



perspectives 2018

The Age of Learning On-Demand

Wednesday, April 11		SumTotal Partner Summit	Location
9:00 a.m.	11:30 a.m.	Goal Setting for FY2019	Cézanne 1
12:00 p.m.	12:30 p.m.	Social Master Class David Resnic, Vice President Corporate Communications, <i>Skillsoft</i> Dorothy Tso, Director, Social Media and Communications, <i>Skillsoft</i>	Bellagio Ballroom 3
12:30 p.m.	1:30 p.m.	Lunch with Executives Chad Gaydos, Chief Operating Officer, <i>Skillsoft</i> Tara O'Sullivan, Chief Creative Officer, <i>Skillsoft</i> Mark Onisk, Chief Content Officer, <i>Skillsoft</i> Apratim (AP) Purakayastha, Chief Technology Officer, <i>Skillsoft</i>	Bellagio Ballroom 3
1:30 p.m.	2:15 p.m.	Partner Networking	Bellagio Ballroom 3
2:30 p.m.	3:00 p.m.	Product Updates Where is SumTotal going? How will Percipio enhance your customer's experience? Debasis Dutta, Vice President & General Manager, Product Management, Software Development, <i>SumTotal Systems</i>	Cézanne 1
3:00 p.m.	3:20 p.m.	Making Sales Easier Pricing, SMB Packages and Suite Selling Updates Sarah Schor, Area Vice President, Partners, <i>SumTotal Systems</i> Jennifer Gamble, Vice President, Business Operations – Platform Sales, <i>SumTotal Systems</i>	Cézanne 1
3:20 p.m.	3:40 p.m.	What's New with Channel University and Marketing Enhancements are being made to the way we support and refresh partner enablement and we can't wait to share them! Hear about the changes to certification, sales & demo workshop and materials, updated curriculum for partners and the content refresh being performed. Further, there are significant marketing endeavors underway that you won't want to miss! Kieran King, Senior Vice President, Marketing, <i>Skillsoft</i> Amy Oschner, Partner Enablement Manager, <i>SumTotal Systems</i>	Cézanne 1
3:40 p.m.	4:00 p.m.	rapidLD Case Study Partner success comes in many shapes and sizes. For this segment, rapidLD will share a success story from 2017 that has paved the way for ongoing and future success, both for rapidLD and the customer. Jim Everidge, President & CEO / Founder, <i>rapidLD</i>	Cézanne 1

4:00 p.m.	4:15 p.m.	Break	Cézanne 1
4:15 p.m.	5:00 p.m.	Partner Roundtable Moderated session that will bring all SumTotal Partners together to discuss partnership best practices, information sharing, QBR practices and support structure for FY19 growth. Kurt Ballard , Vice President, Strategic Initiatives, <i>SumTotal Systems</i>	Cézanne 1
5:00 p.m.	5:15 p.m.	Closing Remarks & Informal Networking Thank all participants and reaffirm our commitment to Channel sales and Service Partner success. The SumTotal experts are available to discuss sales, customer enablement, products and positioning, integration and technology, etc. Tony Barbone , Senior Vice President, SumTotal Platform Sales, <i>SumTotal Systems</i>	Cézanne 1
6:00 p.m.	7:30 p.m.	Welcome Reception	Grand Patio
