

perspectives 2019

Monday, April 15

12:00 p.m. 12:45 p.m. **Lunch with the Skillsoft and SumTotal C-Suite**

Welcome Address

12:45 p.m. 1:00 p.m. **Chad Gaydos**, Chief Operating Officer, *Skillsoft*
Tara O'Sullivan, Chief Marketing Officer, *Skillsoft*

Master Class: Driving Demand in the Channel

1:00 p.m. 1:45 p.m. Introduced by **Kieran King**, Senior Vice President, GTM Strategy, *Skillsoft*
Facilitated by **Aditya Kammula**, Global Channel Marketing Manager, *SumTotal*

1:45 p.m. 2:00 p.m. **BREAK**

Channels State of the Union

2:00 p.m. 2:15 p.m. **Dan Cleveland**, Vice President, Channels & Alliances, *Skillsoft*

Driving Sales with Compliance

2:15 p.m. 2:45 p.m. How can you capitalize on the ever-changing updates in the compliance world? Why it's imperative to incorporate this into your solution. Explore strategies to engage with prospects and customers.
John Arendes, Vice President and GM, Compliance Solutions, *Skillsoft*

IT Solutions and Beating the Competition

2:45 p.m. 3:15 p.m. How Skillsoft has made changes to compete and win against other IT content competitors. New solutions that have momentum in the channel marketplace, and how you can position them with your prospects.
Mark Onisk, Chief Content Officer, *Skillsoft*

Percipio in the Channel

3:15 p.m. 3:45 p.m. The plan to rollout Percipio in the Channel. What the LXP landscape looks like. Plans for LMS PES integrations.
Apratim Purakayastha (AP), Chief Technology Officer, *Skillsoft*

Skillsoft Americas Channel Partner Panel

3:45 p.m. 5:00 p.m. A guided discussion on industry trends, partner best practices, handling conflict, sales and marketing strategies and operational efficiencies.
Moderated by **Gwenn Lazar**, Senior Director, Global Partner Programs, *Skillsoft*

Closing Remarks & Networking

5:00 p.m. 5:15 p.m. 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.

6:00 p.m. 7:30 p.m. **Perspectives 2019 Welcome Reception**