



***FORWARD
IN FOCUS***

The Paradigm Shift

You Were Never Supposed to Be a Bank. Now You Don't Have to Be.

How New Technology and Partnerships Are Rewriting the Economics of Food Distribution Forever



TODAY'S CONVERSATION

Four Voices, One Question



MODERATOR

Mac Sullivan

Industry Veteran/Consultant
Former IFDA Board Chairman



CARD NETWORK

Mark Aquilina

SVP, B2B Solutions
Mastercard



DISTRIBUTOR

John Miller

CEO
Legacy Food Group



FINTECH INNOVATOR

Ahmed Nawash

Founder & CEO
Freely Payments

ACT I



The Problem We All Know

You front the risk.

You carry the working capital gap.



ACT II



Inside the Machine

A Conversation with Mark Aquilina
SVP, B2B Solutions, Mastercard

“Where do all these fees come from?”



The Shift

Special Rates for an Overlooked Industry

20–35%

typical reduction in processing costs

The Real Transformation

The Closed-Loop Card

Now the *bank* actually
gets to be the bank.

The Road Ahead

Lightning Round — Where This Goes in the Next 3 to 5 Years?



Mark Aquilina — *Mastercard*



John Miller — *Legacy Food Group*



Ahmed Nawash — *Freely Payments*

OPEN FLOOR

Your Questions

Audience Q&A



You don't have to be
the bank anymore.

