

NAPCP CANADIAN COMMERCIAL **Card & Payment Conference** EDUCATION • NETWORKING • EXPO Toronto, Ontario • September 20-21, 2017



[NAPCP Canadian Commercial Card & Payment Conference](#)

Venue: [Chestnut Conference Centre](#)

89 Chestnut St., Toronto, ON M5G 2J1

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Contact:

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NAPCP
www.napcp.org

Important Dates

Today

Submit contracts for exhibit hall, demonstrations and sponsorships

January 9, 2017

Event and sponsor promotions begin via email, website, press releases, etc.

January 9 – February 6, 2017

Early Bird registration

Call for presenters

February 7 – August 23, 2017

Regular and buddy registration

June 22, 2017

Exhibit and Sponsorship Contracts Due

August 24 – September 21, 2017

Late registration

September 20 – 21, 2017

Canadian Commercial Card & Payment Conference

OVERVIEW

Event Objective

The NAPCP is a membership-based professional association committed to advancing Commercial Card and Payment professionals and industry practices worldwide. NAPCP is unique in its non-biased role, acting as an impartial voice within the industry and trusted within our membership and subscriber base of more than 19,000. Currently, there is no similar organisation within the Canadian business-to-business market offering much needed end-user-based knowledge regarding the efficiencies provided within a complete commercial payment solution set. In Canada, 80% of our audience is composed of end-users. These may include: process efficiencies, visibility, risk controls and working capital management. To meet this critical need for education, NAPCP is offering an unparalleled event focused on:

- key strategies and tactics that result in effective and efficient business to business payments: including the exploration of the Commercial Card and Payment solution set (past, present and future), along with valuable business cases for implementation, risk control and optimization
- product demonstrations from sponsors/exhibitors—showcasing products, technology and services critical to end-users' success
- rich networking opportunities among the end-user and sponsor communities

Target Audience

We anticipate 125 to 175 end-user and provider attendees who directly influence their organisation's payment strategy and decision-making processes. Those who will benefit from the planned agenda include CFO level, treasury, accounting, procurement, accounts payable professionals and Commercial Card programme managers and administrators.

Breakout Sessions

Content may include:

- fraud realities, key controls, auditing and related practices
- empowering cardholders and increasing compliance
- understanding and addressing merchant resistance to acceptance
- elements necessary for building a sound and compelling business case
- tax reclaim strategies that ensure efficiency and compliance are not mutually exclusive
- data realities and use
- integration of payments into financial information systems
- elements of an effective travel policy
- negotiating Commercial Card contracts
- exploring NAPCP resources for implementation, optimisation

Benefits to Sponsors

NAPCP is pleased to offer a variety of sponsorship opportunities to help you:

- understand end-user needs and challenges and help develop a standard for Commercial Card and Payment education worldwide
- build a more knowledgeable end-user community allowing for greater adoption of electronic payment mechanisms throughout Canada and worldwide
- lead the industry by defining your organization as a critical advocate and influencer
- build brand recognition within the Canadian market

PROPOSED AGENDA

Day 1 – September 20, 2017	
8:00 a.m.	Registration Opens
8:00–8:45 a.m.	Continental Breakfast in Exhibit Hall
8:00 a.m. –5:15 p.m.	Exhibit Hall Open (Day 1 only)
8:45–9:30 a.m.	General Session
9:30–9:45 a.m.	Coffee Break in Exhibit Hall
9:45–10:30 a.m.	Breakout Session #1
10:45–11:30 a.m.	Breakout Session #2
11:45 a.m. –12:30 p.m.	Networking Lunch
12:30–2:15 p.m.	Roundtable Discussions and Dessert
2:30–3:15 p.m.	Breakout Session #3
3:30–4:15 p.m.	Breakout Session #4
4:30–5:30 p.m.	Attendee Cocktail Reception in the Exhibit Hall
5:30 p.m.	Exhibit Hall Closes (Exhibits are not held on Day 2)
Day 2 – September 21, 2017	
8:00–8:45 a.m.	Sit-down Networking Breakfast
8:45–9:30 a.m.	General Session
9:45–10:30 a.m.	Breakout Session #5
10:45–11:30 a.m.	Breakout Session #6
11:45–12:30 p.m.	Breakout Session #7

CONFERENCE REGISTRATION RATES

Early Registration	Regular Registration	Late Registration
January 9, 2017 – January 27, 2017	January 28, 2017 – August 23, 2017	August 24, 2017 – September 20, 2017
NAPCP Member Pricing		
\$229 USD	\$449 USD	\$599 USD
NAPCP Subscriber Pricing		
\$409 USD	\$629 USD	\$839 USD

