

AGENDA-AT-A-GLANCE

MONDAY, MARCH 1

9-11:45 a.m.	Islander Ballroom D	Pre-Conference Workshop: Telecom Agency 101 — Best Practices for New Telecom Agents		
9 a.m.-Noon	Shell Seekers A B	Vendor Presentation Sponsored by ACC Business		
1-1:15 p.m.	Islander Ballroom C	Welcome Remarks		
		Channel Executive of the Year Awards Presentation		
1:15-2:15 p.m.	Islander Ballroom C	Industry Address: Exploring Channel Transformation		
	CONCURRENT TRACKS			
		Workshop One: Managed Services	Workshop Two: Energy Sales	Workshop Three: Business Continuity/Disaster Recovery
		Islander Ballroom D	Islander Ballroom E	Islander Ballroom I
	2:30-4:15 p.m.	Managed Services 101	Energy Market Landscape & Regulation	WAN Solutions for BC/DR
	Why Managed Services?	Electricity/Natural Gas Resale	Adding Wireless Backup Solutions	
	Becoming an MSP	Power Management	Branching Out Into Colo/Data Center Sales	
	Partnering With MSPs	Green Energy Opportunities	Positioning Hosted VoIP for BC/DR	
4-4:50 p.m.	Shell Seekers A B	Vendor Presentation by TMC Communications		
4:30-5:15 p.m.	Islander Ballroom C	General Session: Top 10 Ways to Prosper From an Economic Recovery		
5-8 p.m.	Bayside B Exhibit Hall	Expo Hall Open		
		Opening Reception (6-8 p.m.) Co-sponsored by Time Warner Cable Business Class & PHONE+		

TUESDAY, MARCH 2

9-10 a.m.	Islander Foyer	Continental Breakfast Co-sponsored by Qudex & Time Warner Cable Business Class		
	CONCURRENT TRACKS			
		Track One: Cloud Services	Track Two: Conferencing	Track Three: Marketing 2.0
		Islander Ballroom D	Islander Ballroom E	Islander Ballroom I
	9:30-10:20 a.m.	Making the Move to Cloud-Based Telephony	The Business Case for Selling Conferencing	Internet and E-Mail Marketing On a Shoestring
10:30-11:20 a.m.	Exploring Opportunities in Cloud Computing	Desktop Video Conferencing for Dummies	Using Social Media in the Channel	
11:30 a.m.-12:30 p.m.	Islander Ballroom C	Roundtable: Best Practices for Transforming Your Channel Organization		
1:30-6 p.m.	Bayside B Exhibit Hall	Expo Hall Open		
		Partner Pub Crawl		
		Co-sponsored by Communication Management Services (CMS), IOCOM, Line Systems Inc., Qwest Business Partner Program & TMC Communications		
		Snack Break (3-4 p.m.) sponsored by Utility Telephone		
2-2:50 p.m.	Shell Seekers A B	Vendor Presentation Sponsored by Broadview Networks		
3-3:50 p.m.	Shell Seekers A B	Vendor Presentation Sponsored by Time Warner Cable Business Class		
4-4:50 p.m.	Shell Seekers A B	Vendor Presentation Sponsored by Smoothstone		
4:30-6:30 p.m.	Islander Ballroom D E I	Peer-to-Peer Networking Mixer Sponsored by PlanetOne Communications		

WEDNESDAY, MARCH 3

10 a.m.-Noon	Bayside B Exhibit Hall	Expo Hall Open
		Hair of the Dog Continental Breakfast