

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. **Networking Break**

Global Partner Strategy

2:00 p.m. 2:20 p.m. Our global market focus, our strategy for growth, and the element of Partners as our key component.
Anthony Barbone, Senior Vice President, SumTotal Systems Sales, *SumTotal*

Talent Agility

2:20 p.m. 2:50p.m. Business leaders are challenged to stay ahead of the curve as organizations going through digital transformation. We will discuss the essential need for talent development for ongoing success.
Morné Swart, Vice President, Global Product Strategy and Transformation, *SumTotal*

Professional Services Methodology and Effect on Partners

2:50 p.m. 3:20 p.m. We will share our "Partner First" strategy with respect to services as well as what SumTotal is doing to increase value add, recurring services for our customers.
William Hicklen, Vice President, Alliances & Operations, *SumTotal*

3:20 p.m. 3:30 p.m. **Networking Break**

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Competitive Differentiators & Roadmap Updates

3:30 p.m. 4:05 p.m.

Competition is healthy, but knowing how to compete is essential. We will share insights to achieving success and combating HR installations.

Dan Boccabella, Vice President, Product Management, *SumTotal*

Stephen Nunn, Principal Solution Architect, Partners, *SumTotal*

Partner Case Studies

4:05 p.m. 4:25 p.m.

A variety of success was seen in 2019 across our global partners. In this session you will hear from peer partners as to how they overcame challenges and achieved growth over the last 12 months.

- Sify – Net New Acquisition
- Pixentia – Implementation with Value Add

Open Discussion – What's working, what do you need for Success?

4:25 p.m. 4:55 p.m.

We are constantly striving to improve how we help our partners grow and how we support all of you in our global ecosystem. We want to hear from you through this interactive session and learn what YOU need for improved support and success.

Closing Remarks & Networking

4:55 p.m. 5:00 p.m.

Sarah Schor, Vice President, Global Partners, *SumTotal*

6:00 p.m. 7:30 p.m.

Perspectives 2019 Welcome Reception