ICT Community

S I N C E 1 9 8 7

Network • Learn • Do business

AITEC Conferences Limited
8 High St, Croxton, Cambridgeshire
PE19 6SX, UK

Tel: +44 (0)1480-880774

Fax: +44 (0)1480-880765

Email: info@aitecafrica.com | www.aitecafrica.com



Financial Inclusion Partner	Host Country Partner

Platinum Sponsors	

Gold Sponsor	

Silver Sponsors	


EMV Card Security Partners	Session Sponsor

AV & Internet Sponsor	Communication Infrastructure Sponsor

To register as a delegate,
log on to
www.aitecafrica.com or
email info@aitecafrica.com









Showcase Presentation Sponsors

				
---	---	---	--	---

Supporting Organisations

Media Partners







			
			

To register as a delegate,
log on to
www.aitecafrica.com or
email info@aitecafrica.com



PROGRAMME

DAY 1 – Wednesday 11 September 2013

<p>9am</p>	<p>OPENING SESSION Ballroom</p> <p>MODERATOR Mike Eldon, Management Consultant, Kenya</p> <p>Welcome Address: Placing the customer first Habil Olaka, CEO, Kenya Bankers Association</p> <p>KEYNOTE PRESENTATION Convergence of mobile and online technologies to promote regional trade and payments Kassi Ehouman, MD Kenya & Cluster Head East, Ecobank</p> <table border="1" data-bbox="240 1025 1508 1357"> <tr> <td data-bbox="240 1025 638 1357"> <p>KEYNOTE SHOWCASE PRESENTATION</p>  </td> <td data-bbox="638 1025 940 1357">  </td> <td data-bbox="940 1025 1508 1357"> <p>Mobile money: Consumer perspective and bank opportunities Rajiv Bhatia, Head of Mobile Commerce Sales EMEA, Ericsson, Sweden</p> </td> </tr> </table> <p>BANK CXO PANEL DISCUSSION We have the technology. How do we deploy it to best serve our customers?</p> <p>PANELLISTS Julius Kipng'etich, COO, Equity Bank, Kenya Raj Singh, COO, Chase Bank, Kenya Barry Fergus, Group Head, Cards & Electronic Banking, Ecobank, Kenya</p>	<p>KEYNOTE SHOWCASE PRESENTATION</p> 		<p>Mobile money: Consumer perspective and bank opportunities Rajiv Bhatia, Head of Mobile Commerce Sales EMEA, Ericsson, Sweden</p>
<p>KEYNOTE SHOWCASE PRESENTATION</p> 		<p>Mobile money: Consumer perspective and bank opportunities Rajiv Bhatia, Head of Mobile Commerce Sales EMEA, Ericsson, Sweden</p>		
<p>11am</p>	<p>Networking Refreshments</p>			


To register as a delegate,
log on to
www.aitecafrica.com or
email info@aitecafrica.com



<p>11.30am</p>	<p>Session 2 Ballroom MOBILE MONEY FORUM</p>  <p>Making money from mobile now and the future of mobile technology Phil Sorrell, TextGenesys, UK and Dharmesh Mistry, Temenos, UK</p> <p>Phil starts the session with a tour of the latest developments and trends in mobile banking and payments. As a global leader in the mobile banking scene, Phil is able to share Temenos's unique perspectives about this market along with experiences from TextGenesys's own clients. He covers fascinating insights not only specific to the African region but from around the globe that could affect the region in the near future.</p> <p>Dharmesh Mistry looks into the future and the significant challenges of a world where banks have no choice but to provide their services through many different devices such as tablets, TV and devices that have yet to be launched. Dharmesh introduces the next huge development of mobile and the internet, The Internet of Things where everyone and everything could be connected to the Internet, from cars to cookers to bottles. His presentation not only introduces technologies many have yet to experience but helps banks to understand how to prepare for this world and the dramatic changes in customer behaviour that are inevitable.</p>	<p>Session 3 Samburu Room EMV CARD SECURITY FORUM 1</p>   <p>EMV Chip: The cost, the effort - what is the upside? Bernard Matthewman, CEO, Paynet Group, Kenya Fidelis Muia, Kenya Bankers Association</p> <p>EMV migration: Think global, focus regionally but ACT locally! Bill Taylor, Product Manager, De La Rue, UK & Kenya</p> <p>Online credit cards fraud: Global trends Eran Feinstein, CEO, 3G Direct Pay, Kenya</p>
<p>1pm</p>	<p>Networking Refreshments</p>	

