

# Power Up

2018 IBA Technology Conference  
November 1-2, 2018 | Des Moines, IA

Welcome to the IBA Technology Conference. The role of a successful IT professional requires many diverse skills. Just knowing about IT is not enough, as you need to keep on top of technology trends, know the business of banking and advocate what is best for the bank's technology needs. To be successful in the bank you must Power Up to help you continue to lead your bank's technology department, the Iowa Bankers Association offers the IBA Technology Conference. Designed to help you make decisions to increase productivity, customer satisfaction and profitability, the conference has two days of educational sessions, networking opportunities with your peers and an exhibit hall with over thirty vendors. This year's conference offers sessions on information security, developing table-top exercises, how to help your team adopt new software, hacking lessons, and more. Thank you for attending!

## Registration Information

The registration desk will be open:

Thursday, November 1, 8:30 a.m. - 5:00 p.m.

Friday, November 2, 8:00 - 11:30 a.m.

Your name badge admits you to Thursday's lunch and reception, two breakfasts, all general and breakout sessions and the Exhibit Hall.

## Thursday Evening Reception

Thursday, November 1, 4:30 p.m.

Take this opportunity to visit with the Exhibitors and have your Grand Prize ticket signed. This is a great chance to explore products and services and network with your peers.

## GSB Technology School Rebate

Attendees of this conference who attend the 2019 GSB Bank Technology Schools will receive a \$250 rebate off the GSB school tuition. Information about the schools are in the conference packet.

## Conference Sponsors

Special thanks to our sponsors!

## Exhibit Hall

Thursday, November 1, 8:30 a.m. - 5:00 p.m.

Vendors with the latest products and services for bank technology and operations have been invited to set up displays during the first day of the conference. Tuesday's agenda allows time to browse through the exhibits, while finding ideas, answers and assistance from experts.

## Conference Website

For additional materials for the IBA Technology Conference, see the event website at [ibatechconference.com](http://ibatechconference.com). Schedules, handouts, links to sponsors, speakers and more are available!

## Questions

Please talk to us if you have any questions! IBA staff is available during the conference or following with any questions you may have. Contact IBA's Darcy Burnett by phone or text at 515-669-5077 or [dburnett@iowabankers.com](mailto:dburnett@iowabankers.com) with questions.



Graduate School of Banking  
at the University of Wisconsin - Madison



**IOWA BANKERS**  
ASSOCIATION

[ibatechconference.com](http://ibatechconference.com)

# Power Up

Thursday, November 1

**8:30 a.m. Registration, Continental Breakfast and Exhibitors**  
• Iowa A

**9:00 a.m. Cryptocurrency, Cybercrime & the Darkweb**  
• Ballroom

*Chad Knutson, SBS Cybersecurity, Madison, SD*

What do these 3 items have in common? Criminals looking to buy or sell their illegal items have long depended on the black market to conduct their trades. With the evolution of technology, we have brought these markets to the internet. We will explore the different aspects of the internet, including the surface web, deep web, and dark web. Cybercriminals are also leveraging the web to buy and sell their stolen data or cyber products and services. Understanding how the internet is leveraged for crime gives us a better understanding how to protect our institutions. We will also explore the types of cybercrime affecting community banks and how to counter these risks. In this session, we will discuss the following: cryptocurrency and its impacts; cybercrime fraud trends in community banking; different dark parts of the internet; and buying and selling cybercrime

**10:00 a.m. Break with Exhibitors**  
• Iowa A

**10:30 a.m. Developing and Conducting a Table-Top Exercise**  
• Ballroom

*Vicky McKim, Aureon, Des Moines*

Nearly two-thirds of businesses do not have an emergency plan in place for responding to disasters such as hurricanes, floods, or cyberattacks according to an Ad Council survey. One such way to help your business be prepared is to conduct table top exercises. This session covers the different types of exercises for crisis planning and their value; the types of preparation you want to make for each exercise; how to track and monitor findings for resolution in your plans; and incorporating exercises into your risk management and business continuity program.

**11:45 p.m. Lunch**  
• Ballroom SC

**12:45 p.m. Break with Exhibitors**  
• Iowa A

**1:00 p.m. Now What? Get Your Team to Adopt New Software**  
• Ballroom

*Mitchell Klein, VP Risk Services, Ncontracts*

You've found the perfect software solution and have a timeline for implementing it. The only obstacle between you and success: management and staff acceptance. This session will explain how to tackle this challenge and disarm employees' concerns about new software.

