

PAYMENTS STRATEGY WORKSHOP SERIES

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Payments Strategy Services

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Please join us for the inaugural series of **NEACH Payments Strategy Workshops**, which will be held on four dates during 2008 at the Executive Education Center at Babson College in Wellesley, Massachusetts. Book your space now for the complete series or register for the February 12th session (space permitting). Space is limited and granted on first come-first serve basis for the full series.



WORKSHOP SERIES OVERVIEW

Tuesday, February 12, 2008 -- Strategy Analysis and Decision Making

The kick-off 2008 Payments Strategy Workshop Series, *Strategy Analysis & Decision Making* will provide participants with a baseline understanding of strategy and will set the foundation for subsequent workshop programs. Participants will work through strategic frameworks and constructs, with a specific focus on competition.

Workshop Leader: Dr. Guarab Bhardwaj, professor of strategy at Babson College & faculty director, Babson Executive Education.

Tuesday, May 6, 2008 – Developing a Comprehensive Payments Strategy

This payments strategy 101 will leverage the basic strategy frameworks in the context of the U.S. payments environment, focusing on the strategy development process and retail payments services. The leader will discuss how financial institutions might approach payments strategy and will lead participants through key issues and critical success factors in developing a comprehensive payments strategy.

Workshop Leader: Bruce Cundiff, senior analyst, Javelin Strategy & Research.

Monday, September 15, 2008 – Benchmarking Payments for Success

Financial institutions are faced with increased ROI pressures, and many have begun to recognize the value of an enterprise wide payments strategy. This interactive workshop will run through the various areas of the payments business, and which are emerging as the most attractive to financial institutions. Additionally, participants will explore the organizational and other factors that may hinder the implementation of the strategy. Bruce Cundiff, payments industry consultant with Javelin Strategy & Research will facilitate the discussion that will capitalize on both case studies from specific financial institutions, as well as the input and experience of workshop participants.

Workshop Leader: Michael J. Alfonsi, CTP, WPT, managing director, AnalyticResults.

TBD November 2008 -- Strategy Summit

The concluding workshop of 2008, the Payments Strategy Summit will feature two presentations by industry leaders in conjunction with two mini-workshop sessions on strategic payments topics. The Summit will offer participants the opportunity to network with one another and participate in facilitated discussions.

[REGISTER TODAY](#) and enhance your payments strategy planning process.