

RADIANCE

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LARGEST IN-PERSON *UNCONFERENCE*
FOR THE OFFICE OF THE CFO

ACCOUNTS RECEIVABLE • ACCOUNTING • TREASURY



MERCEDES-BENZ STADIUM | ATLANTA

HOME OF THE ATLANTA FALCONS



FEBRUARY 21 - 22 | 2023

WHAT YOU CAN EXPECT AT RADIANCE 2023

90+

Expert-led
Sessions

1000+

Industry Experts
& Peers

2 Days

of Learning
& Networking

REGISTER NOW



Dr. Chris Kuehl
Managing Director



10:30AM - 11:15AM

| Location: Atl United Family Room

2023 Macroeconomic Trends and Forecast

Chris will talk about the potential impact of supply chain disruption, rising inflation, and recession on Credit and A/R in 2023. Learn actionable steps your business could take to handle the emerging ambiguity in the global economy.



Carl Williams
Director of Credit



10:40AM - 11:10AM

| Location: Mercedes-Benz Club

Implementing Credit Automation to Safeguard Order-to-Cash Data after discussion with client

Carl Williams dives into his legal and financial experience to explain how automation might be what Order to Cash leaders need to protect their critical credit information from a security divulge.

stripe



10:40AM - 11:10AM

| Location: Truist Club

Payment Trends in 2023 and Beyond



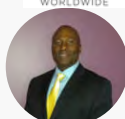
Sari Stagg
Sr Manager, Invoice To Cash



Dan Grenemyer
National Account Representative



Rich Shively
US Credit Supervisor



Garfield Minto
Sr Manager, Credit & Collections



10:40AM - 11:10AM

| Location: AMG Club

Leveraging Technology To Create Fumble-Proof Credit & Collections Policies

Altus will host a panel of experts from Danone, ResMed, and Wolverine who will share their on-field experience of what has worked from their playbook for having and retaining the proper human assets, a proactive strategy to approach customers, and the appropriate use of technology to maximize productivity and efficiency.

servicenow

11:20AM - 11:50AM

| Location: Mercedes-Benz Club

Digital Transformation Workshop by Service Now



Paul Hill
President



Dave Schmidt
MD



11:20AM - 12:05PM

| Location: Atl United Family Room

Predicting A/R Performance with Dynamic Credit Modelling

Dave and Paul will discuss new, in-depth, and predictive risk models and portfolio management techniques to help you generate a 360-degree overview of your customer's risk and A/R performance.



Timothy Murray
Global Director AR
Risk Management



2:15 - 2:45PM

| Location: Delta Club

A/R Transformation Across 30 Business Units

Altus will host a panel of experts from Danone, ResMed, and Wolverine who will share their on-field experience of what has worked from their playbook for having and retaining the proper human assets, a proactive strategy to approach customers, and the appropriate use of technology to maximize productivity and efficiency.



Michael Cunningham
VP & CISO



2:15 - 3:00PM

| Location: Atl United Family Room

Cybersecurity for Credit and A/R Teams

Chris will talk about the potential impact of supply chain disruption, rising inflation, and recession on Credit and A/R in 2023. Learn actionable steps your business could take to handle the emerging ambiguity in the global economy.

Collections Case Study



George Uko
Manager, Credit & Collections



2:55PM - 3:25PM

Location: Delta Club

Improved Customer Experience for 20% Faster Collections

Master key data-driven strategies that enable faster collections, improve customer experience, boost customer adoption of the new EIPP system, and learn strategic levers to help firms dodge the curveball of uncertain 2023, reduce DSO, & boost payment experiences.



2:55PM - 3:25PM

Location: Truist Club

Digital Transformation Workshop by EY



Carolyn Etrass
Director, Accounts Receivable



Anita Paulk
Group Manager, Cash Ops



Tammy Lindorf
Director Shared Services
Martin Marietta

2:55PM - 3:25PM

Location: AMG Club

From the front lines: Insights from the women leaders in Account Receivables

Despite progress, much work remains to ensure equal representation of women in leadership positions. We will hear from Carolyn on her experiences and the challenges/strategies of women leaders in account receivables



Len Brown
Director, Commercial Credit



Vernon Gerety
Founder & MD



Paull Hill
Founder & MD



Brigitte Muehlmann
Professor



3:10PM - 3:55PM

Location: Atl United Family Room

Educational Training Challenges and Opportunities in Credit & Collections

Join this panel discussion and get a macroeconomic perspective on finance education, and understand how to develop a roadmap to hire and train for a top-performing credit and A/R team.