**2:00 p.m. Refreshment Break & Exhibitor Time**  
• Iowa A

**2:30 p.m. Hacking Lessons Learned**  
• Ballroom

*Alex Hernandez, VP of Customer Solutions, DefenseStorm*

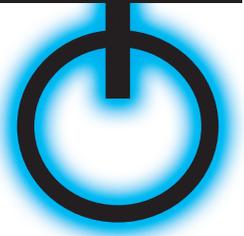
This session will explore what it actually means to be hacked – everything from why hackers hack to how they select their targets to how they cover their tracks on the way out. Using real-world examples, we'll take an inside look at how hackers identify and exploit weaknesses in networks. We'll also address what you can do to protect and prepare your organization.

**3:30 p.m. Break**  
• Iowa A

**3:45 p.m. The Amazon Prime Effect – What's Next for Mobile**  
*Dave Defazio, StrategyCorps*

The question remains the same, but the answers are constantly evolving. Discover the newest mobile banking features being implemented by top performing financial institutions that go beyond basic transactions to help them connect better with their customers. This session will cover key players in the mobile payments war as well as the financial institutions that are using rewards to engage customers. We'll discuss born digital banks that are leading the way in developing ways to serve customers' financial needs, social payments and how Venmo is becoming the standard for how Millennials and other customers think about finances between friends.

**4:30 p.m. Reception & Exhibit Time**  
• Iowa A



## Friday, November 2

**7:15 a.m. Full Breakfast Buffet**  
• Ballroom SC

**8:00 a.m. Emerging Tech Trifecta and the Value Creation Explosion with IOT, AI and Blockchain**  
• Ballroom

*Ian Khan, Technology Futurist*

Learn about the three transformative technologies that will reshape 99.9% of what we do and how we do it. Internet of Things, Blockchain and Artificial form the technology trifecta that is slowly leading the path to unlock a tremendous amount of value. These three technologies are revolutionary in nature and will shape positive outcomes in the era of the 4th Industrial revolution. Learn the How and the Why of the technology trifecta and apply the knowledge to your business to inspire, grow and become successful.

**9:25 a.m. Hot Topics in Bank Technology**  
• Ballroom

Join your fellow conference attendees to discuss some of the most pressing topics in bank technology today. This fast-paced session will draw knowledge from the group and will be something you won't want to miss.

**10:25 a.m. Break**

**10:35 a.m. 7 Leadership Lessons from Ender's Game**  
• Ballroom

*Hans Eckman, Eckman Guides, Atlanta, GA*

For managers, authority is assigned and leadership assumed, but there are big differences between management and leadership. Leadership must be demonstrated and authority earned through trust and respect. In "Ender's Game", Ender Wiggin faced similar challenges. Initially, Ender was not only in a contributor position, but he was actively inhibited from demonstrating value. Join us to learn the 7 secrets of leadership Ender developed during his time at Battle and Command schools. See how his leadership lessons can be applied to your professional growth, development, and perspective as a leader in your company and projects. Even if you are not ready to step from the shadows yet, these lessons will improve your work as a key contributor and facilitate your path to future leadership.

**11:45 a.m. Adjourn**

## Sponsors

Graduate School of Banking - Madison

MIB - Midwest Independent Bank

## Exhibitors

Aureon

Automated Systems, Inc.

BITS

CliftonLarsonAllen

Computer Services, Inc.

CoNetrix

ConvergeOne

Data Business Equipment, Inc.

Electronic Engineering

EO Johnson Business Technologies, Locknet Managed IT Services

FIPCO

Fiserv

Graduate School of Banking at UW-Madison

IP Pathways

Managed Solutions Group

MIB – Midwest Independent Bank

Money Handling Machines, Inc.

PRATUM

RSM US LLP

SBS CyberSecurity

Scantron Technology Solutions

SHAZAM, Inc.

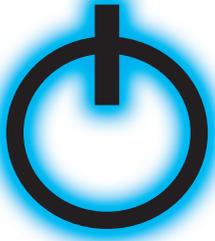
StrategyCorps

TurnKey Security Equipment

Vantage Point

VGM Forbin

Wipfli LLP



# 2018 Technology Conference Exhibitors

## All Covered

[www.allcovered.com/finance](http://www.allcovered.com/finance)

1701 Golf Road, Tower 111, Suite 812, Rolling Meadows, IL 60008  
All Covered is the leading provider of IT Infrastructure Management, IT Compliance and Cybersecurity Services to Community Financial Institutions

## Aureon

[aureon.com](http://aureon.com)

7760 Office Plaza Drive South, West Des Moines, IA 50266  
Technology solutions for the banking industry that improve worker mobility, data security, and business continuity.

## Automated Systems

[asiweb.com](http://asiweb.com)

1201 Libra Drive, Lincoln, NE 68512  
Founded in Lincoln, Nebraska, Automated Systems, Inc. is a leading provider in award-winning banking software and support. We provide core banking applications, hosted data solutions, and core data processing systems. With customers ranging in demographics, ASI is committed to equipping community banks nationwide with competitive and cost-effective solutions.

