



# perspectives 2018

The Age of Learning On-Demand

Wednesday, April 11

Skillsoft Partner Summit

Bellagio Ballroom 3

12:00 p.m.

12:30 p.m.

## Social Master Class

**David Resnic**, Vice President Corporate Communications, *Skillsoft*

**Dorothy Tso**, Director, Social Media and Communications, *Skillsoft*

12:30 p.m.

1:30 p.m.

## Lunch with Executives

**Chad Gaydos**, Chief Operating Officer, *Skillsoft*

**Tara O'Sullivan**, Chief Creative Officer, *Skillsoft*

**Mark Onisk**, Chief Content Officer, *Skillsoft*

**Apratim (AP) Purakayastha**, Chief Technology Officer, *Skillsoft*

1:30 p.m.

2:15 p.m.

## Partner Networking

2:30 p.m.

2:50 p.m.

## Channels State of the Union

**Dan Cleveland**, Vice President, Channels & Alliances, *Skillsoft*

2:50 p.m.

3:15 p.m.

## Digital Transformation

What is the opportunity to capitalize on the Digital Transformation movement? Why it's important to incorporate this into your solution, and how your customers will respond. Uncovering prospects and tactical strategies to engage in a sales cycle.

**Heide Abelli**, Senior Vice President, Content Product Management, *Skillsoft*

3:15 p.m.

3:45 p.m.

## IT

The latest trends in IT and certifications. The solutions that have momentum in the channel marketplace, and how you can position them with your prospects. How can you move the needle with your IT solution sales?

**Mark Onisk**, Chief Content Officer, *Skillsoft*

3:45 p.m.

5:00 p.m.

## Skillsoft Americas Channel Partner Panel

A guided discussion on industry trends, partner best practices, handling conflict, sales and marketing strategies and operational efficiencies.

**Gwenn Lazar**, Channel Partner Programs Manager, *Skillsoft*

5:00 p.m.

5:15 p.m.

## Closing Remarks & Informal Networking

Ask the experts! Our Skillsoft team is available to discuss sales & marketing enablement, driving utilization and customer adoption, products and positioning, integration and technology, etc.

**Robert Hartsough**, Senior Vice President, Global Content, *Skillsoft*

6:00 p.m.

7:30 p.m.

## Welcome Reception on the Grand Patio