

# Agenda



## AIS|A|P Tech Partner Forum

Wednesday, October 17, 2018 | San Jose, California

Reimagining Partnering in a Disruptive World



Time	Session Title	Speakers
8:30am-9:00am	Registration/Continental Breakfast	
9:00am-9:10am	Welcome	Michael Leonetti, CSAP   <i>President &amp; CEO</i>   ASAP
9:10am-9:55am	<b>Session 101</b> Cyber Security Ecosystem Meets the Customer Experience	Mitch Mayne   <i>Public Information Officer, IBM X-Force Threat Intelligence</i>   IBM Wendi Whitmore   <i>Global Lead for X-Force IRIS</i>   IBM
10:00am-10:50am	<b>Session 102</b> Ride the Wave of the New Alliance Economy	Mayank Bawa   <i>CEO</i>   WorkSpan Ray Homan   <i>Vice President of Business Development</i>   SAP
10:50am-11:05am	Networking Break	
11:05am-11:55am	<b>Session 103</b> Value Exchange Challenge: Building the New P2P Ecosystem Partnering Muscle	Lorin Coles, CSAP   <i>CEO, Managing Director</i>   Alliancesphere   <i>Principal</i>   SMART Partnering Kashif Abbasi   <i>Director Partner Sales Acceleration, Global Partner Organization</i>   Cisco Systems, Inc.
11:55am-12:55pm	Networking Lunch	
12:55pm-1:40pm	<b>Session 104</b> API Economy: Salesforce AppExchange Partner Ecosystem	Leslie Tom   <i>SVP, AppExchange Marketing &amp; Programs</i>   Salesforce
1:45pm-2:35pm	<b>Session 105</b> Rethinking Trust on the Blockchain: Partnering and Alliance Implications	Janine Grasso   <i>VP, Strategy and Ecosystem Development for Blockchain</i>   IBM Industry Platform Todd Miller, CA-AM   <i>VP US Business Development</i>   ChromaWay
2:40pm-3:30pm	<b>Session 106</b> Robotic Process Automation (RPA): Partnering Considerations	Michael Marchuk   <i>Chief Technology Evangelist</i>   Blue Prism Scott Van Valkenburgh, CSAP   <i>Vice President, Global Alliances Leader</i>   Genpact
3:30pm-3:45pm	Networking Break	
3:45pm-4:35pm	<b>Session 107</b> Transforming Partnerships in the Cloud	Nina Harding   <i>Channel Chief</i>   Google Cloud
4:40pm-5:30pm	<b>Session 108</b> Internet of Things: Reality Sets In	<b>Moderator:</b> Ann Trampas, CSAP   <i>Professional Development Lead</i>   Phoenix Consulting Group <b>Panelists:</b> Neil Blecherman   <i>IoT and Digital Transformation Consultant</i> Keith Chambers   <i>Director, Operations Management Software</i>   AVEVA Scott Smith   <i>Founder</i>   Fathym
5:30pm-5:35pm	Wrap-up	Michael Leonetti, CSAP   <i>President &amp; CEO</i>   ASAP
5:35pm-7:15pm	Networking Reception	