

NAPM August Virtual Summit

Agenda

Tuesday, August 10, 2021 (11:00 am – 3:30 pm EST)

11:00 – 11:30 am EST **Welcome & Introduction** (NAPM)

11:30 – 12:30 pm EST **Printing Opportunities & Trends**

Panelists: Jamie Freeman, Vice President, TC Delivers
Shayne Huston, CEO/President, Mail Communications Group (Facilitator)
Bret Riecke, Sr., Director, Business Development, Konica Minolta
Steven Coburn, Dir., Production Print Product Mgmt., BlueCrest
Vahaaj Khan, HP

Join facilitators Jamie Freeman, TC Delivers, and Shayne Huston, Mail Communications Group, along with printing experts from BlueCrest, HP, and Konica Minolta, as they discuss print industry trends and opportunities for NAPM members.

12:30 – 1:00 pm EST **BREAK** (Take this opportunity to check out NAPM event sponsors in the “Exhibit Hall” area!)

1:00 – 1:45 pm EST **USPS Office of Inspector General Intro & Update**

Speakers: Jennifer Bradley, Sr. Economist, USPS OIG
Karen McCormick, Gov’t Relations Manager, USPS OIG

Join this session to learn about the role of the USPS Office of Inspector General in the postal community, including an overview of the agency and its different components, and how the mailing industry can add value to audits and research projects.

1:45 – 2:45 pm EST **USPS Connect Local and USPS Sales Update**

Speakers: Shavon Keys, USPS Vice President, Sales
Rob Ferraro, USPS Director, Specialized Sales

Join this session to hear from USPS Sales about the new USPS Connect Local offering that could present opportunities for NAPM members, as well as other USPS sales updates.

2:45 – 3:30 pm EST **Pricing Update and Discussion**

Speaker: Larry Buc, SLS Consulting

Join Larry Buc, SLS Consulting, for an update and discussion on USPS pricing.

Thursday, August 12, 2021 (11:00 am – 3:00 pm EST)

11:00 – 12:00 pm EST **USPS Network & Processing Update**

Speaker: Mike Barber, USPS Vice President, Processing & Maintenance Operations

Join this session where Mike Barber, USPS Vice President, Processing & Maintenance Operations, will provide an update on the USPS' network and processing plans for the future as well as peak season preparation and more!

12:00 – 12:45 pm EST **Parcel Opportunities for NAPM Members**

Panelists: Clark Cassell, Business Development Mgr., Engineering Innovation Inc. (EII)
Jason Hermansen, SkyMail International
Dillon Palczewski, Founder/Managing Partner, My Shipping Post

In addition to the potential opportunities stemming from the new USPS Connect Local offering, this session will provide information on other potential parcels opportunities for NAPM members.

12:45 – 1:00 pm EST **BREAK (Take this opportunity to check out NAPM event sponsors in the "Exhibit Hall" area!)**

1:00 – 2:00 pm EST **USPS Product Solutions & Business Mail Acceptance Update**

Speakers: Tom Foti, USPS Vice President, Product Solutions
Randy Workman, USPS Sr. Director, Product & Acceptance Support

Join this session for an update on mail acceptance, verification and more! Bring your questions on Seamless Acceptance and mail entry/verification – this is the place to get them answered!

2:00 – 3:00 pm EST **The Mailing World is Changing...but the Sky is NOT Falling**

Presenters: Bob Galaher, NAPM Exec. Dir. and Kathleen Siviter, NAPM Asst. Exec. Dir.

Join NAPM's executive leadership for this update on changes happening in our industry that will impact your business.