John Boyens
Co-founder & President



4:05PM - 4:50PM

Location: Atl United Family Room

Credit Department as a Sales Accelerator

Join John in this session to learn how you could develop a high-performing sales and credit department and build a collaborative culture between them to drive growth and success.



Jeff Anop
SVP & GM



4:25 - 4:55PM

Location: AMG Club

Navigating the Storm: How A/R Business Information Reduces Risk in an Uncertain Global Economy



Dean Stewart
VP, Credit & Risk Management



Deductions Case Study

4:25 - 4:55PM

Location: Falcons Locker Room

From Manual O2C to End-to-End Transformation in 1 Year

Master a unique approach of digitizing five key finance functions in less than a year and improving the net recovery rate by enabling real-time claim settlement with the Big-box retailers.



Don Giallanza
Commercial Credit Manager



Credit Case Study

5:05 - 5:35PM

Location: Delta Club

Getting to Zero Bad Debt with Credit Automation

Discover the steps towards automated credit risk management to seamlessly assign million-dollar credit limits to your customers, achieve zero bad debt and positively impact your working capital.



Michael Raymond
Director, Business Process



5:05 - 5:35PM

Location: Mercedes-Benz Club

Leveraging Super-Users to Boost Internal Adoption in Collections Transformation

See the winning strategy for implementing a multi-million dollar collection automation project and the real impact you can have by training a group of well-versed super-users focusing mainly on lowering resolution time and increasing digital adoption.



5:05PM - 5:35PM

Location: Truist Club

Digital Transformation Workshop by Butterball



Jamie Garbis
VP, Treasury



Credit & Collections Case Study

5:05 - 5:35PM

Location: Falcons Children's Room

Build A/R Team Capacity to Manage 2X Revenue Growth

Jamie explains how Addison Group's CFO's office could handle over 100% growth in the last three years by utilizing autonomous finance solutions for their order-to-cash cycle, giving their processes the edge to be future-proof and scalable.

Day 2 | February 22



Michel Janssen

Chief Market
Intelligence
Officer



Bryan DeGraw

Associate
Principal,
Finance Advisory



9:30AM - 10:00AM

| Location: Field

Thriving in Adversity – 2023 Customer-to-Cash Operating Model Considerations

Modern platforms are dramatically improving both the employee and customer experience while simultaneously delivering an average 43% improvement in key Hackett C2C metrics around process improvement and cash flow. Learn the latest market trends from The Hackett Group's O2C experts.



Don Giallanza

Commercial Credit
Manager



Credit Case Study

9:30AM - 10:00AM

| Location: Delta Club

Getting to Zero Bad Debt with Credit Automation

Discover the steps towards automated credit risk management to seamlessly assign million-dollar credit limits to your customers, achieve zero bad debt and positively impact your working capital.



Anita Paulk

Group Manager,
Cash Ops



Cash Application Case Study

10:10AM - 10:40AM

| Location: Delta Club

Moving A/R from Back-Office to Front-Office with Supply Chain Integration

A/R is often dismissed as a business's back-office function and cost center. But what if A/R was part of the business? Discover how hosting A/R within Supply Chain provides more visibility into upstream processes and is a proactive approach to improving customer experience.



Merrylue Martin

President & CEO



10:00AM - 10:45AM

| Location: Falcons Children's Room

Big Quit Survival Guide For Finance Leaders: How To Attract And Retain Top Performers

Given the current economic climate, business leaders everywhere must come up with innovative ways to attract and retain their top talent. In this session Merrylue will share her research with practical ideas and tools to provide you with action steps to attract and keep top-performing employees.

Deduction Case Study



Mike Thelen
Manager, Credit & Collections



10:10AM - 10:40AM

Location: Falcons Locker Room

How Land O'Lakes Recovers Two-Thirds Of Invalid Deductions Through Automation

Learn how automation in deduction management can generate efficiency gains and enhance business value through backup document aggregation, trade promotion matching, research, and collection of invalids.



Colleen Zdrojewski
VP, Financial Services



10:50AM - 11:20AM

Location: Field

Hiring Order to Cash Talent in Our New Reality

Colleen reveals in this session how she makes hiring decisions for leadership and operations roles in her accounts receivable department and how that has enabled her to claim best-in-class metrics in the Beverage industry proudly.



