

Sawyers & Jacobs LLC  
and  
The Barret School of Banking  
Present

# Bank Tech University 2012

**March 7-9, 2012**  
**Embassy Suites Hotel Memphis**



**Five Programs in Two and One-Half Days**

***New Content! New Programs!***  
***“Third Wheel Rolls Free” Discount! Earn CPE Credits!***

Attend **Bank Tech University**, a two and one-half day event with in-depth information on **Top Trends Impacting Bank Technology, Bank Operations & Technology Best Practices, Network & Internet Security, Network Management Best Practices, and IT Risk Management.**

***Each session, we will give away one of our favorite tech gadgets to one lucky participant***



**LED TV**



**ROKU 2**



**Bose  
Headphones**



**iPod Nano  
Watch**



**Nikon Coolpix**



## Program

### Day One – Wednesday, March 7<sup>th</sup>

#### Morning Session – 9 AM until Noon

##### TOP TRENDS IMPACTING BANK TECHNOLOGY

Kick off BTU with a lively discussion of current topics that are top-of-mind with bankers and the Sawyers & Jacobs team. Find out which trends will impact your bank in 2012 and learn how the mobile revolution is taking off, with or without your bank. Get the latest information on IT exam hot buttons that will shape your next exam and determine the future of banking.

- Bankers Roundtable: Peer Group Discussion of Hot Industry Topics
- Top Ten Trends Impacting Bank Technology for 2012
- Making the Bank Mobile for Customers and Employees
- Recent IT Exam Hot Buttons Coast-to-Coast

#### Afternoon Session – 1 PM until 4 PM

##### BANK OPERATIONS & TECHNOLOGY BEST PRACTICES

Peter Drucker said that, “Plans are only good intentions unless they immediately degenerate into hard work.” While technology is exciting, it is a means to an end that should support the business of banking. Turn your plans into wins each day by executing the fundamentals while embracing best practices. Learn how to run a first-class operation and handle the sometimes difficult, tactical issues that bankers face each day. Hear stories from recent system selections that will help you better choose and manage your vendor relationships.

- Five Moves to Make Your Bank Better Now
- Essential Documentation for a First-Class Operation
- System Selection Tips and Techniques
- Communicating IT Initiatives to the Board and Executive Management

Prize Giveaways at 1PM and 4PM

### Day Two – Thursday, March 8<sup>th</sup>

#### Morning Session – 9 AM until Noon

##### NETWORK & INTERNET SECURITY

Attacks are getting more sophisticated and targeted in attempt to compromise your network. Gone are the days where your biggest worry was a Nigerian phishing scam or worm that brings a single system down. Attacks today are hard to detect and the infected systems often show no signs of penetration. We will examine current trends and threats and look at how you can best protect your bank. Topics include:

- Network & Internet Security Trends
- Top Security Threats
- Anatomy of an Attack
  - Methods of Penetration
  - Detecting and Dissecting a Trojan
  - Cleaning the System and Protecting the Network

#### Afternoon Session – 1 PM until 4 PM

##### NETWORK MANAGEMENT BEST PRACTICES

Your network is getting more complex, your requirements are getting more stringent, and your budgets are shrinking. We will examine methods to tackle network management so that you can meet and exceed your uptime, backup and recovery, and efficiency requirements. Learn about:

- Backup Strategies – How to meet your Recovery Objectives
- Extending your Network to New Devices (e.g., iPads, Smartphones)
- Embrace or Expand your Virtual Environment
- Top Tools to Give you a Better View of your Network

Prize Giveaways at 1PM and 4PM



## Day Three – Friday, March 9<sup>h</sup>

9 AM until Noon

### IT RISK MANAGEMENT

Bankers are being required to accurately assess risk in specific areas and across the enterprise. As examiners' expectations rise, certain risk assessments are now required and must be well-documented. Over-comply and risk implementing costly and unnecessary processes and controls. Under-comply and risk regulatory action or avoidable losses. Strike the right balance by learning the best IT risk management practices in banking today. Topics covered include:

- Top IT Risk Management Trends
- Preparing for Expanded IT Examinations and the New Regulatory Environment
- Top Ten Risk Assessments Every Bank Must Have Now

Noon – Prize Giveaway, Closing Comments, Event Adjourns

### Audience

CIOs, CTOs, COOs, CEOs, IT and operations personnel, internal auditors, IT auditors, compliance officers, network administrators, security practitioners, examiners, and anyone else interested in bank operations, security, and technology issues.

### Program Materials

Each participant will receive booklets which will include slide handouts and other useful materials.

### Attire

Business casual. Bring a sweater or a jacket should the room be cool.

### Meals

Breakfast will be provided all three days as part of the event fees. Lunch will be provided on days one and two. Refreshment breaks are scheduled each morning and each afternoon.

### Special Needs

Please submit accommodation requests for special needs in writing with your paid registration at least two weeks prior to the event. We will contact you to discuss arrangements.

