

Skillsoft Americas Channel Partner Summit Agenda

April 11, 2017 | 1:30-5:30PM | BELLAGIO Monet 2

TIME	SESSION	PRESENTERS
1:30-1:35	Welcome Americas Skillsoft Channel Partners	Dan Cleveland Vice President, Partners & Alliances, Skillsoft
1:35-1:45	Skillsoft Global Sales: Role of the Channel in the Skillsoft ecosystem	Rob Hartsough Senior Vice President, Global Sales- Content, Skillsoft
1:45-2:00	State of the Americas Channel: Business Update and Looking Ahead	Dan Cleveland Vice President, Partners & Alliances, Skillsoft
2:00-2:45	Skillsoft Product Strategy Update <ul style="list-style-type: none"> Digital Skills (10 mins) Books (10 mins) Business and Leadership Skills (10 mins) IT Skills and Certifications (10 mins) 	Emily Wiese Vice President, Digital Skills Mark Onisk Vice President & General Manager, Books Heide Abelli Vice President, Business Skills & Leadership Kyle Gingrich Vice President, IT & Certification
2:45-3:30	Skillsoft Americas Channel Partner Panel A guided discussion on industry trends, partner best practices, handling conflict, sales and marketing strategies and operational efficiencies.	Facilitated by Dan Cleveland Vice President, Partners & Alliances, Skillsoft Featuring four Skillsoft Channel Partners: <ul style="list-style-type: none"> ADP- Adam Hartgraves, Talent Solutions Specialist, ADP Cornerstone OnDemand- Sian Connell, AVP Content HealthcareSource- Dave Wilkins, Chief

		<p>Marketing Officer</p> <ul style="list-style-type: none"> Technology Certifications- Hal Edwards, Chief Marketing Officer
3:30-3:45	Break	
3:45-5:15	<p>Product/Solution Roundtables</p> <p>Exclusive preview for Channel Partners including 1:1 access to Skillsoft SMEs</p> <p>Thirty (30) minutes per table, select three (3) tables to join for interactive product, selling and positioning discussions with Skillsoft experts:</p> <ul style="list-style-type: none"> Business & Leadership Skills Compliance Digital Skills, IT Skills & Certification Platform- Skillport and Percipio SEO/Digital Marketing Best Practices End User Communication Tools and Strategies Customer Insights- Loyalty and Retention 	<ul style="list-style-type: none"> Kristin Shackelford- Solutions Principal, Business and Leadership Portfolios, Skillsoft Norman Ford- Vice President, Product Management and Services- Compliance, Skillsoft Jim Zimmermann- Solutions Principal, IT and Digital Portfolios, Skillsoft Stephanie Pyle- Vice President, Product Management, Skillsoft Jasmine Martirosian- Director, Digital Marketing, Skillsoft Adam Hartgraves- Talent Solutions Specialist, ADP with Jennifer Stephens- Solutions Consultant- ADP Partnership, Skillsoft Amy Amorese- Senior Manager, Industry Principals, Skillsoft
5:15-5:30	Innovation Awards Announcement & Closing Remarks	<p>Dan Cleveland</p> <p>Vice President, Partners & Alliances, Skillsoft</p>
6:00-7:30PM	Welcome Reception	Pool