



BY THE NUMBERS

\$52M → \$500M

WorkWave revenue in 5 years as CEO

\$5B+

Payment facilitator built from zero

\$2B+

Company value at exit era

4 books

Wiley · Palgrave · Pelican

35+ years

Building software businesses

STAGES & PRESS

CFO Conference · BPM Summit

Field Service East & West

Beyond Service (host keynote)

HuffPost · Business Finance

US Business Review · Authority Mag.

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KEYNOTE SPEAKER · SOFTWARE CEO · OPERATING PARTNER · AUTHOR

David F. Giannetto

David Giannetto speaks from experience, not theory — he has run the companies, built the products, and moved the money he talks about. Over 35 years he has built and transformed SaaS, fintech, and technology-enabled services businesses: growing WorkWave from \$52 million to nearly \$500 million as CEO, launching field service's first payment facilitator, and leading Netchex before becoming a board member and operating advisor to private equity-backed software companies for Five Arrows (Rothschild & Co), Teleo Capital, and Roswell Growth Capital.

KEYNOTE TOPICS

01 The Idle Billions: Loyalty, Float & Fintech Strategy

Based on the new book — how Starbucks, Uber, and PayPal turn money that pauses in their ecosystems into durable advantage, and how any business can do the same, ethically.

02 Embedded Payments & the Monetization of Software

How SaaS platforms became financial companies — from the CEO who built one of the largest ISV payment facilitators in the US.

03 Scaling SaaS: \$52 Million to \$500 Million

The value-creation playbook behind WorkWave — organic growth, strategic acquisition, and operational efficiency inside PE-backed software.

04 Leading for Organizational Performance

From the Performance Power Grid to the AI era — aligning people, process, and technology to drive growth, retention, and profitability.

NEW BOOK · FEBRUARY 2, 2027 · JOHN WILEY & SONS

The Idle Billions

The Business Leader's Guide to Loyalty, Float, and Fintech Strategies that Put Money to Work

with Todd M. Ablowitz · TheIdleBillions.com