

Charlie Kelly

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Charlie Kelly is a Partner at Remedy Consulting. Remedy Consulting advises community financial institutions (FIs) on Technology Contract Negotiation, Technology System Assessments & Project Management Services, Technology Contract Terms & Conditions Improvements, and Technology Strategy. Charlie hosts a thought leadership podcast for bank and credit union executives called BankTalk which is the most downloaded podcast in the Community FI space.

Prior to Remedy, he served as the Vice President of Product Pricing and Contracts at Fiserv, where he was responsible for negotiating client contracts setting product and pricing strategies. Charlie also has over 15 years of experience managing operational teams in the banking and mortgage industries with a focus on technology project management including the re-write of a major core software platform.

Charlie has a bachelor's degree in Marketing from the University of Wisconsin, and an MBA from Marquette University. He serves as a regular speaker at bank and credit union industry events and has been published in multiple trade publications.



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TOPICS:

- ▶ Understanding and Increasing Debit Interchange Revenue
- ▶ Digital Trends for Millennials and Gen Z
- ▶ Do-it-Yourself Core Systems Selections
- ▶ Things to Know Before Your Next Core Negotiation
- ▶ Is your Technology Plan in Sync with your Strategic Plan?
- ▶ Making the Decision to Migrate from an In-House to an Outsourced Platform
- ▶ A non-biased Technology Assessment: What is it good for?
- ▶ Getting to the Next Level with Technology: What do you need to have to grow revenue?
- ▶ What you should know about Payments
- ▶ Demystifying Fintechs and Banking as a Service (BaaS)
- ▶ A Revenue Strategy for your Digital Tools
- ▶ Lessons Learned during a Systems Selection
- ▶ Digital Transformation - Where to Spend Your Time and Money?
- ▶ Five Ways to Work Better with your Core Vendor
- ▶ Does Your Digital Strategy Need a Tune-up?
- ▶ Are 36% of Banks on the Wrong Core System?
- ▶ 5 Things I Learned about Negotiating with a Core Vendor after Working for a Core Vendor

RECENT SPEAKING ENGAGEMENTS



BankTalk
PODCAST.COM



Charlie is host to the Most Downloaded Podcast in Community FI space featuring chats with industry thought leaders.