### About the Barret Graduate School of Banking



The Paul W. Barret, Jr. Graduate School of Banking is a non-profit independent school created by and governed by a Board of Regents, whose members are executives from banks and other firms involved with the financial services industry. The mission of the School is to provide an adult learning experience for the career-oriented individual in commercial banking or a related financial services industry business. Visit [www.barret.ws](http://www.barret.ws) or email us at [barret@barret.ws](mailto:barret@barret.ws) to learn more.

### About Sawyers & Jacobs LLC



Sawyers & Jacobs LLC helps banks in four major areas: Technology Planning, Risk Management, Network Solutions, and Business Continuity. Our mission is *to help our clients use technology securely, effectively, and profitably to better serve their customers, comply with laws and regulations, contain costs, and compete. We make banks better.* To learn more, email [jsawyers@sawyersjacobs.com](mailto:jsawyers@sawyersjacobs.com), call 901.487.2575, or visit [www.sawyersjacobs.com](http://www.sawyersjacobs.com)



## Evening Dining

Selected restaurants within three miles of the hotel

Amerigo's  
Belmont Grill  
Buckley's  
Carrabba's Italian Grill  
Chic-fil-A  
Chipotle Mexican Grill  
Corky's Bar-B-Q  
Erling Jensen  
Five Guys  
Fleming's Prime Steakhouse  
Folk's Folly  
Fox & Hound  
Frank Grisanti's  
Genghis Grill  
Half Shell

Houston's  
Humdinger's  
Interim  
Logan's Roadhouse  
Macaroni Grill  
Muddy's Bake Shop  
Napa Café  
Olive Garden  
Owen Brennan's  
Panera Bread  
PF Chang's China Bistro  
Ruth's Chris  
Sharky's Gulf Grill  
Swanky's Taco Shop  
Yogurt Mountain

*Hotel shuttle available for trips within three miles of the property.*

## Faculty Bios

### JIMMY SAWYERS, Member of the LLC

Jimmy Sawyers' twenty-seven plus years of experience in the information technology field includes directing the operations and technology division of a community bank where at age 21, he became one of the youngest officers in the history of his 100-year old bank. In addition to his nine years as a banker, he has been a consultant to the financial services industry for over 18 years. Jimmy is a graduate of Christian Brothers University in Memphis, Tennessee, with a B.S. in Business and a concentration in Information Technology Management and Telecommunications. Jimmy is on the faculty of the **Barret Graduate School of Banking**, the **Southeastern School of Banking**, the **Virginia Bankers School of Bank Management**, and the **Mississippi School of Banking**, where he teaches the technology courses at all four schools. Active in the industry as a speaker, author and teacher, Jimmy is a frequent contributor to **BankersOnline**, a leading Web portal for bankers, and he is the author of the book, **IT Auditing for Financial Institutions**. Nationally recognized for his entertaining presentations that engage, inform, and educate, Jimmy delivers practical advice and a fresh perspective to complex issues. Jimmy, his wife Cindy, and their three children, live in Collierville, Tennessee.

### JOSHUA JACOBS, Member of the LLC

Joshua Jacobs has 11 years of experience providing information technology services and solutions focusing on financial institutions. He is a graduate of Christian Brothers University with a Master of Business Administration (MBA), a B.S. in Business Administration with a concentration in Information Technology Management, and an Executive Certificate in Project Management. He holds numerous IT certifications including the Certified Information Systems Security Professional (CISSP), Systems Security Certified Practitioner (SSCP), Microsoft Certified Systems Engineer (MCSE), Microsoft Certified Systems Administrator (MCSA), and Microsoft Certified Professional (MCP). Joshua is the co-author of the SSCP Study Guide and DVD Training System and specializes in network design and support as well as security testing and assurance services. Joshua, his wife Mary, and their three children, live in Collierville, Tennessee.

## Continuing Professional Education (CPE) Credits



### CPE Credits

Paul W. Barret, Jr. Graduate School of Banking is registered with the National Association of State Boards of Accountancy (NASBA), as a sponsor of continuing professional education on the National Registry of CPE Sponsors. State boards of accountancy have final authority on the acceptance of individual courses for CPE credit. Complaints regarding registered sponsors may be addressed to the National Registry of CPE Sponsors, 150 Fourth Avenue North, Suite 700, Nashville, TN 37219-2417. Web site: [www.nasba.org](http://www.nasba.org).

The Barret Graduate School of Banking offering of *Bank Tech University* is a "group-live" advanced level program for bankers and other financial professionals. No advanced preparation or other prerequisites are required for enrollment. Admission guidelines are stated on the application. For more information regarding administrative policies such as complaint or refund, please contact the School office at 901-321-4000. Participants will receive 6 hours of Continuing Professional Education (CPE) credit for each full-day program, 3 hours for the Day Three/Half-Day program, or a total of 15 hours if they attend all days.



