

# Run it by the Buyers Recap March 2023

We recently completed our 11th Run It By The Buyers (RIBTB) event on the afternoon of March 2nd at UPS World Headquarters in Sandy Springs. This was our best-attended event to date with more than 150 attendees, including five sellers and fourteen buyers. The program was followed by a lively reception at La Parrilla Mexican Restaurant, sponsored by Briteris.

#### **MARCH 2023 PARTICIPANTS**

#### **Sellers**

- Armir Harris, CEO, CharterUP
- Kristina Jensen, Customer Success Executive, DialMyApp
- Moran Mizrahi, Chief Operating Officer, Rebillia Platform
- Noelle London, CEO + Founder, Illoominus
- Tom Meredith, Founder & CEO, ONLY Wallet

#### Past Seller Updaters

- Joshua Tatum, Co-Founder & CPO, Carputty
- Steve Ely, CEO, eCredable
- Jeannie Tarkenton, Co-Founder & CEO, Funding U

## **Buyers**

- Marc Balizer, Managing Director, **BlackRock**
- Anup Thomas, VP & CTO, Card Payments, CapitalOne
- Heather Orrico, Vice President, Enterprise Sales and Sales Engineering, Comcast
  Business
- Mike Thibodeaux, Vice President of Market Development Big South Region, Comcast
  Business
- Jared Schreiber, Strategy and M&A, Discover Financial Services
- Kevin Lewis, Executive Director, Client Innovation, Deluxe
- Srinivas Nagarajan, VP Product Management, General Manager Enterprise SaaS Platform, **Deluxe**
- Joey Kendrick, SVP, Corporate Development, FLEETCOR
- Michael Parlotto, VP, Emerging Technologies, InComm Payments
- Nick Joyner, Senior VP, Investment Senior Associate, Truist Ventures
- Mike Lazorchak, Strategy, UPS Capital
- Patrick Williams, Head of Global & NA Fintech Partnerships, Visa
- John Huber, National Advisory Lead, Technology Banking Group, Wells Fargo









#### SOCIAL MEDIA FEEDBACK

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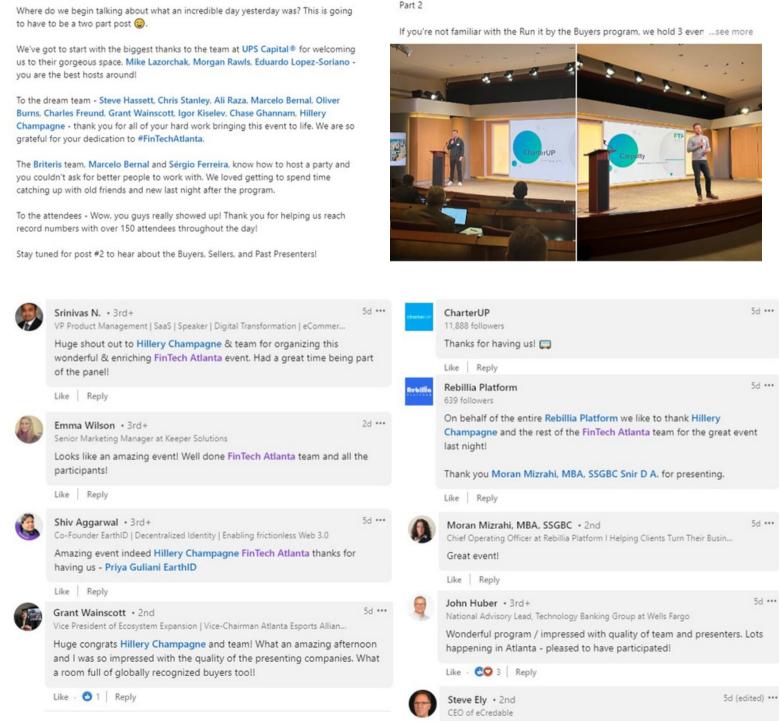
The event had positive feedback on social media posts. See what people were saying below:

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FinTech Atlanta

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The audience has grown 15X since I presented almost 4 years ago. Nice work FinTech Atlanta! #fintechatlanta

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## **THE PROGRAM**

Run it by the Buyers events convene large Georgia-based corporations and early/growthstage FinTech companies to focus on key industry issues, opportunities, and challenges.

The goal of these events is to foster commercial collaboration between large corporations ("Buyers") and promising young fintech companies building innovative new products, solutions, and services ("Sellers").

We aim to sustain the "Entrepreneurial Virtuous Cycle" with a focus on helping innovators establish Product-Market fit more efficiently and effectively with the help of larger corporations in their role as eventual customers and partners.



## **GET INVOLVED**

We're looking for venues, reception sponsors, and nominations for "Buyer" and "Seller" companies for our 2023 events. Contact hchampagne@fintechatlanta.org.

### **THE ORGANIZERS**

RIBTB Events are put together by FinTech Atlanta's Run it by the Buyers Team including: , and Steve Hassett, Ali Raza - Protiviti, Chris Stanley - SouthState Bank, and Marcelo Bernal -Briteris.

FINTECH ATLANTA is a coalition of companies working to advance Atlanta as the recognized global capital of financial technology. Led by seasoned industry executives, the group's priorities are to drive fintech industry growth, talent expansion, innovation acceleration, and public policy influence in Atlanta and across the state of Georgia.

More than \$1.5 billion has been raised by the 60 past presenting companies following their initial RIBTB presentations.

www.fintechatlanta.org | www.linkedin.com/company/fintech-atlanta/