## BITS

[www.bits.us](http://www.bits.us)

24 Commerce St., 8th Fl, Newark, NJ 07102  
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.

## CliftonLarsonAllen

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

5550 Wild Rose Lane, Suite 300, West Des Moines, IA 50266  
CLA is a professional services firm delivering integrated wealth advisory, outsourcing, and public accounting capabilities to help clients succeed professionally and personally.

## CoNetrix

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

5214 68th Street, Suite 200, Lubbock, TX 79424  
CoNetrix provides full service IT networking, security, and compliance services to Community Banks.

## ConvergeOne

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

7601 Office Plaza North, Ste. 110, West Des Moines, IA 50266  
At ConvergeOne we partner with our clients to assess, design, and implement best of breed technology solutions in Networking, Storage, Voice Systems, Security and Software - Simplifying the business of IT

## Computer Services, Inc.

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

3901 Technology Dr., Paducah, KY 42001  
From core processing to compliance, digital banking to document services, CSI's complete suite of innovative solutions helps financial institutions exceed expectations.

## Data Business Equipment, Inc.

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

10513 Buena Vista Ct, Des Moines, IA 50322  
Bringing interactive technologies to branches to increase efficiency and competitive edge.

## Electronic Engineering

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

1100 Keo Way, Des Moines, IA 50309  
Technology solutions for the banking industry. Video Security, Door Access control, Wireless Data Links, and Video analytics. Some banks have used us to provide high speed data to locations in rural areas from branches in urban areas. Analytics like facial recognition and drive through LPR to know what customer is at a branch.

## EO Johnson Business Technologies, Locknet Managed IT Services

[eojohnson.com](http://eojohnson.com)

3310 South Kinney Coulee Road, Onalaska, WI 54650  
Locknet provides managed firewall, private-cloud backup, and network management and support.

## FIPCO

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

4721 South Biltmore Lane, Madison, WI 53718  
Compliance Concierge Software

## Fiserv

[fiserv.com](http://fiserv.com)

Regency West 7, 4400 Westtown Parkway, Suite 400, West Des Moines, IA 50266  
Financial services provider

## Graduate School of Banking at UW-Madison

[www.gsb.org](http://www.gsb.org)

5315 Wall Street, Suite 280, Madison, WI 53718  
Graduate School of Banking offers specialty schools of technology, HR and finance.

## IP Pathways

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

12026 Ridgemont Dr., Urbandale, IA 50323  
IT Solutions - hardware, software, data center, cloud, managed services

### Managed Solutions Group

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

120 Bryant Street, Dubuque, IA 52003

Full service IT Company managed print services, managed network services, product procurement

### MIB - Midwest Independent Bank

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

910 Weathered Rock Rd., Jefferson City, MO 65101

MIB is a "bankers' bank" which provides a wide array of correspondent banking services to approximately 500 financial institutions throughout the Midwest. Based in Jefferson City, MIB's services are provided exclusively to financial institutions. We offer correspondent banking services, as well as audit services to community banks.

### Money Handling Machines, Inc

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

8727 Irvington Road, Omaha, NE 68122

State wide sales & service on Glory cash & coin equipment, Nautilus/Hyosung ATMs & Maverick Encoders.

### PRATUM

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

1551 SW Prairie Trail Pkwy, Ankeny, IA 50023

Pratum is an information security consulting and managed cybersecurity services firm with headquarters in Ankeny, Iowa. We help clients solve information security challenges based on risk, not fear. Services: Managed SIEM, Incident Response and Digital Forensics, Penetration Testing, IT Audits, Information Security Risk Management.

### RSM US LLP

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

400 Locust Street, Suite 640, Des Moines, IA 50309

RSM provides a wide range of technology consulting services for community banks across Iowa. One specific way we assist our banking clients is with our financial institutions technology (FIT) solution. FIT as a service helps reduce risks in today's complex IT and regulatory environment while overcoming IT staffing challenges. This unique package of services provides all-inclusive technology, support and compliance services for a set monthly fee.

### SBS Cybersecurity

[sbscyber.com](http://sbscyber.com)

700 S. Washington Ave., #200, Madison, SD 57042

SBS CyberSecurity provides consulting, network security solutions, IT audit, and education services for businesses and those in the financial services sector.

### Scantron Technology Solutions

[www.scantron.com/technology-solutions](http://www.scantron.com/technology-solutions)

2020 South 156th Circle, Omaha, NE 68130

Scantron Technology Solutions (STS) helps businesses get more from their IT investments. We provide highly accountable support and service, network design and implementation, and effective management of IT infrastructure. Organizations can instantly scale up their IT resources by taking advantage of our IT consulting and project implementation capabilities.