Bill Norton III
Partner



Wanda Borges
Member



10:50AM - 11:35AM

Location: Falcons Children's Room

Legal Playbook to Mitigate A/R Risks in a Wave of Small Business Bankruptcies

With the increasing recession fear, companies across have started filing for bankruptcy. Learn how to protect your business from rising bankruptcy and maximize profitability.



Kyle Prestidge
Director of Accounting



11:30AM - 12:00PM

Location: Mercedes-Benz Club

Data Driven Change Management for 100% Adoption

Successfully automating your O2C processes doesn't come from flipping a switch - it comes from painstakingly preparing your people and processes for what comes next. Kyle will speak to his team's year-long planning crucial to the rollout of their A/R automation transformation.



11:30AM - 12:00PM

Location: Truist Club

Digital Transformation Workshop by Capgemini

Collections Case Study



Skip Sherman
VP, OTC
Strategy



Bhavdeep Singh
Sethi
VP, Intelligent
Automation



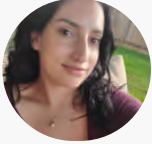
1:45PM - 2:15PM

| Location: Delta Club

Shaping Contract To Transform Cash In Today's World

This session would cover our journey from digitizing to revolutionizing organizations in Cash Applications that involves multiple players and channels.

Collections Case Study



Kelly Gutierrez
Cash App
Manager



Joseph Grass
Director, Credit
& A/R



Chason Dancer
Credit Manager



1:45PM - 2:15PM

| Location: Mercedes-Benz Club

Stop Focusing on DSO: 6 Other Ways You Should Measure the Impact of your O2C Transformation

Learn how A/R automation can improve cash flow to sustain & scale business growth and how best-in-class order-to-cash KPIs build high-performance team culture while delivering real business results.

Collections Case Study



Andy Davidson
Director,
Credit & A/R



2:25 PM - 2:55 PM

| Location: Field

Striking Down Unearned Discounts & Improving Customer Experience with A/R Automation

Transforming A/R is not just about automating low-value, high-frequency tedious tasks, but also about improving the customer experience. Join this session and find out how faster cash posting has helped Masonite prevent unearned discount deductions. Also, learn how collections automation has helped them integrate data from multiple ERPs to deliver a unified customer experience.

2:25 PM - 2:55 PM

| Location: Delta Club

Standardizing project plan for transforming Credit and Collections'

Tammy Lindorf
Director,
Shared Services

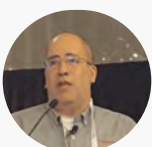


A masterclass on how to standardize Credit and Collections at a process and subprocess level, deep dive into the technicalities and documentation required to prepare yourself for your digital transformation journey.

2:25 PM - 2:55 PM

| Location: Mercedes-Benz Club

How A/R data can help drive sales?



George Uko
Manager, Credit &
Collections
Staples

Story of how Staples extracted measurable value from different data sources internally, converted them into KPIs, reduced Bad Debt and DSO, and improved the cash conversion cycle.

Interested only in Training Sessions?

\$99 One-Day Training Pass

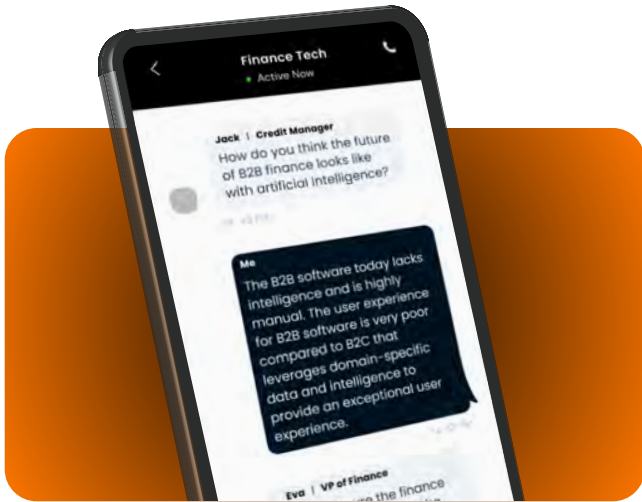
1. Attend training sessions on Tue, Feb 21. Sessions on O2C and Treasury accredited by IOFM* and AFP**.
2. Earn 13+ credits by attending Radiance 2023 in person. Learn about the latest tech in the finance world and peer-led transformational success stories along with credits
3. Earn 7.5 additional credits by self-consuming pre-conference training videos and assessments that will be shared with you once you register



