

AGENDA-AT-A-GLANCE

MONDAY, SEPTEMBER 20

CONCURRENT TRACKS				
Location: National Harbor 11		Location: National Harbor 5		Location: Prince George Exhibit Hall C
Pre-Conference Workshop		Vendor Presentation		SMB Nation Sponsored VoIP Workshop
8:30 – 10:30 a.m.	Hosted VoIP for VARs Sponsored by Broadvox	The Road to Better Networking Sponsored by ACC Business (8-11a.m.)		Registration (8 - 8:30 a.m.)
Location: Chesapeake 6				
Peer-to-Peer Networking Mixer for Independent Agents and Subagents Sponsored by PlanetOne Communications				
Location: National Harbor 11				
Welcome Remarks				
Location: National Harbor 11				
2010 Top 50 Channel Programs and Top 15 Channel Managers Awards Presentation				
Location: National Harbor 11				
State of the Industry Keynote Roundtable				
CONCURRENT TRACKS				
Fresh Ideas! (Novice)	Experience Counts! (Advanced)	Prosperity & Progress! (Business Development)	Vendor Presentation	SMB Nation Sponsored VoIP Workshop
Location: National Harbor 11		Location: National Harbor 10		Location: National Harbor 13
Location: National Harbor 5		Location: National Harbor 5		Location: National Harbor 4
2:30 – 3:45 p.m.	SaaS Sales 101	Mastering 4G Mobility	Automating the Agent Back Office	Cloud & Managed Services Synergies – Enterprise-Class Cloud and the Partner Sponsored by Qwest
4 – 5:15 p.m.	Cloud Computing Crash Course	Moving Up to Mobile Device & Expense Management	Minute Makeovers: Free Advice for Channel Partners	Cable's Emerging Presence in the Telecom Channel Sponsored by Time Warner Cable
Location: Prince George Exhibit Hall C				
Expo Hall Open				
5 - 6:30 p.m. – VIP Meet & Greet Sponsored by PlanetOne Communications				
6 - 8 p.m. – Opening Reception Sponsored by Time Warner Cable Business Class				
5 – 8 p.m.				How to Sell VoIP in SMB–Overcoming FUD! (5:30 - 6:45 p.m.)

TUESDAY, SEPTEMBER 21

8 – 9 a.m.	Location: National Harbor Foyer				Continental Breakfast
CONCURRENT TRACKS					
Fresh Ideas! (Novice)	Experience Counts! (Advanced)	Prosperity & Progress! (Business Development)	Vendor Presentation	SMB Nation Sponsored VoIP Workshop	
Location: National Harbor 11		Location: National Harbor 10		Location: National Harbor 13	
Location: National Harbor 5		Location: National Harbor 5		Location: National Harbor 4	
8:30 – 9:45 a.m.	Plugging Into the Electricity Sales Opportunity	Hosted vs. Premises UC	Sticky Strategies for Shoring Up Your Core Business	What a Next-Gen MSP Means to the Industry. MPLS, the Cloud and Why They Matter Sponsored by Megapath (9 – 11 a.m.)	
10 – 11:15 a.m.	Making the Move to Managed Services	Video: The Next Step in Conferencing	Seize the Decade: Goal Setting	Best Practices SMB VoIP Panel NEC & IBM Present an Enterprise-class Unified Communication Solution	
Location: National Harbor 11					
The Future of the Channel Keynote Roundtable					
Location: Prince George Exhibit Hall C					
Expo Hall Open With Partner Pub Crawl Co-sponsored by ADTRAN Inc., IP5280, Level 3 Communications, Qwest Business Partner Program, Star2Star Communications, The Planet					
1:30 – 6 p.m.				Keynote Lunch —Telepresence: The Next Great Frontier? (12:30 - 1:45 p.m.)	
Vendor Presentations					
Location: National Harbor 13		Location: National Harbor 5		Location: National Harbor 4	
2 – 2:50 p.m.	The (R)Evolution of Hosted IP Phone Solutions Sponsored by Broadview Networks		Cloud-Based Solutions—From Hype to Revenue Sponsored by Smoothstone IP Communications		
3 – 3:50 p.m.	Growing Wireless Revenue Sponsored by Wholesale Carrier Services		Creating Success With Hosted VoIP Solutions Sponsored by Cisco		
4 – 4:50 p.m.	BizNavigator—ICT Services for SMBs Sponsored by China Telecom Americas		Strategies for Winning Customers with Hosted & Cloud Solutions Sponsored by Broadsoft Inc.		
5 – 6:15 p.m.				Unified Communications in the Cloud	

WEDNESDAY, SEPTEMBER 22

10 a.m. - Noon	Location: Prince George Exhibit Hall C				Expo Hall Open With Hair-of-the-Dog Continental Breakfast
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•Agenda/speakers subject to change. The views expressed by speakers are not necessarily those of Virgo Publishing.

