

2022 PARTNER SUMMIT

AGENDA

September 21 st		
Time	Topic	Presenter
8:00 AM – 5:30 PM	Arrival to DFW and check-in at hotel	W Dallas Victory Hotel 2440 Victory Park Ln, Dallas, TX 75219
4:00 PM – 5:30 PM	Registration	W Hotel – First floor
4:30 PM – 5:45 PM	Welcome Happy Hour	Join us at the bar on the first floor for a pre-game happy hour
5:45 PM – 6:00 PM	Departure to the Globe Life Field Stadium	Meeting point: Reception W Dallas Victory Hotel at 5:45 PM
7:00 PM – 10:00 PM	Baseball game Rangers vs Angels	Globe Life Field 734 Stadium Dr, Arlington, TX 76011
September 22 nd		
The Great Room I – Second floor W Hotel		
Time	Topic	Presenter
8:30 AM – 9:30 AM	BREAKFAST	
9:30 AM - 10:00 AM	Welcome & State of the Channel	Bryan Keepers <i>Director of Channel Sales, Americas</i>
10:00 AM – 10:20 AM	Opengear now and beyond	Gary Marks <i>President of Opengear</i>
10:20 AM – 11:05 AM	“Not Your grandfather’s tech industry” Keynote -Market & Channel Trends	Alex Smith <i>VP of Canalsys</i>
11:05 AM – 11:20 AM	BREAK	
11:20 AM – 11:45 AM	Insights and Vision of Opengear’s new VP of Sales, Americas	Tracy Collins <i>VP of Sales, Americas</i>
11:45 PM – 1:00 PM	LUNCH	
1:00 PM – 1:35 PM	Marketing Analysis & Channel Marketing	Brian Cobb <i>Director of Marketing</i> Miranda Ragland <i>Channel Marketing Manager</i>
1:35 PM – 2:15 PM	“From <i>Smart</i> Out-of-Band to NetOps and the Network Resilience Platform” <i>Opengear newest products and road map</i>	Daniel Cecalacean <i>Sr Product Manager</i>
Time	Topic	Presenter
2:15 PM – 2:30 PM	BREAK	

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2:30 PM – 3:10 PM	Panel Discussion	<p>Bryan Keepers <i>Director of Channel Sales, Americas,</i></p> <p>Daniel Cecalacean <i>Sr Product Management</i></p> <p>Jeff Blyther <i>Channel Sales Engineer</i></p> <p>Brian Cobb <i>Director of Marketing</i></p> <p>Tracy Collins <i>VP of Sales, Americas</i></p> <p>Kelechi Onyebuchi <i>Sr Manager Business Development</i> <i>TD SYNEX</i></p> <p>Jim Nixon <i>Sr Manager of Vendor Business</i> <i>Ingram Micro</i></p>
3:10 PM – 3:50 PM	Voice of the Partner - Open discussion	<p>Share your thoughts with us on:</p> <ul style="list-style-type: none"> - Opengear Deal Registration Program - Training, enablement, and certification programs - Ways of becoming more valuable to your organization - Any other topics important for you
3:50 PM – 4:05PM	Awards & final remarks	<p>Bryan Keepers <i>Director of Channel Sales, Americas</i></p>
4:05 PM – 5:30 PM	FREE TIME	
5:30 PM – 5:45 PM	Departure to dinner	Meeting point: Reception W Dallas Victory Hotel at 5:30 PM
5:45 PM – 8:00 PM	Dinner or Entertainment activity	The Mexican 1401 Turtle Creek Blvd, Dallas, TX 75207
September 23rd		
7:00 AM – 9:00 AM	BREAKFAST	Grab a bite before your departure. We will have breakfast available for you in one of the conference rooms on the first floor
9:00 AM – 12:00 PM	Check out and departures to the airport	