

**TBI's**  
**BIG**  
**EVENT**

**AGENDA**

**Monday, 8/17**

Time	Main Stage	Breakout Room A	Breakout Room B
11:00-11:10 AM	<b>Welcome and Opening</b> from TBI Executives		
11:10-11:40 AM	<b>KEYNOTE: Ryan Estis</b> Event kicks off with motivational speaker and sales and leadership expert, Ryan Estis, teaching how to embrace change and achieve breakthrough performance!		
11:45 AM-12:10 PM	<b>AT&amp;T Keynote: 5G - It's Much More Than A New Radio</b> Presented by AT&T's Todd Zieler, this session focuses on 5G - a brand new end2end network built on 6 key architectural pillars		
12:15-12:55 PM		<b>#Winning - Mobility Partner Wins</b> Hear from TBI vendors and selling partners highlighting deals that focus on IoT, sensors, data and analysis that make for innovative and better business	<b>Switching it Up - Mobility for Alternate Networks</b> What's the business application for non-hardwired internet connectivity? We'll look at alternate connectivity options from satellite to wireless, 4G and point-to-point
1:00-1:30 PM		<b>Avoiding Mobile Mayhem - Mobility Management Wins</b> Explore solutions to help automate device management, provide real-time visibility into devices, help reduce downtime, protect data and ensure compliance	<b>Tapping into the 5G Monetization Opportunity</b> As 5G continues to evolve and grow, so do customer needs - learn how to monetize 5G and get the most for your customers

## Tuesday, 8/18

Time	Main Stage	Breakout Room A	Breakout Room B
11:00-11:05 AM	<b>Welcome and Opening</b> from TBI Executives		
11:05-11:30 AM	<b>Verizon Keynote: The Cybersecurity Opportunity</b> Join Verizon cybersecurity experts to learn about their proven leadership in security, where the opportunity is for TBI partners and how to win above the network		
11:35 AM-12:05 PM		<b>Back to the Future - Back to Work Preparedness</b> Security needs for our new working world, from social distance monitoring tools to zero trust policies, endpoint protection and future disaster preparedness	
12:10-12:45 PM		<b>Small Business, Big Risk - SMB Security Strategies</b> Security strategies to help small businesses, oftentimes common victims of attacks, with low cost options to prepare for and mitigate inevitable threat actors	<b>The MSP Cybersecurity Opportunity</b> Now is the time for MSPs to be consulting and advising on security plans and solutions for disaster recovery, backup, DaaS and Business Continuity
12:50-1:15 PM	<b>Hold My Beer While I Hack This Smartphone</b> Watch as a white hat hacker Greg Pickett from NuTech Logix penetrates the most ubiquitous of business devices, a smartphone		

## Wednesday, 8/19

Time	Main Stage	Breakout Room A	Breakout Room B
11:00-11:05 AM	<b>Welcome and Opening</b> from TBI Executives		
11:05-11:35 AM	<b>KEYNOTE: Jay McBain</b> Reengineering business during COVID - where the market is headed and how to make money with the new buyer		
11:40 AM-12:20 PM		<b>Thriving in a Multi-Cloud World</b> Business cases for multi-cloud strategies and addressing workloads running across multiple cloud services using machine learning, analytics, automation, SLAs and IT personnel	<b>Reimagine Your Applications</b> It's all about APIs and Integrations! With ecommerce, CRMs and ServiceNow integrations, API extensions and software integrations are what make the impossible, possible
12:25-1:05 PM	<b>CenturyLink Keynote: See More. Stop More. Make More with CenturyLink Cloud Security.</b> Today, the demand for CenturyLink's portfolio and connected security is greater than ever, bringing a tremendous opportunity for partners to use these solutions, like DDoS Mitigation Services, to open larger opportunities		
1:10-1:40 PM	<b>You Can DaaS if You Want To</b> Explore top applications customers use DaaS for and how this technology is keeping employees safe and minimizing remote work risks	<b>#Winning with Managed Hypervisor - A Look at Azure</b> Leading use case coverage on cloud deals large and small, with a look at Azure	<b>Adapting Infrastructure for Increased Demand</b> There is a better way to consume cloud, and a better way to design network for a cloud-first strategy, using IaaS, data center and DR, SD-WAN and other means to get systems off prem

## Thursday, 8/20

Time	Main Stage	Breakout Room A	Breakout Room B
11:00-11:05 AM	<b>Welcome and Opening</b> from TBI Executives		
11:05-11:35 AM	<b>8x8 Keynote: Transition to the New Digital Workplace</b> 8x8 CTO, Bryan Martin focuses on three stages: Reactionary - immediate action for business continuity; Adaptive - learning and understanding business challenges, and Revolutionary - new ways of doing things		
11:40 AM-12:10 PM		<b>Move Up Market with Nextiva</b> Cathryn Valladares, Nextiva's Vice President of Enterprise Solutions, and a key Nextiva TBI subagent discuss how to properly partner to drive and ultimately close up-market opportunities	<b>Contact Center is My Jam</b> CCaaS already reduces IT headcount, lowers maintenance costs and enables work from home, but learn what's new with integrations, AI automation and workforce optimization
12:15-12:55 PM	<b>#Winning - UCaaS, CCaaS, Consumerization and the Customer Experience</b> Tech Gurus lead use cases covering retail deals large and small	<b>Hello, Microsoft Teams.</b> With 75 million active daily users, use Teams integrations can allow seamless transitions from meetings to calls, offer better SLAs, improve uptime, lower metaswitch pricing and more	<b>CPaaS: Powering the New Customer Experience</b> Take an in-depth look at IntelPeer's CPaaS solution - omni-channel communications integrated seamlessly into your customer experience and business workflows for a complete business communications solution
1:00-1:30 PM		<b>Are We Capturing That? A Look at Salesforce Integrations</b> With over 150,000 companies using Salesforce and 99 of the Fortune 100, hear what's new and how customers are using integrations to better capture data and actively scale their businesses	<b>#Winning with Webcasts - The Virtual Gold Rush of 2020</b> A look into the new world of virtual events with PGI and TBI
1:30-2:30 PM	<b>Activities in Activity Room</b> Choose from a Mixology Class, Poker Tournament or Trivia Challenge for giveaways and a chance to win awesome prizes!		

## Friday, 8/21

Time	Main Stage	Breakout Room A	Breakout Room B
11:00-11:05 AM	<b>Welcome and Opening</b> from TBI Executives		
11:05-11:35 AM	<b>Comcast Keynote: Hot WANS</b> Comcast Business SD-WAN Guru, Josh Hendrickson, will be quizzing TBI's Senior Director of Sales, Marco Sanchez, about SD-WAN while eating increasingly hotter wings with each question		
11:40 AM-12:10 PM		<b>The Convergence of Network and Security</b> How do businesses securely connect to the remote office? Hear what companies are doing to protect themselves with NGFW, VPN access, software defined perimeters, multifactor authentication, attack and assessment services	<b>To Colo or Not to Colo: Advice and Suggestions on Connecting to Data Centers</b> With all to consider around access and security, we're covering ISP connectivity options, redundancy, security threats, edge compute, cross-connects and direct connections like Azure's ExpressRoute
12:15-12:40 PM		<b>#SD-Winning</b> TBI's Tech Gurus lead a partner/end-user panel sharing use cases on SD-WAN deals large and small and successful SD-WAN architectures	