## Location

Embassy Suites Hotel Memphis  
1022 S. Shady Grove Road, Memphis, TN 38120  
Tel: 901.684.1777 Fax: 901.685.8185



EMBASSY SUITES  
HOTELS®



[Embassy Suites Hotel](#) - Memphis is conveniently located in the East Memphis suburban business district and residential community. All suites overlook a tropically landscaped atrium, the hallmark of Embassy Suites. The hotel is within walking distance to fine shops and restaurants in the Regalia Shopping Center and is only 9 miles from the Memphis International Airport. The hotel provides a complimentary airport shuttle and transportation within a 3-mile radius. Your stay at Embassy Suites Memphis includes: complimentary cooked-to-order breakfast served in our tropical atrium and complimentary Manager's Reception every evening from 5:30pm - 7:30pm. Each two-room suite has a private bedroom with either a king-size bed or two double-beds plus a living room area with a sofa sleeper; well-lit dining/work area with four chairs; wet bar, refrigerator, microwave and coffee maker; two color televisions with remote control, free HBO and cable; two telephones with speaker, dual lines, voice mail and data ports; iron and ironing board. Indoor heated pool, sun deck, whirlpool, sauna, exercise and game room. Regionally famous Frank Grisanti's Italian Restaurant is in the hotel.

## Hotel Reservations

Please make your reservations by contacting the [hotel](#) directly and specifying that you are attending the Barret School of Banking/Sawyers & Jacobs seminar(s) to receive the special group rate. The deadline for making hotel reservations is **February 14, 2012**. When the allotted room block is sold, room rates will return to standard prices on a space-available basis, even if it is before the **February 14, 2012** deadline.

Once an individual reservation has been made, any changes should be made directly with the Group Reservations Department. A credit card number or one night's advance deposit will be required to secure a room out of this block. Cancellations must be received 24 hours prior to arrival or one night room and tax will be assessed.



SAWYERS & JACOBS LLC

# Registration

Early Registration (on or before Feb 14)	First Person (from the same bank)	Second Person (from the same bank)	Third Person (from the same bank)
Day One only	\$245	\$225	Free
Day Two only	\$245	\$225	Free
Day Three only	\$145	\$125	Free
All 3 Days (the entire event)	\$595	\$495	Free
Registration (after Feb 14)	First Person (from the same bank)	Second Person (from the same bank)	Third Person (from the same bank)
Day One only	\$265	\$245	Free
Day Two only	\$265	\$245	Free
Day Three only	\$155	\$135	Free
All 3 Days (the entire event)	\$645	\$545	Free
Registration (at the door)	First Person (from the same bank)	Second Person (from the same bank)	Third Person (from the same bank)
Day One only	\$285	\$265	Free
Day Two only	\$285	\$265	Free
Day Three only	\$175	\$155	Free
All 3 Days (the entire event)	\$695	\$595	Free

*Fees include event materials, breakfast each day, refreshment breaks, and lunch on days one and two. Fees do not include hotel or transportation.*

<h3 style="color: blue;">5 Easy Ways to Register</h3> <p><b>ONLINE</b>     Click <a href="#">here</a> for <a href="#">Registration Page</a> or visit <a href="http://www.sawyersjacobs.com">www.sawyersjacobs.com</a></p> <p><b>EMAIL</b>        <a href="mailto:mevans@sawyersjacobs.com">mevans@sawyersjacobs.com</a></p> <p><b>FAX</b>            866.488.4933</p> <p><b>PHONE</b>        901.488.3381</p> <p><b>MAIL</b>          <b>Sawyers &amp; Jacobs LLC</b> Attn: Matt Evans 1085 Halle Park Circle; Suite 101 Collierville, TN 38017</p>	<h3 style="color: blue;">Choose Your Program(s)</h3> <p>Please check one:</p> <p><input type="checkbox"/> Day One only, March 7<sup>th</sup> – <i>Top Trends Impacting Bank Technology - AM</i> <i>Bank Operations &amp; Technology</i> <i>Best Practices - PM</i></p> <p><input type="checkbox"/> Day Two only, March 8<sup>th</sup> <i>Network &amp; Internet Security - AM</i> <i>Network Management</i> <i>Best Practices - PM</i></p> <p><input type="checkbox"/> Day Three only, March 9<sup>th</sup> - AM <i>IT Risk Management</i></p> <p><input type="checkbox"/> All 3 days (the entire event)</p>
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Name \_\_\_\_\_ Title \_\_\_\_\_

Email \_\_\_\_\_

Bank/Company \_\_\_\_\_

Street Address \_\_\_\_\_

City/State/Zip \_\_\_\_\_

Phone/Fax \_\_\_\_\_

Check Enclosed: Make checks payable to **Sawyers & Jacobs LLC**.

**Early registration for the hotel ends February 14, 2012, so make plans to register soon.**

Questions? Contact Chris Kelley (ckelley@barret.ws) at the Barret School of Banking at 901.321.4000 or Matt Evans ([mevans@sawyersjacobs.com](mailto:mevans@sawyersjacobs.com)) at Sawyers & Jacobs LLC at 901.488.3381.

