



AGENDA-AT-A-GLANCE

SATURDAY, MARCH 12

5 – 7:30 p.m.	Location: Pinyon 7 & 8 Women in the Channel Pre-Conference Workshop <i>Co-Sponsored by PAETEC, Telecom Brokerage Inc. and Windstream</i>
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SUNDAY, MARCH 13

9 – 11 a.m.	Location: Bluethorn 3 Vendor Presentation ACC Business				
CONCURRENT TRACKS					
Pre-Conference Workshops					
9 a.m. – noon	Location: Pinyon 2 Energy Institute: The Channel's Next Frontier <i>Co-sponsored by Glacial Energy & Reflective Energy Solutions</i>		Location: Pinyon 5 Telecom Agency 101 – Best Practices for New Telecom Agents		
1 – 1:30 p.m.	Location: Pinyon 5 Welcome Remarks / Channel Executive of the Year Awards Presentation				
1:30 – 2:15 p.m.	Location: Pinyon 5 Industry Address by Gartner's Tiffani Bova				
2:15 – 3:30 p.m.	Location: Pinyon 5 Keynote Roundtable: Channel Partners' Cloud Convergence Council <i>Co-Produced by The 2112 Group and Channel Partners</i>			Location: Bluethorn 3 Vendor Presentation – Qwest Business (2:30 – 3:20 p.m.)	
CONCURRENT TRACKS					
	Location: Pinyon 5 Discover Cloud Services <i>Sponsored by inContact</i>	Location: Pinyon 2 Partner for Profit	Location: Pinyon 3 Grow Your Business	Location: Bluethorn 3 Vendor Presentations	Location: Pinyon 1 SMB Nation Sponsored Voice Workshop
3:45 – 4:30 p.m.	Cloud Services: End-User Demand and Channel Opportunity	The Value of a VAD Session	Building End-to-End Marketing Campaigns	Time Warner Cable Business Class (3:40-4:30 p.m.)	Your Success Pathway in the Cloud With the Pocket MBA for MSPs
4:45 – 5:30 p.m.	Connectivity Sales Are Key to Cloud Services	Choosing a Cloud Service Provider	Shortcuts & Secrets of Referral Marketing	ScanSource Communications	Million-Dollar Hurdle – Creating Seven-Figure Sustained Thriving Partner Practice
5 – 8 p.m.	Location: Bristlecone Ballroom Expo Hall Open With Unified Communications Pavilion (6 – 8 p.m.) Opening Reception — <i>Sponsored by Time Warner Cable Business Class</i>				

MONDAY, MARCH 14

8:30 – 9:30 a.m.	Location: Pinyon Foyer Continental Breakfast <i>Sponsored by Vu TelePresence</i>				
9 a.m. – Noon	Location: Bluethorn 5 Vendor Presentation — MegaPath				
CONCURRENT TRACKS					
	Location: Pinyon 5 Discover Cloud Services <i>Sponsored by inContact</i>	Location: Pinyon 2 Partner for Profit	Location: Pinyon 3 Grow Your Business	Location: Bluethorn 3 Vendor Presentations	Location: Pinyon 1 SMB Nation Sponsored Voice Workshop <i>SMB Nation-Sponsored</i>
9:15 – 10:15 a.m.	Uncovering Cloud Sales Opportunities	Managing Consolidating Carriers	Exploring International Telecom	Technology Law Group/ The DaVinci Group	Paths Transforming Your IT Consultancy Into a Successful VoIP Provider
10:30 – 11:30 a.m.	Communications in the Cloud: Threat or Opportunity?	Collaborating With Competitors	Wading Into Wireless	Telepacific Communications	How to Sell VOICE in SMB – Overcoming FUD
11:45 a.m. – 12:45 p.m.	Understanding and Building Hybrid Cloud Services	Cablecos as Telco Alternatives	Supercharging SIP Trunking Sales <i>Sponsored by Broadvox</i>	Cbeyond	LIVE! A 60-Minute Complete Hosted VoIP Implementation
1 – 1:50 p.m.	Location: Bluethorn 3 Vendor Presentation — ScanSource Communications				
1:30 – 6 p.m.	Location: Bristlecone Ballroom Expo Hall Open With Unified Communications Pavilion (3:30-4:15 p.m.) Unified Communications Pavilion Panel Discussion <i>Co-Sponsored by Cisco, PanTerra Networks, ScanSource Communications and Siemens</i>				
2 – 3:15 p.m.	Location: Pinyon 2 Agent-VAR Partnering Workshop— <i>Co-Produced by CompTIA and Channel Partners</i>				
Vendor Presentations					
2 – 2:50 p.m.	Location: Pinyon 3 Smoothstone			Location: Bluethorn 3 Broadview Networks	
3 – 3:50 p.m.	The Conference Group			LiveVox	
4 – 4:50 p.m.	BroadSoft			ScanSource Communications	
4:30 – 6 p.m.	Location: Pinyon 2 Peer-to-Peer Networking Mixer for Independent Agents and Subagents— <i>Sponsored by PlanetOne Communications</i>				

TUESDAY, MARCH 15

10 a.m. – Noon	Location: Bristlecone Ballroom Expo Hall Open With "Hair of the Dog" Continental Breakfast <i>Sponsored by Vu TelePresence</i>
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