To register as a delegate,
log on to
www.aitecafrica.com or
email info@aitecafrica.com



<p>2pm</p>	<p>Session 4 Ballroom MOBILE BANKING: THE NEXT STAGE</p> <p>MODERATOR Alan Goodrich, CEO, G-Analytix, Kenya</p> <p>Crossing the line: Online and mobile Barry Coetzee, CEO, iVeri, South Africa</p> <p>The alchemy of mobile money: Kenya plays first fiddle Godfrey Kyama, Commonwealth eBanking Advisor, Central Bank of Kenya School of Monetary Studies</p> <p>Lessons from the development of mobile money services in Uganda Brian Kimathi, Microsave, Kenya</p> <div data-bbox="260 974 1513 1261" style="border: 1px solid black; padding: 5px;"> <div style="display: flex; align-items: center;"> <div style="flex: 1; text-align: center;"> <p>SHOWCASE PRESENTATION</p> <p>Fiorano[®]</p> <p>Enabling change at the speed of thought[™]</p> </div> <div style="flex: 1; text-align: center;">  </div> <div style="flex: 1; background-color: #FFD700; padding: 5px;"> <p>Application and data integration for mobile banking Arti Gager, Data & Integration Strategist, Fiorano Software, USA</p> </div> </div> </div>
<p>4pm</p>	<p>Networking Refreshments</p>
<p>4.30pm</p>	<p>Session 5 Ballroom COMMERCE IN THE REAL WORLD</p> <p>MODERATOR David Cracknell, Africa Director, Microsave, Kenya</p> <p>Re-imagining merchant services in emerging markets Ben Lyon, Director, Kopo Kopo, Kenya</p> <p>Agent banking: future-proofing investments with mobile solutions Peter Ollikainen, Senior VP Product Marketing, Mistral Mobile, Finland</p> <p>Branchless banking Rachid Akdim, Africa Director, Ingenico, France</p>



To register as a delegate,
log on to
www.aitecafrica.com or
email info@aitecafrica.com



	<p>SHOWCASE PRESENTATION</p> 		<p>The impact of mobile money on digital content commerce: Perspectives on East versus West Africa Kofi Dadzie, CEO, Rancard Solutions, Ghana</p>
--	---	---	---

DAY 2 – Thursday 12 September 2013

<p>9am</p>	<p>Session 7 Ballroom BACK TO BASICS: CORE BANKING SYSTEMS</p> <p>A global provider’s view on banking: Utilizing the cool stuff for growth and getting the boring basics right for profit Erin Smith, MD, Misys Africa, Kenya</p> <p>Next generation core banking solutions Mikhail Kryuchkov, Director of Global Markets, Diasoft, Russia</p> <p>Has banking IT come a full circle? Lessons from the past Chibuzo Ene, CEO, Nathan Claire Group, Nigeria & Kenya</p> <p>Practical implementation of cloud strategies and systems for the full spectrum of regional, commercial, microfinance and community banks Dorcus Muthoni, CEO, Open World, Kenya</p>		
<p>11am</p>	<p>Networking Refreshments</p>		

<p>SHOWCASE PRESENTATION</p> 		<p>Affordable satellite solutions for banks in Africa Caroline De Vos, COO, SatADSL, Belgium</p>
---	---	--







To register as a delegate, log on to www.aitecafrica.com or email info@aitecafrica.com



