



CenTrak Exchange 2025

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<https://forms.office.com/r/ShK8jH17N8>

Agenda:

Thursday, Oct. 9th		
8:00 AM to 9:00 AM	<p>(○● All) Breakfast Connections: Start Strong, Network Smarter Location: Tesero Cove Jumpstart your day with a hearty breakfast and energizing conversations. This is a perfect opportunity to reconnect with colleagues, exchange final insights, and prepare for the closing sessions.</p>	
9:00 AM to 9:45 AM	<p>(○● All) Connect^{RT} Uncovered: The Future of Cloud in Healthcare Location: Ponce de Leon Learn how CenTrak's cloud platform delivers differentiated value, explore go-to-market strategies, and discover why Connect^{RT} is redefining healthcare operations.</p>	
9:45 AM to 10:00 AM	(○● All) Morning Break	
White Track	Orange Track	
10:00 AM to 11:00 AM	<p>○ Partner Selling Playbook: Best Practices to Win Location: Journey A&B Accelerate sales success with CenTrak's partner toolkit. From generating leads and building pipeline to leveraging the Sales Playbook and Deal Desk, this session equips you with practical, results-driven strategies to win faster and grow revenue.</p>	<p>● Implementation Mastery: Real-World Lessons from the Field Location: Ponce de Leon Ensure smooth and successful deployments with practical strategies from CenTrak experts. Gain insights into common pitfalls, proven solutions, and field-tested approaches that simplify implementation and drive customer satisfaction.</p>
11:00 AM to 12:00 PM	<p>○ XaaS in Healthcare: Partner Perspectives on the Shift to Service</p>	<p>● Keeping It Cool: Environmental Monitoring Done Right</p>



	<p>Location: Journey A&B</p> <p>The “Anything-as-a-Service” model is changing how healthcare leaders approach technology investments. In this interactive session, we’ll gather partner insights on adoption drivers, barriers, value, and decision-making criteria—helping shape CenTrak’s future strategy.</p>		<p>Location: Ponce de Leon</p> <p>Explore strategies for implementing and configuring EM solutions. Focus on hardware, software, and alerting models to enhance patient and staff safety while reducing operational complexity.</p>
		<p>11:00 AM to 11:45 AM</p>	<p>● The Big Picture: CenTrak’s End-to-End Architecture</p> <p>Location: Ponce de Leon</p> <p>Reconnect with the full architecture of CenTrak solutions, from servers and data flow to the latest BLE advancements. This session will help you strengthen technical knowledge and position your team for more effective deployments.</p>
<p>11:45 AM to 12:30 PM</p>	<p>(○● All) Farewell Lunch: Until We Meet Again</p> <p>Location: Grand Foyer</p> <p>Enjoy a grab-and-go lunch, share key takeaways, and leave inspired for what’s ahead.</p>		