

# 2024 EXECUTIVE NETWORKING FORUM



MARCH 18-20, 2024  
THE MERITAGE, NAPA, CA

## Sunday, March 17, 2024

4:00pm – 6:00pm

*ING Board of Trustees Meeting (Closed)  
Trinitas Boardroom*



6:30pm – 8:30pm

Welcome Dinner – All attendees and paid guests  
Estate Wine Cave

## Monday, March 18, 2024

*Members and Partners for meetings, Salons ABJK*

8:30am – 9:30am

Networking Breakfast – *Oakville Terrace*

9:30am – 10:00am

**Welcome and Financial Report**  
Eric Hollingsworth, INg President  
Renee Hull, INg Treasurer



10:00am – 11:00am

**ING Member and Partner Introductions**

All Members and Partners introduce yourself, company name, location and title

All members will answer 3 questions:

1. What pain point are you most wanting to discuss with other INg members?
2. What technology are you most interested in learning about from the Vendors?
3. Are you bullish or bearish for 2024?

All Vendor Partners will answer these questions

1. What issue are you most wanting to discuss with INg members?
2. Are you bullish or bearish for 2024?

11:00am – 11:30am

Break - Foyer JKL

11:30am – 12:00pm

**ING Hosted Round Table Small Group Discussion**

1-2 Topics from “introductions”

Table host: INg Board Member

12:00pm – 1:00pm

Lunch – Activities Lawn

1:00pm – 3:00pm

**Four Vendor Partner Value-based Flex Talks**

Each Partner to host a table or section with scheduled flash talks with member companies

Monday, March 18<sup>th</sup> cont.

3:00pm – 3:30pm

Break – Foyer JKL

3:30pm – 4:45pm



**Creating a More Resilient World One Organization at a Time**

Adam Markel, Best Selling Author and Keynote Speaker

How do we cope and thrive in the unprecedented new world we now find ourselves in? The answer, says bestselling author, keynote speaker, workplace expert and resilience researcher, Adam Markel, is to tap the power of resilience to become Change Proof

5:00pm – 5:30pm

**Vendor Partners meeting with ING Board Members**



6:30pm – 8:30pm

**Cocktails and Dinner** Activities Lawn

## Tuesday, March 19, 2024

*Members and Partners for meetings, All attendees and guests*

8:30am – 9:30am

Networking Breakfast - Oakville Terrace

9:30am – 10:15am

**ING Membership Performance and Perspective Report**

**Pat McGrew, Lead Analyst, The McGrew Group**

Results of ING member critical business areas of technology, software, hardware and infrastructure, services, staffing and trends.



10:15am – 10:45am



**Panel Discussion: Choosing an ERP for production/accounting/postage and manage the huge cost and company resources for a smooth implementation**

Moderator: Darryl English, President, Wolverine Solutions Group

Panelists: Ronnie Sellinger, CEO, Nordis  
Adam M. LeFebvre, President, SPC

10:45am – 11:00am

Break, Foyer JKL

11:00am – 11:30am

Introductions to **Belwo, Bowe, Mindfire**



11:30am – 12:15pm

**Direct Mail/Transactional Breakout Session**

Direct Mail – **The amendment: IL Public Act 103-0087**, what does this mean to your customers?

Moderators: Chris Santomassimo, OGC & Bob Arkema, Johnson & Quin

Transactional – **Postal Issues for first class mailers**

Moderators: Tim Plunk, Tension & Scott Stephens, Datamatx

12:15pm – 1:15pm

**Lunch, Oakville Terrace**

Tuesday, March 19<sup>th</sup> cont.

1:15am – 2:00pm



**2024 Cyber Security Threats and Trends**

Skeet Spilane, CEO and Chief Information Security Officer at Pillar Technology Partners, LLC, Information Security Keynote Speaker

- How cybersecurity fits into enterprise risk management
- Evolving regulatory environment
- Absolute must-haves in your security program

2:00pm-2:45pm



**Cybersecurity Insurance Assessment: Are you Covered**

Christopher M. Santomassimo  
Attorney-at-Law, OGC



How are you assessing and managing customers' requirements including their commercial agreements, and negotiating reasonable requirements to minimize liabilities associated with network intrusions, as well as planning to manage future obligations as the landscape changes

2:45pm – 3:00pm

Break – Foyer JKL



3:00pm- 3:30pm

**Member Case Study**

PrintMail's success in moving to high-speed insertion and reducing labor costs  
Gretchen Renaud, VP of Strategic Partnerships, PrintMail Solutions

3:30pm – 5:00pm

**Four Vendor Partner Value-based Flex Talks**

Each Partner to host a table or section with scheduled flash talks with member companies

6:00pm – 9:00pm

**Cocktails and Hors d'oeuvres, CRUSH Lounge  
Bowling, Games, and Fun**

## Wednesday, March 20, 2024

*Members and Partners lunch and afternoon sessions –Salon ABJK*

8:30am - 9:30am

Breakfast Oakville Terrace

9:30am – 10:00am

**Member Case Study**

General overview of AI and how it is impacting the workplace and  
How IMS leveraged AI to build a product for the future (Directlink)  
Mark Vanderpool, VP of Conversational AI, IMS

10:00am – 10:30am

**Introduction to: PCI, Pitney Bowes, UBM**



Wednesday, March 20th cont.

10:30am – 11:00am

Break

cadena.

11:00am - 11:30am

**Introduction to New Member: Cadena**

Hear about the challenges, realities and success stories of the industry in Colombia and other markets

Alejandro Naranjo, Head of International Sales, Cadena

11:30am – 12:00pm

**Member Open Forum Discussion- OSHA Compliance and More**

Moderator: Fred Van Alstyne, COO, Cathedral Corporation



12:00pm – 1:00pm

Lunch – Oakville Terrace

1:00pm – 1:30pm

**Member Case Study:**

1:30pm – 2:30pm

**BREAK OUT**

Direct Mail Session: **More on Direct Mail Sales Tax Issues**

**Summit Direct Mail & DSTax, How Summit complied with their sales tax obligations under Wayfair**

Moderators: Chris Pounds, Principal at DSTax, LLC

Mike Robinson, Dir. of New Technology And Business Dev., Summit Direct Mail



Transactional Session: **Business Operations Metrics and SOP Frameworks**— are your KPI's are relevant, actionable, and valuable. SOP Frameworks – how do you ensure you are building a business that is scalable, via repeatable and documented processes?

Moderator: Gretchen Renaud, VP of Strategic Partnerships, PrintMail Solutions

Panelist: Albert Abbatiello, VP of Operations, IMS

Angel Kemplage, President/CEO, D4 Solutions

Gerald Pettway, COO, HC3

Kevin Svenson, EVP, Doxim



2:30pm – 3:00pm

Break

3:00pm – 3:30pm

**Member Open Forum Discussion: Sales Compensation**

This session will focus on Sales Comp plans across the memberships.

Moderator: Jennifer Dietz, President, FSSI

3:30pm – 4:30pm

**Closing Session**

Eric Hollingsworth, ING President



5:30pm – 7:30pm

**Cocktails and Dinner**

Vinter's Roof Top, Cocktails

Vinter's Room, Dinner

