

2023 Partner Sales Summit Draft Agenda

TUESDAY, OCTOBER 3, 2023	
1:00 PM	Opening Session Welcome & Kickoff
1:30 PM	CenTrak Going Forward Strategy, Objectives, Market Review
2:00 PM	BREAK
2:15 PM	Sales Collaboration: Building Trust & Effective Partnerships <i>What's changing & what it means for Partners</i>
2:30 PM	Partner Discussion Forum <i>Examples of collaboration at work; increasing deal size, and improving the customer experience</i>
3:30 PM	BREAK
3:45 PM	Closing Session
4:30 PM	MEETING END
6:00 PM	Welcome Reception
8:00 PM	END

WEDNESDAY, OCTOBER 4, 2023

7:45 AM	Breakfast
8:30 AM	Customer Success Story (Guest Speaker)
9:30 AM	BREAK
10:00 AM	CenTrak Roadmap <i>Services / Software / Hardware</i>
12:00 PM	LUNCH
12:45 PM	Breakout Sessions: New Products
1:30 PM	TRANSITION
1:45 PM	Breakout Sessions: New Products
2:30 PM	BREAK
2:50 PM	Breakout Sessions: New Products
3:35 PM	TRANSITION
3:45 PM	Next on the Horizon...
4:45 PM	MEETING END
6:00 PM	Awards Dinner
8:30 PM	END

THURSDAY, OCTOBER 5, 2023

7:45 AM	Breakfast
8:30 AM	Customer Success Story (Guest Speaker)
9:15 AM	Improving the Customer Experience from the Inside Out <i>Service & Support initiatives to improve customer success & create raving client-references.</i>
10:15 AM	BREAK
10:30 AM	Leadership Team Panel <i>Q&A session with CenTrak's leadership team. Ask all your burning questions!</i>
11:45 AM	Closing Session
12:00 PM	END