*HighRadius is registered with IOFM as a sponsor of continuing education credit for any Accounts Receivable or Order-to-Cash Certification. These Certifications are designed to establish standards for the profession and recognize accounts receivable and order-to-cash professionals who, by possessing related work experience and passing a comprehensive exam, have met stringent requirements for mastering the financial operations body of knowledge. IOFM holds final authority on the acceptance of any courses.

**Approved for up to 2.5 CTP/CCM recertification credits by the Association for Financial Professionals.

[Buy 1-Day Pass](#)

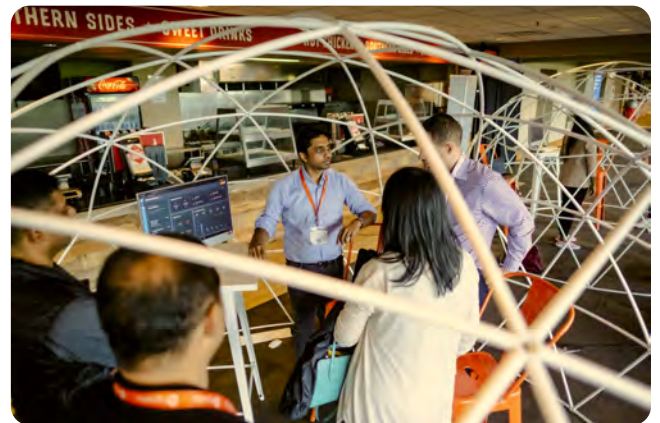


Pre-Event Networking

Connect with industry experts and peers coming to Radiance using our in-event app. Learn from them, share your thoughts and schedule meet-ups before and during the event

Sandbox Experience & Live Product Demo

Test drive HighRadius products while interacting 1:1 with the technology experts in a dedicated sandbox environment

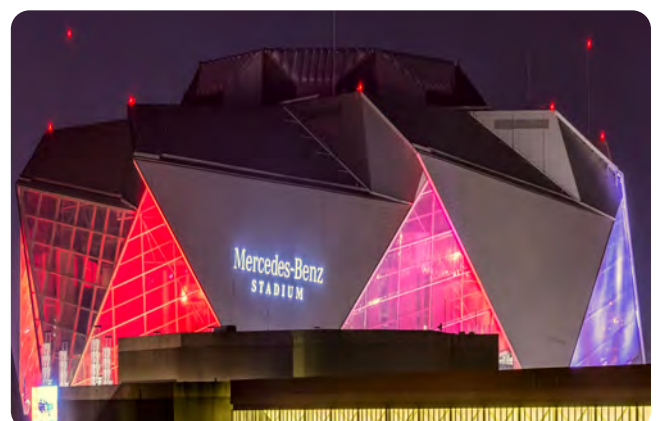


In-Event Networking

Get exclusive meeting spaces to network with 1200+ industry leaders from the world of finance and shared services. Get insights on best practices, proven strategies, and innovative approaches to drive your business forward

Inside Look at Falcon's Locker Room

Get a full access tour of Mercedes-Benz Stadium, house of the world famous Atlanta Falcons. Check out the field, the stands, the locker rooms, and feel like the VIP that you are!





Industry Networking Breakfast

Learn from your peers as you can connect through tables designated for industries such as CPG, Manufacturing, Insurance, Telecom, etc

Finance Function Lunches

Connect with those interested in similar finance subjects such as Credit, Cash Forecasting, and Month End Close



Mardi Gras Theme Party

The end of day 1 comes in with a blast, we have a grand party planned for you. Gear up for the big Mardi Gras theme costume party and win exciting prizes

Puppy & Rejuvenation Station

After 2 days of exclusive networking, expert speaking sessions, and after parties, what is a better way to rejuvenate than to pet some tiny fur balls, get a quick relaxing massage, or an IV drip! We have it all here at Radiance



[Register Now](#)

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Click Below To View The Detailed Agenda For

TREASURY | ACCOUNTING | GENERAL FINANCE & EMERGING TECH

BOOK YOUR TICKETS