NAPM 2021 Virtual Annual Conference
Agenda Subject to Change – Please Check Schedule on the NAPM Event Platform for Updates!

Tuesday, February 16 – Sponsored by NPI	
Pre-Conf	**Virtual Showrooms OPEN** Check out NAPM Vendor Member Solutions!
11:00 am	**Conference Introduction & Sponsor Recognition**
11:15 am	**Guest Speaker: Isaac Cronkhite, USPS Chief Logistics and Processing Operations Officer**
12:15 pm	**Break – Virtual Showrooms OPEN**
12:45 pm	**NAPM Exec. Directors Report (Speakers: Bob Galaher & Kathleen Siviter)**
2:15 pm	**Daily Survey & Closing Remarks**

Wednesday, February 17 – Sponsored by Capstone	
Pre-Conf	**Virtual Showrooms OPEN** Check out NAPM Vendor Member Solutions!
11:00 am	**NAPM Business Meeting - Elections – Financials – Reports *** ***NAPM Members Only**
12:00 pm	**Guest Speaker: Michael Scanlon, Postal Regulatory & Legislative Update**
1:00 pm	**Break – Virtual Showrooms OPEN**
1:30 pm	**Sales Tax & Data Privacy Update** **Speakers: Hamilton Davison, ACMA** **David Swetnam-Burland, Brann & Isaacson** **Marty Eisenstein, Brann & Isaacson**
2:30 pm	**Daily Survey & Closing Remarks**

Thursday, February 18 – Sponsored by Assurety	
Pre-Conf	**Virtual Showrooms OPEN** Check out NAPM Vendor Member Solutions!

11:00 am	**Guest Speakers:**
	    Tom Foti, USPS VP, Product Solutions
	    Randy Workman, USPS A/Dir., Business Acceptance Support
	    Janine Egloff, USPS A/Mgr., Business Solutions Support

12:00 pm	**Chat with Industry Experts (Platinum Sponsors)**
12:30 pm	**Break – Virtual Showrooms OPEN**
1:00 pm	**Chat with Industry Experts (Gold Sponsors)**
1:30 pm	**NAPM Education Session: Seamless Update & IV for Dummies (Speakers: Steve Krejcik, PBPS, and Andy Phillips, NAPM)**
2:30 pm	**Daily Survey & Closing Remarks**

Tuesday, February 23 – Sponsored by Mail Automation	
Pre-Conf	**Virtual Showrooms OPEN** Check out NAPM Vendor Member Solutions!
1:00 pm	**Printing Best Practices for 2021 (Speaker: Pat McGrew, Inkjet Insight)**
2:00 pm	**Addressing Update (Speaker: Adam Collinson, GrayHair Software)**
2:30 pm	**Break – Virtual Showrooms OPEN**
3:00 pm	**Workshare Discounts under New Rules (Speaker: Larry Buc, SLS Consulting)**
3:30 pm	**NAPM Education Session: Printing Panel Discussion (Panelists: Jamie Freeman, TC Delivers; Shayne Huston, Mail Communications Group; Rick Becerra, BlueCrest; Kevin Marks, BlueCrest)**
4:30 pm	**Daily Survey & Closing Remarks**

Wednesday, February 24 – Sponsored by BlueCrest	
Pre-Conf	**Virtual Showrooms OPEN** Check out NAPM Vendor Member Solutions!
1:00 pm	**Speakers: Sharon Owens, USPS VP Pricing & Costing; and Samie Rehman, USPS Manager of Pricing**
2:00 pm	**Break – Virtual Showrooms OPEN**
2:30 pm – 4:20 pm	**Table Topics:** • **Pricing-10 yr Review** (Moderators: Larry Buc, SLS & Steve Krejcik, PBPS) • **Election Opportunities** (Moderators: Sean Gebbie, Midwest Direct & Brian Bowers, Fluence Automation) • **NAPM** (Moderators: Kathleen Siviter & Bob Galaher, NAPM) • **Parcels** (Moderator: Clark Cassell, EII) • **Life in Seamless & Onboarding Update** (Moderators: Jonathan Clark, JLS & Mark Kolb, United Mailing) • **Mailer Scorecard-Assessments** (Moderators: Andy Phillips, NAPM, & Pat Keenan, Capstone)
4:20 pm	**Daily Survey & Closing Remarks**

Thursday, February 25 – Sponsored by Fluence Automation	
Pre-Conf	**Virtual Showrooms OPEN** Check out NAPM Vendor Member Solutions!
11:00 am	**Transaction Printers – Expanding Your Reach (Speakers: Elizabeth Gooding, Inkjet Insight & Shayne Huston, Mail Communications Group)**
11:45 am	**Break – Virtual Showrooms OPEN**
12:15 pm	**Guest Speaker: Postmaster General Louis DeJoy**
1:00 pm	**NAPM Education Session: Navigating USPS Promotions / MSP Survival Tactics (Speakers: Jamie Freeman, TC Delivers; Steve Krejcik, PBPS)**
1:45 pm	**Conference Wrap-Up**
2:30 pm	**Conference Close**