



Silicon Valley Technology Showcase

Track 1 - Schedule

<u>Time</u>	<u>Activity</u>
8:00am - 8:30am	Event Check-In Registration & Continental Breakfast
8:30am - 8:45am	Begin Showcase Event Welcome / Showcase Format & Intent <i>Lisa Campbell (CEO/ Co-Founder Choice Communications Corporation)</i>
8:45am - 9:15am	Hypercore THE BENEFITS OF WORKING WITH HYPERCORE NETWORKS: <ul style="list-style-type: none">• We combine the nationwide flexible, scalable, cost-effective solution you need, with the one-stop ordering, support, and billing you want.• Fixed Wireless – We aggregate 650 fixed wireless providers nationwide under a single agreement• Not a capped-usage model (like LTE/4G or Satellite)• Business Class SLA-backed Metrics <i>Terry Patrick (VP of Sales – East Region)</i>
9:15am - 9:45am	GTT SD-WAN from the big picture, emphasizing the truly unique and revolutionary aspects of this important technology <i>Richard Vidil (VP Sales Engineering)</i>
9:45am – 10:15am	Choice Communications Corporation Why you should utilize the Channel as your strategic partner to design, price, and project manage your most complicated projects <i>Lisa Campbell (CEO/ Co-Founder)</i>
10:15am – 10:30am	Morning Break Raffle Prize Drawing
10:30am - 11:00am	TPX The pillars of security and network services to protect companies and their businesses. <i>Erik Nordquist – (Senior Product Manager)</i>



11:00am - 11:30am

Open Systems

- Tight integration of comprehensive WAN and network security functions to reduce the complexity and latency associated with service chains
- A ubiquitous, well-peered cloud service (and “thin branch” devices) to reduce end-to-end network latency
- Real-time context-based policy capabilities to improve policy accuracy and efficacy
- Delivery of SASE as a service to reduce operational overhead

David Nuti (Evangelist, Advisor, Sales Leader, Partnership Orchestrator)

11:30am - 12:00am

Vonage

Speaker, Aqeel Shahid will discuss the following: According to Gartner, within two years’ time, 81% of companies expect to be competing mostly or completely on the basis of Customer Experience (CX). The customer experience will take over the complex technology discussion we have today with our customers, making it critical to break down the silo’s that today’s technology stack has created, driving our mission today as trusted advisers to guide businesses to better both the internal and external customer experience.

Aqeel Shahid (Vice President – National Strategic Partners)

12:00pm - 1:00pm

LUNCH

Grab-and-Go Boxed Lunches

Raffle Prize Drawing

1:00pm - 1:20pm

Masergy

Hybrid Networking & Designing a Secure SDWAN Environment

A quick overview of Masergy and Brendan will dive into their UCaaS solution and the key differentiators of the Masergy solution portfolio. He is Masergy's UC Collab Solutions Architect/Product Specialist on everything UCaaS and Contact Center related. He will also touch on their Cisco partnership as it relates to Contact Centers (Broadsoft) etc.

Brendan Strain (Cloud Communications Manager, West Region)

1:20pm - 1:50pm

Fuze

Voice powers your business, whether it’s a conversation, call, or meeting. It’s the foundation of how your organization interacts and gets work done. Without it, even the simplest decisions and projects grind to a halt. Organizations can no longer afford the limitations, costs, or complexity associated with premises-based legacy communications. Fuze will walk you through “How” and “Why” switching to a UCaaS solutions will change the way your organization works.

Mark Bloom (Channel Sales Director – West Region)



1:50pm - 2:15pm

CallTower

Microsoft Teams Direct Routing

Chris Le (Director of Channel Sales – West Coast)

2:15pm - 2:30pm

Afternoon Break

Raffle Prize Drawing

2:30 – 3:30pm

Panel Discussion

Leading experts will discuss best practices of enterprise adoption of cloud-based services

3:30pm - 3:50pm

Nice-inContact

- Business benefits from deployment of an omni-channel session handling strategy in the contact center
- Positive business outcomes and the use of big data analytics
- Benefits of the cloud delivered model over premise

Ray Hicken (Strategy & Business Development/Head of US Channels)

3:50pm - 4:15pm

Kore

Your IoT and Failover Experts – discussing KORE history, our wireless Failover and IoT offerings and how we empower organizations of all sizes to improve IoT operational and business results by simplifying the complexity of IoT with our deep IoT knowledge and experience

Charlie Rodriguez (Director Channel Development)

Raffle Prize Drawing

4:30pm - 5:30pm

Cocktail Reception