<p>11.30am</p>	<p>Session 8 Ballroom MICROFINANCE: NEW POWER, NEW RESPONSIBILITIES</p> <p>MODERATOR Elizabeth Berthe, Mercy Corps, USA</p> <p>Are credit unions the MFI solution of the future? Lessons from the West for East Africa Gregory Sheen, Lecturer, Liverpool John Moores University, UK</p> <p>PANEL DISCUSSION How to improve the efficiency and services of SACCOs and other savings associations</p> <p>PANELLISTS David Masai, Rafiki Bank, Kenya Ian Grigg, CTO, Dinero, Kenya Dr Peter Ondiege, Chief Research Economist, African Development Bank</p>	<p>Session 9 Samburu Room EMV CARD SECURITY FORUM 2</p> <div data-bbox="970 533 1423 945" data-label="Image"> </div> <p>Lessons from EMV implementation in East Africa Ron Webb, CTO, Paynet Group, Kenya</p> <p>Beyond EMV: Broader strategies for sustainable security James Wainana, Vice-President East Africa, MasterCard</p> <p>Preparing for the PCI DSS journey: The fraud war after EMV Steve Evans, PCI DSS Consultant, Paynet Group, Kenya</p>
<p>1pm</p>	<p>Networking Refreshments</p>	

To register as a delegate,
log on to
www.aitecafrica.com or
email info@aitecafrica.com



<p>2pm</p>	<p>Session 10 Ballroom INNOVATE OR DIE</p> <p>MODERATOR Ben Lyon, Director, Kopo Kopo, Kenya</p> <p>From teens to benefit claimants: How prepaid can benefit in a range of scenarios? Malek Mroueh, Senior Director, Regional Business Development, TSYS (CTL) International, UAE</p> <p>Creating inclusive financial identities to increase customer profitability in the SME and consumer sectors Alan Goodrich, CEO, G-Analytix, Kenya</p> <p>Innovation in financial services: Innovate or disappear Danson Muchemi, CEO, Jambopay</p> <p>Launch of the Global Payment System Economics Report Tamara Cook, Programme Officer, Financial Services for the Poor, Gates Foundation, USA</p> <table border="1" data-bbox="256 1122 1513 1406"> <tr> <td data-bbox="256 1122 715 1406"> <p>SHOWCASE PRESENTATION</p>  </td> <td data-bbox="715 1122 1034 1406">  </td> <td data-bbox="1034 1122 1513 1406"> <p>NFC, m-commerce and new payment technologies Martin Holloway, VP Sales, VeriFone, UK</p> </td> </tr> </table>	<p>SHOWCASE PRESENTATION</p> 		<p>NFC, m-commerce and new payment technologies Martin Holloway, VP Sales, VeriFone, UK</p>
<p>SHOWCASE PRESENTATION</p> 		<p>NFC, m-commerce and new payment technologies Martin Holloway, VP Sales, VeriFone, UK</p>		
<p>4pm</p>	<p>Networking Refreshments</p>			
<p>4.30pm</p>	<p>Session 11 Ballroom CUSTOMER SERVICE: COST AND BENEFIT</p> <p>MODERATOR Tamara Cook, Programme Officer, Financial Services for the Poor, Gates Foundation, USA</p> <p>Social Media: The customer's sceptre 'Gbenga Sesan, Founder & CEO, Paradigm Initiative Nigeria</p> <p>Pre-emptive customer service: Learning from customer data silos Henry Sampson, Lead Engineering & Research, DreamOval, Ghana</p>			

To register as a delegate,
log on to
www.aitecafrica.com or
email info@aitecafrica.com



www.aitecafrica.com

	Developing financial analytics using mobile technology Nok Bwonditi, Executive Director & Head of Domestic Banking, Ecobank Kenya
6pm	Closing Session, Best Stand Awards & Delegate Prize Draw

To register as a delegate,
log on to
www.aitecafrica.com or
email info@aitecafrica.com

Network • Learn • Do business

