

**SUMTOTAL CHANNEL PARTNER SUMMIT AGENDA  
PERSPECTIVES 2017**

<b>Tuesday, April 11<sup>th</sup></b>	<b>Session</b>	<b>Summary</b>	<b>Speaker</b>
1:30-1:50PM	<b>Welcome SumTotal Channel Partners</b>	2016 Recap	<b>Sarah Schor</b> VP, Channel Sales, Americas & EMEA
1:50-2:10PM	<b>State of the Industry</b>	Emerging trends in Talent and Learning from around the globe	<b>Brent Colescott</b> Sr. Director Business Strategy and Transformation
2:10-2:30PM	<b>Understanding the Competition</b>		<b>Matt Lee</b> Director, Global PreSales
2:30-2:50PM	<b>New Logos from 2016</b>	Where did ST succeed, why were we selected, what worked, and best practices	<b>BJ Ball</b> National VP, Net New Sales and Success
2:50-3:10PM	<b>Break</b>		
3:10-3:30PM	<b>Marketing for 2017</b>	ST plan and where can partners repurpose the legwork	<b>TBD</b>
3:30-3:50PM	<b>SumTotal Product Roadmap Update</b>		<b>TBD</b>
3:50-4:10PM	<b>Partner Support</b>	Setting the baseline, leveraging demo scripts, Sales & Marketing tools, ongoing enablement, and communication	<b>TBD</b>
4:10-4:45PM	<b>Open Discussion</b>	Challenges, successes, retention strategies, 2016 wins from the Channel, partner stories	<b>All</b>
4:45-5:00PM	<b>Summary, Wrap-up, Questions</b>		<b>Sarah Schor</b>