

CFOs & COOs Spring Roundup 2022

March 24

Westin Times Square, New York

CFOs & COOs Spring Roundup 2022 Agenda

March 24, 2022

8:15 Registration & breakfast

8:55 Opening remarks

9:00 Striking a balance between strategic firm development and managing operations

- Ensuring firm strategy corresponds with evolving PE trends
- How the CFO and COO roles continue to impact front office functions
- Recognizing when to delegate tasks to focus on emerging firm initiatives
- Tax alert: what is expected in 2022 and how are CFOs involved in the process?
- Examining what tools CFOs are utilizing to assist with task management
- Best practices for optimal engagement with portfolio companies

Moderator: Graham Bippart, Editor, Private Funds CFO, **Private Equity International**

Terry Elizabeth Cheyney, Chief Financial Officer, **Tribeca Venture Partners**

Lynn Atkinson, Chief Operating Officer, **Mainsail Partners**

Kristy Trieste, Founding Partner, Chief Financial Officer & Chief Compliance Officer, **Motive Partners**

Roundtable rotation and networking schedule

9:45-10:15 Rotation 1	10:15-10:45 Rotation 2	10:45-11:15 Rotation 3	11:15-11:45 Networking break	11:45-12:15 Rotation 4	12:15-12:45 Rotation 5	12:45-1:15 Rotation 6
1:15-2:15 Networking lunch break	2:15-2:45 Rotation 7	2:45-3:15 Rotation 8	3:15-3:45 Rotation 9	3:45-4:00 Networking break	4:00-4:30 Rotation 10	

Roundtable discussions 1-5

ROUNDTABLE 1

Identifying opportunities to bolster operational efficiencies within the firm

- Implementing technology to create efficiencies and advance firm initiatives
- Reevaluating in-office, remote and hybrid work arrangement requirements and policies
- Providing professional development training for senior and junior level employees
- Spearheading internal communication efforts among teams

Facilitator:

Dan Rochkind, CFO, **Lerer Hippeau**

ROUNDTABLE 2

Has fundraising forever been changed?

- How are firms exploring various fundraising vehicles and opportunities (i.e., alternative asset classes, emerging markets, distribution calls)?
- Executing due diligence throughout the fundraising process
- Maximizing the relationship between the deal and finance teams
- Establishing communication methods and frequency that fulfills LP/GP needs

Facilitator:

Drake Paulson, Senior Director, **Nasdaq Private Funds**

ROUNDTABLE 3

Risk mitigation strategies to protect the firm

- Understanding potential risks impacting PE
- Maintaining consistency in firmwide due diligence efforts
- Assessing fees and expenses to provide investors with accurate information
- Decreasing operational, data, valuation, performance and tax risks
- When to enlist assistance from third-party risk advisors

Facilitator:

Brian Chibwe, Chief Financial Officer, **Clarion Capital Partners**

ROUNDTABLE 4

Developing a sustainable ESG program to meet investor and firm objectives

- Are firms equipped to oversee increasing ESG efforts?
- Standardizing metrics to highlight portfolio company ESG efforts
- Meeting LP ESG expectations
- Establishing non-bias in the development of DEI initiatives at firms and portfolio companies
- Looking ahead: the implications and effects of the SEC's approach to standardize ESG
- How are firms evaluating their carbon emissions initiatives, protocols and policies?

Facilitator:

Chris McClure, ESG Practice Leader, **Crowe LLP**

ROUNDTABLE 5

Sourcing and developing a talented team in a competitive landscape

- Developing a hiring strategy for back and middle office talent
- Fighting against the great resignation: how are firms managing satisfaction amongst current employees?
- Beyond the basics: what skills are valued and necessary to develop a sustainable team?
- Reviewing salaries and compensation plans to match an evolving market
- Fostering a collaborative work/team culture to drive success
- Expanding resources to aid in candidate sourcing and recruitment
- Accessing and attracting diverse talent in PE

Facilitator:

Darlene Karis, Director of Human Resources, **TA Associates**



Learn more at:

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Roundtable discussions 6-10

ROUNDTABLE 6

Promoting productive and collaborative relationships with outsourced partners

- Determining when to outsource functions
- Forming realistic expectations and strategic plans with your service providers
- Navigating third-party service provider turnover and its effect on deliverables
- Establishing a process to receive real-time access to service provider data
- What should firms be asking service providers during the due diligence process?

Facilitator:

Jennifer Randle, Executive Vice President - Finance and Operations,

TCG

ROUNDTABLE 7

Extracting and maintaining the truth in data to drive decision making

- Practices for consolidating and organizing data
- Ongoing efforts for translating quantitative data to qualitative data
- Determining who should be granted access to raw data?
- Are firms expanding their staff to help manage and analyze data?
- Migrating data over to advanced platforms to assist with complex calculations
- Increasing automation to aid in the data collection process
- Uncovering findings in historical and present data to drive strategic decisions

Facilitator:

Ross Anderson, Vice President, Private Markets Solutions and Business Development, **State Street**

ROUNDTABLE 8

Navigating the investor reporting process to meet increasing demands

- Approaches to fulfilling individual LP reporting and data requests
- How are firms outlining the costs covered by management fees vs. additional administrative expenses?
- SEC predictions: what's on the horizon from the SEC for new reporting standards?
- Generating comprehensible investor reports
- Addressing privacy concerns related to granting multiple parties access to reports
- Methods for gathering portfolio company performance data
- Tools for generating reports in a timely manner

Facilitator:

John Stephens, Partner & Chief Financial Officer, **US, Pomona Capital**

ROUNDTABLE 9

Enhancing firm cybersecurity protocols to tackle emerging attacks

- Staying abreast of malware and ransomware attack methods putting firms at risk
- Protecting the firm with a cyber insurance policy
- Reviewing methods to securely store sensitive information
- Assessing cyber threats when collaborating with external parties or vendors
- How often should penetration tests be conducted to protect firms against relevant threats?

ROUNDTABLE 10

Updating compliance programs in response to regulatory developments

- Effective strategies for enhancing your firm's compliance program
- Can PE prepare for new SEC guidelines by observing other financial industries (i.e., public markets, banking)?
- Providing staff training to increase compliance risk awareness
- Making an investment in compliance tools for the firm
- Managing the changes set forth by consumer data privacy laws

Facilitator:

Darlene Karis, Director of Human Resources, **TA Associates**



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4:30 Keynote interview:

Matthew Harris, Assistant Director, Co-Head Private Funds Unit, **U.S. Securities and Exchange Commission**

Interviewer:

Rich Melville, Editorial Director, **US, PEI Media**

5:00 Cocktail reception and end of roundup



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