

# GLOBAL

# Merchant

# Payment Ecosystem



PHD CHAMBER  
OF COMMERCE AND INDUSTRY

 Mon 27th, September 2021 | 3pm-5pm (IST)

Virtual Edition



ECONOMY  
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**PHD CHAMBER**  
**OF COMMERCE AND INDUSTRY**

## **ABOUT THE PHD CHAMBER OF COMMERCE AND INDUSTRY**

PHD Chamber of Commerce and Industry (PHDCCI) has been working as a catalyst for the promotion of Indian industry, trade and entrepreneurship for the past 115 years. It is a forward looking, proactive and dynamic pan-India apex organization. As a partner in progress with industry and government, PHD Chamber with a special focus on MSMEs works at the grass roots level, with strong national and international linkages for propelling progress, harmony and integrated development of the Indian economy.

“PHD Chamber of Commerce and Industry (PHDCCI) is one of the Premier Chambers in India to have been accredited with “Diamond Grade” by NABET(QCI), at national and international level.

PHDCCI is a National Apex Chamber having its international office at Bahrain for 6 GCC countries, with 1,30,000 companies as its members base, as total focus on the development of small and medium businesses. PHDCCI has co-opted National and International Industry Associations and Organisations through over 100 MoUs signed between the parties.”

## ABOUT THE SHOW

Merchant services is a broad category of financial services intended for use by Businesses. In its most specific use, it usually refers to merchant processing services that enables a business to accept a transaction payment through a secure (encrypted) channel using the customer's credit card or debit card or NFC/RFID enabled device.

Keeping in mind the essence of merchant payments in the present scenario the Global Merchant Payments Ecosystem (GMPE) is launched as an industry initiative to create awareness and bridge the gap between the service providers and end consumers. This conference will be a great platform for the Merchant Payments service providers to interact with the end consumers and showcase their latest technology.

On the other hand GMPE will act as a great platform for the delegates to get insights to their queries with regards to adapting a Merchant Payment platform in their business systems.

## CONFERENCE AGENDA

Time	Topic	Name Of Speaker	Designation
03:00pm-03:10pm	Host	Naveen Seth	Assistant Secretary General
03:10pm-03:20pm	Presidential Address	Leadership	
03:20pm-04:10pm	Panel Discussion on <i>"Pandemic impacts and opportunity for the merchant payment ecosystem"</i>	Sunil Seth	Director - Business Consulting (Moderator)
		Sushil S Jadhav	Director-Acceptance Development, South Asia
		Mandeep Gupta	Country Sales Head - Payments
		Madhur Arora	Mobile Apps Solutions Lead - Americas
		Rohit Katyal	Director, Head of BFSI Sales
		Shashi Parvat	Digital Financial Services & Financial Inclusion Expert
04:10pm-04:20pm	Q&A		
04:20pm-04:30pm	Closing Remarks	Naveen Seth	Assistant Secretary General



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## SPEAKERS



**Mr. Sushil S Jadhav**  
Director - Business Development  
Master Card



**Mr. Sunil Seth**  
Director - Business Consulting  
KPMG



**Mr. Mandeep Gupta**  
Country Sales Head - Payments  
FEIG Electronic GmbH



**Mr. Madhur Arora**  
Mobile Apps  
Solutions Lead - Americas  
Google India



**Mr. Shashi Parvat**  
Digital Financial Services &  
Financial Inclusion Expert  
Consultant



**Mr. Rohit Katyal**  
Director, Head of BFSI Sales  
Razorpay



KPMG



**Mr. Sunil Seth**  
**Director – Business Consulting**

As a seasoned business leader, I help companies re-imagine future business context, develop growth strategy and extract maximum value from digital investments. This leads to resilient revenue streams that benefit all stakeholders.



**Mr. Sushil S Jadhav**  
Director-Acceptance Development,  
South Asia

"Sushil has 15 years of experience in cards, retail banking, product development, marketing, sales and credit across products and services in India and the South Asian countries.