CONFERENCE OPPORTUNITIES

Exhibit and Conference Sponsorship contracts due: June 22nd

Opportunity	Canadian Year-Round Partner Sponsors					Canadian Non-Year-Round Partner Sponsor
	Elite	Platinum	Gold	Silver	Alliance	
Exhibit Table	Included	Included	Included	\$2,000	\$2,000	\$3,000
Educational Breakout	2 Included	2 Included	1 Included	1 Included	Not Available	Not Available
Provider Breakout or Demonstration	Included	Included	Included	Included	Included	Not Available
Signage in General Session Room	Included	Included	Included	Included	Not Available	Not Available
Networking Dinner	\$4,800 USD	\$4,800 USD	\$4,800 USD	\$4,800 USD	\$4,800 USD	\$6,000 USD
Cocktail Reception	Sponsorship Taken					
Networking Lunch	\$3,900 USD	\$3,900 USD	\$3,900 USD	\$3,900 USD	\$3,900 USD	\$5,000 USD
Tea and Coffee Break	\$2,000 USD	\$2,000 USD	\$2,000 USD	\$2,000 USD	\$2,000 USD	\$2,500 USD
Breakfast Buffet	\$2,400 USD	\$2,400 USD	\$2,400 USD	\$2,400 USD	\$2,400 USD	\$3,000 USD
Continental Breakfast	\$2,000 USD	\$2,000 USD	\$2,000 USD	\$2,000 USD	\$2,000 USD	\$2,500 USD
Conference Folder	Sponsorship Taken					
Conference Notepad	Sponsorship Taken					
Conference Lanyards	Sponsorship Taken					

Do you have a sponsorship idea that you don't see listed? Contact Rachel Porter (rachel_porter@napcp.org) to discuss it today!

Exhibit Table

Exhibit Table Package includes:

- Exhibit table (table top only)
- Recognition in conference marketing materials and on Canadian Conference webpage
- One-time-use, post-conference permission-based attendee list with contact information
- One exhibitor conference pass

Global Provider Directory

The NAPCP Global Provider Directory serves as a one-stop resource for end-users to learn about today's leading product, technology and service providers in the Commercial Card and Payment industry worldwide. It allows you to detail the countries you service. This resource guide is distributed at all of our events and is available complimentary, 24/7 to all of our over 19,000 members and subscribers. The deadline to receive the contract and artwork is February 6, 2018. Visit our [website](#) for more information.

Virtual Demonstration

Virtual Demonstrations are web-based events providing your organisation the opportunity to promote your conference demonstration to NAPCP's extensive industry audience. Over 19,000 members and subscribers! Virtual Demonstrations include:

- one-hour live demonstration via GoToWebinar
- average of 75 to 150 participants (ability to restrict to end-users only if preferred)
- final opt-in attendee list with contact list (includes email); provided post-event
- one dedicated email promoting the demonstration to the NAPCP member and subscriber base (over 19,000), promotions in NAPCP newsletters, social media, etc.
- your logo and a link from the NAPCP website to your website
- event listing in the NAPCP online calendar

Visit www.napcp.org/opportunities to learn more.

YEAR-ROUND PARTNER SPONSORSHIP

Strategic promotion of your products and services to the Commercial Card and Payment marketplace is on every provider's mind. The NAPCP is at the center of that marketplace, ready to amplify your message to our audience—*your* audience. The NAPCP is positioned to offer year-round Partner Sponsorship opportunities that will reach your target audience on an ongoing basis.

Multiple sponsorship levels provide you the flexibility to adjust your promotion strategies throughout the year, offering the capability to customize tactics based on your unique needs.

- Get the word out about a new solution.
- Demonstrate product and technology solutions through our [virtual demonstrations](#) or Annual Conference demos.
- Showcase your industry expertise with an audience that urgently seeks the “what” and “how-to” of card and payment programme management.

Higher-level Partner Sponsors gain a complimentary opportunity to sponsor a [Regional Forum](#), deliver an educational breakout session or host a VIP event at the Annual Canadian Conference. Consider presenting an educational webinar—and more!

NAPCP MEMBERSHIP

Membership in the NAPCP brings educational resources, networking, events and professional development opportunities to Purchasing Card (P-Card) professionals at end-user and provider organizations throughout the world, primarily in the United States and Canada. Membership is open to anyone in the Corporate, Education or Government sectors with a strong desire to become a recognized asset within their organisation and the P-Card industry.

Provider organisations are eligible to take advantage of the NAPCP's associate membership and group rates. Please visit our [website](#) for more information.

ABOUT THE NAPCP

The NAPCP is a membership-based professional association committed to advancing Commercial Card and Payment professionals and industry practices worldwide. Individuals tasked with managing card programs (Purchasing Card, Corporate Card, Travel Card and Fleet Card, for example) and electronic payment solutions gain education, access to resources and tools, year-round networking opportunities, and exposure to the provider community through the NAPCP website, events, webinars and online networking.

The NAPCP is a respected voice in the industry, serving as an impartial resource for members at all experience levels in the public and private sectors. The NAPCP provides unmatched opportunities for continuing education and peer networking through its conferences, Regional Forums, webinars, website, newsletter and regular communication. The association sponsors research and publishes timely and relevant white papers, survey results and other resources. The NAPCP launched the Certified Purchasing Card Professional (CPCP) credential (*the CPCP credential is currently offered in the U.S. and Canada*) in 2006 and is guided through directives from the Purchasing Card Professional Certification Council (PCPCC), NAPCP Advisory Council and various Task Force committees. Become an [NAPCP member](#) today.

Contact Information

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