MONDAY, SEPTEMBER 20

CONCURRENT TRACKS						
Pre-Conference Workshop			Vendor Presentation		SMB Nation VoIP Workshop	
8:30 – 10:30 a.m.	Hosted VoIP for VARs			The Road to Better Networking Sponsored by ACC Business	Registration (8 - 8:30 a.m.)	
Peer-to-Peer Networking Mixer for Independent Agents and Subagents Sponsored by PlanetOne Communications						
1 – 1:15 p.m. Welcome Remarks						
Top Channel Manager 2010 Awards Presentation						
1:15 – 2:15 p.m. State of the Industry Keynote Roundtable						
CONCURRENT TRACKS						
Fresh Ideas! (Novice)		Experience Counts! (Advanced)	Prosperity & Progress! (Business Development)	Vendor Presentation		SMB Nation VoIP Workshop
2:30 – 3:45 p.m.	SaaS Sales 101	Mastering 4G Mobility	Automating the Agent Back Office	Cloud & Managed Services Synergies – Enterprise-Class Cloud and the Partner Sponsored by Qwest		Paths for Transforming Your IT Consultancy Into a Successful VoIP Provider
4 – 5:15 p.m.	Cloud Computing Crash Course	Moving Up to Mobile Device & Expense Management	Minute Makeovers: Free Advice for Channel Partners	Cable's Emerging Presence in the Telecom Channel Sponsored by Time Warner Cable		TBD
5 – 8 p.m.	Expo Hall Open 5 - 6:30 p.m. – VIP Meet & Greet Sponsored by PlanetOne Communications 6 - 8 p.m. – Opening Reception Sponsored by Time Warner Cable Business Class					How to Sell VoIP in SMB–Over Coming FUD! (5:30 - 6:45 p.m.)

TUESDAY, SEPTEMBER 21

8 – 9 a.m.	Continental Breakfast					
CONCURRENT TRACKS						
Fresh Ideas! (Novice)		Experience Counts! (Advanced)	Prosperity & Progress! (Business Development)	Vendor Presentation		SMB Nation VoIP Workshop
8:30 – 9:45 a.m.	Plugging Into the Electricity Sales Opportunity	Hosted vs. Premises UC	Sticky Strategies for Shoring Up Your Core Business	What a Next-Gen MSP Means to the Industry. MPLS, the Cloud and Why They Matter Sponsored by Megapath (9 – 11 a.m.)		Best Practices SMB VoIP Panel
10 – 11:15 a.m.	Making the Move to Managed Services	Video: The Next Step in Conferencing	Seize the Decade: Goal Setting			TBD
11:30 a.m. – 12:30 p.m. The Future of the Channel Keynote Roundtable						
1:30 – 6 p.m.	Expo Hall Open With Partner Pub Crawl					Lunch Keynote (12:45 - 1:45 p.m.)
Vendor Presentations					SMB Nation VoIP Workshop	
2 – 2:50 p.m.	Vendor Presentation Sponsored by Broadview Networks		Key Differentiators in Smoothstone's Cloud-Based Solutions Sponsored by Smoothstone IP Communications		TBD (2 - 3:15 p.m.)	
3 – 3:50 p.m.	Growing Wireless Revenue Sponsored by Wholesale Carrier Services		Creating Success with Hosted VoIP Solutions Sponsored by Cisco		LIVE! A 60-Minute Transformation to Being a VoIP Provider (3:30 - 4:45 p.m.)	
4 – 4:50 p.m.	Vendor Presentation Sponsored by China Telecom Americas		Vendor Presentation Sponsored by Broadsoft Inc.			
5 – 6:15 p.m.						TBD
10 a.m. - Noon	Expo Hall Open With Hair of the Dog Continental Breakfast					