

Innovations in Application Modernization: *Selection, Cloud & Addressing Legacy Systems*

November 16, 2017 • Galvanize • Austin

Event Schedule

5:45 pm: Registration

6:15 pm Panel Discussion Begins; Issues Addressed Include:

- Defining application modernization in today's business landscape
- Integrating legacy systems
- Cloud applications
- Managing change across an organization and addressing anti-patterns and risk
- What are the factors for success?

7:15 pm: Networking Reception

Panelists:

- David Blankman, Chief Compliance Officer, **NewChip Inc.**
- John Bernard, EVP, **Infodat**
- Evandro dos Reis, Jr., Manager, **Ziglion Innovation**; Consultant, **GLG**
- Tim Lebel, VP of Product, **Skytap**
- Yassin Sibai, EVP Business Operations, **Afia Foods**

Facilitator:

Stacey Mankoff, *Managing Principal, The Mankoff Company & Founder, After the Bell Events*

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John Bernard is a consummate go-to-market strategist with a track record of accelerating revenue growth for several companies and divisions of large enterprises like companies such as IBM Global Services and Digital Equipment. With a consistent track record of increasing market share, he was tapped to turn around companies, divisions and projects, adding customers by finding solutions to complex issues. As Managing Director of The Blowfish Group, John is committed to helping clients to accelerate revenue growth. Their proven methodology is designed to establish value propositions, develop competitive differentiation, craft marketing strategies, and guide sales to build pipelines and close deals.



Tim Lebel brings more than two decades of experience in leading enterprise and consumer software teams to Skytap, where he oversees product strategy for the company's global public cloud service. Prior to Skytap, Tim was most recently in product management for HPE's Cloud Business Unit, where he developed and managed HP Cloud's Customer and Early Adopter Programs, successfully bringing more than 20 top accounts into the program. Tim has previously held software development and product leadership roles at Microsoft, Smith & Tinker and TEN Media, and has also founded or led a diverse range of businesses from game development to wine. He studied Computer Science at the University of Southern Maine and is on the Board of Seattle Area Youth for Christ.



David Blankman, Serial entrepreneur, founded 5 startups in diverse industries. He is an Investment Advisor to RIAs and Mutual Funds and raised over 300M in assets for unrated, illiquid securities. A passion for outdoor adventure wild places and national parks, David is a conservationist, worldly fisherman and nature photographer. He also collects fossils, rocks and knapped stone tools and is a thinker, poet, writer, caretaker working to leave a positive legacy in this complex world. David is a senior investment professional with skills and experience to help lead the growing Title II, III and Reg. A+ in the Crowd Investing industry. He started his own firm Blankman Asset Management as Investment Counsel/Portfolio Manager. He developed a trade platform for a unique small issue, illiquid, nonrated bond security. His innovation helped start a mutual fund to hold securities with these limiting characteristics. Hands on experience and understands both sides of the Crowd Investing opportunity issuers/investors. David refers to this important new capital formation as "Little Wall Street comes to Main Street". He is driven to facilitate innovation growing small business with the result of creating multitudes of successful business owners and new jobs.



Stacey Mankoff is the Managing Principal of The Mankoff Company, a full-service marketing consultancy specializing within FinTech. She is also the Founder of After the Bell Events, boutique panel discussions on financial and technology topics. Stacey started these companies in 2009 after 13+ years of sales and marketing experience for the pharmaceutical, IT, healthcare and financial services industries. Prior to her work in the conference industry from 2000-2008, she held senior sales and marketing positions at Saatchi & Saatchi; Lehman Brothers; Dun & Bradstreet and Thomson Reuters. She is an active member of Women on Wall Street, the Silver Shield Foundation, the USO and The Good Dog Foundation. She earned a BA from the State University of New York at Binghamton, an adjunct degree from the London School of Economics and a Certificate in Public Relations/Marketing from New York University.



Evandro Dos Reis is now the manager of Ziglion Innovation, an Advisory and Deployment of IT Solutions for Financial Institutions firm. Previously, Evandro was the SVP of International Desk at Jefferies, an investment bank and full brokerage services house from New York. He was the Director and Co-Head for Latin America at Newedge USA. He was also the Director of Institutional Trading Solutions at Dinosaur Securities. He has international experience in business and product development; and sales. He is active in various financial services' areas including trading, brokerage, operations, private equity, VC, hedge funds, and also with roles in different industries like tech, e-commerce, digital media and publishing, and Startups. He is knowledgeable in software development and programming, network and data base, web development, e-commerce and trading platforms. His expertise area includes development of solutions involving corporate strategy, business analysis, Software and IT deployment. Evandro also has experience in startups, new markets, crowd funding, digital and new media, mobile applications and alternative assets management.



Yassin Sibai is the Founder and Chief Executive Office of Afia Foods, a startup food manufacturing company and a retail brand. Prior to that, he was Vice President, Head of Business Development for Nexa Technologies, a technology subsidiary of Desjardins Bank, providing FinTech services to brokerage firms and top tier banks, hedge funds and investment firms. Previously, Yassin was VP, Head of Product Strategy for Penson Worldwide responsible for delivering a Penson Global Trading Platform as well as a Penson Dark Pool. He also was a founding member of Rubicon Global Value Fund and a securities analyst. He began his technology career with Revere Data, LLC a financial Research firm. With more than 20 years of experience in Information Technology, product lifecycle management, financial markets and organizational restructuring, Yassin is an accomplished forward thinking Senior Technology/Strategy Executive with strong technical background. Yassin holds a CIO Executive MBA Certification in Executive Management and Business Strategy from Boston University, School of Management and received a Bachelor of Computer Science degree from Balamand University.