### SHAZAM, Inc.

[shazam.net](http://shazam.net)

6700 Pioneer Pkwy, Johnston, IA 50131

SHAZAM Secure provides a portfolio of information security analysis and risk mitigation services so you can pick and choose what's right for your institution. The SHAZAM Secure team specializes in risk, regulatory and IT exams; cybersecurity; crisis management and social engineering

### StrategyCorps

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

100 Westwood Pl., Ste. 400, Brentwood, TN 37027

StrategyCorps helps financial institutions nationwide connect better with customers by offering modern, mobile benefits that enhance customer engagement and increase fee income.

### Turnkey Security Equipment

[tksecurity.biz](http://tksecurity.biz)

310 East Main, Suite 110, Manchester, IA 52057

Nautilus self-serve ATM terminal, Manager self-service coin machine, anti-skimming kits, IP cameras

### Vantage Point Solutions

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

2211 N. Minnesota St., Mitchell, SD 57301

A leading engineering and consulting company, Vantage Point Solutions offers a comprehensive line of customer-focused, technology-driven solutions. Services include IT audits and testing, compliance, credit review and enterprise risk management.

### VGM Forbin

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

4026 Alexandra Dr., Waterloo, IA 50701

Websites, online security, online workflows

### Wipfli LLP

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

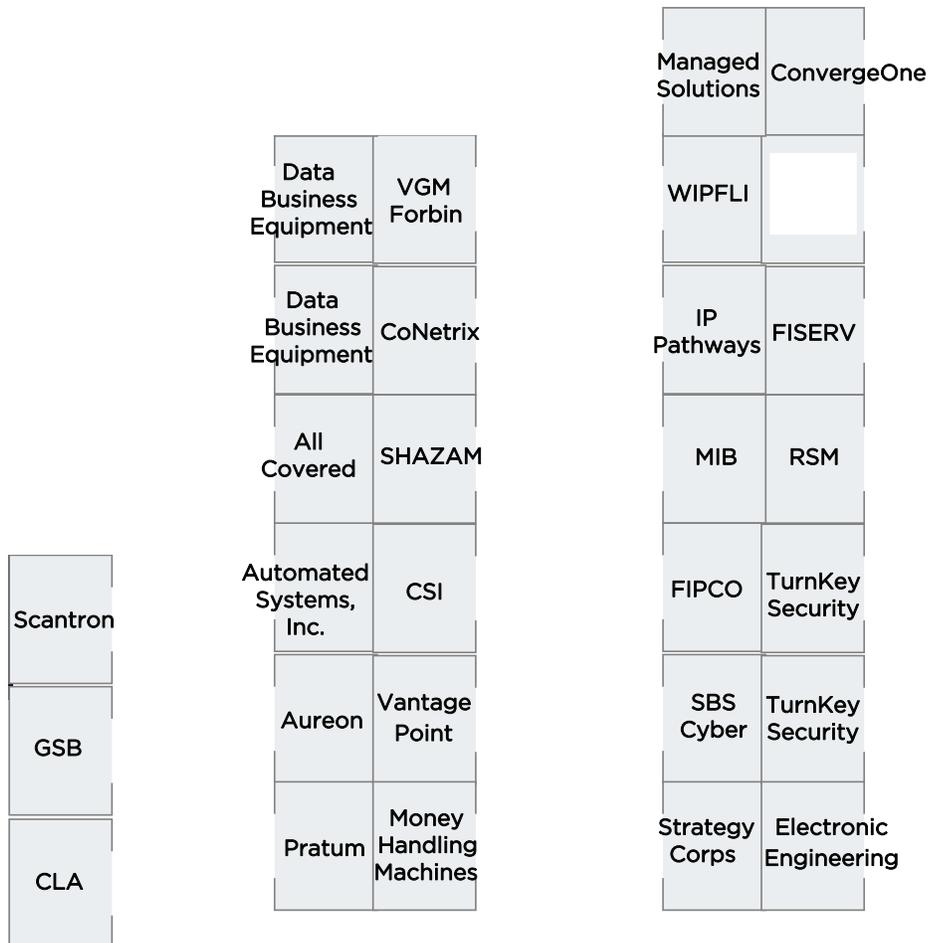
4890 Owen Ayres Ct, Suite 200, Eau Claire, WI 54701

Compliance Support, security assurance, implementation assistance, technology support, and business process improvement

# Power Up



## 2018 Exhibit Hall Map



Thank you to conference sponsors:



Graduate School of Banking  
at the University of Wisconsin – Madison