He has been with Mastercard since 2017, managing acceptance development initiatives and has extensive experience across acceptance products and solution including transit payments and emerging payment technologies such as QR and NFC-based payments

He been instrumental in launching many global first acceptance products most recent been the comprehensive Soft Pos

Prior to Mastercard Sushil has worked in several financial institutions and payment technology companies including HDFC Bank ,ICICI Bank, Kotak Mahindra Bank and European Payment giant Worldline "





**FEIG ELECTRONIC GMBH**

**FEIG**

**Mr. Mandeep Gupta**  
Country Sales Head - Payments

Experienced within the digital payment and e-governance sphere, Mandeep has a strong history of working internationally and a wealth of government and payment experience, having previously worked for and with an interesting array of players in the Digital payment, IT Infrastructure and Citizen Services Projects. With over 20 + years of experience in payments and government projects, Mandeep has gained broad experience across all Payment topics such as e.g. POS Solutions, Acquiring, Digital Wallet, Financial Inclusion, Payment Echo-system, IT Infrastructure and Citizen Services Projects. Mandeep's Government and Payment business career began with Glodyne Technoserve, where he initiated large government Subsidy distribution System such as MGNREGA, PDS and one of the first Financial Inclusion Projects in India. Later moving to Spanco Limited's e-Governance Vertical, where he headed Mobile and Digital Banking vertical, Citizen centric Services and modernization of Govt. IT infra projects, later moving on with Hero Group -Payment Products. He has been consulting and working with conglomerate from Payment Echo-System including Payment Regulators, Banks, Acquirer/ Switch, System Integrators, Mobile / Digital Wallets, Payment gateways, and others. Mandeep has hands-on experience in building business around products such as IMPS, AEPS, POS, UPI, BBPS, NCMC, Merchant acquisitions, Mobile application for B2B and B2C models. Mandeep has pioneered and has contributed to many large government and digital payment platform in India and International markets.

GOOGLE INDIA



**Mr. Madhur Arora**

Mobile Apps Solutions Lead - Americas

Madhur Arora is an alumnus of IIT Delhi, and a successful Digital Business professional. Madhur currently supports multi-billion\$ Mobile Apps business for Google America, and helps grow some of the largest App-first companies of the world.

Madhur has strong B2C and B2B Industry experience of both FinTech, Retail, Consumer IT Products, Travel, Fashion, FMCG, Telecom and Healthcare industries. He is a successful corporate entrepreneur and has incubated and grown companies, from scratch to national scale.



RAZORPAY



**Mr. Rohit Katyal**  
Director, Head of BFSI Sales

Rohit Katyal is a IIFT Delhi postgraduate and Fintech professional with 20 years of Banking and Fintech industry experience. He has successfully transitioned as a business leader from traditional financial services to Fintech ecosystem with expertise in Digital lending and Digital Payments , worked with fast-growing Unicorn Startups like Paytm, Airtel Payments Bank, launched Droom Credit in past, shaped their growth as early team member in business roles.

Presently, working as Director, Head of BFSI at Razorpay. He is responsible of building Razorpay market share with Broking, Financial Services, Investments, MF and Wealth tech industry segments.



**Mr. Shashi Parvat**

Digital Financial Services & Financial Inclusion  
Expert

Shashi is an “International Payments & Financial Inclusion Expert” who has innovation in his core.

With over 15 years of international expertise in payments, financial inclusion, insurance & micro-pensions spread across esteemed organizations like The World Bank, MINECOFIN (Government of Rwanda), Mobile Telecommunication Of Iran, National Bank for Agriculture & Rural Development (NABARD, India), Bank of India, State Bank Of India, National Skill Development Council (NSDC, India). Shashi was also associated with American Express, Max Life & Prudential Plc during his initial years in the career.

For the last 10 years, Shashi has been working with startups providing innovations in the payments space & has been instrumental in setting up national level payment platforms & cashless prepaid programs.

Shashi has a rich grassroots level experience in working with various intermediaries, associations, NGOs & payment aggregators in setting up distribution strategy across India, Middle East & the East Africa region.





**PHD CHAMBER  
OF COMMERCE AND INDUSTRY**

## ABOUT THE ORGANISER

PHD Chamber of Commerce and Industry, established in 1905, is a proactive National Apex Chamber working at the grass-root level and with strong national and international linkages. The Chamber acts as a catalyst in the promotion of industry, trade and entrepreneurship. PHD Chamber, through its research-based policy advocacy role, positively impacts the economic growth and development of the nation. PHD Chamber is more than an organisation of the business community, as it lives by the chosen motto In Community's Life & Part of It and contributes significantly to socio-economic development and capacity building in several fields.

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Email: [mayank.chhatwal@phdcci.in](mailto:mayank.chhatwal@phdcci.in)

**Tanisha Panwar** @ +91 999963-0803  
E-mail: [tanisha.panwar@phdcci.in](mailto:tanisha.panwar@phdcci.in)

**PHD Chamber of Commerce and Industry**

PHD House, 4/2 Siri Institutional Area, August Kranti Marg, New Delhi 110016

Tel: 91-11-26855450-04, 49545454 Fax: 91-11-26855450, 49545451