

# SESSIONS

MONDAY, MARCH 9 - 09/03/2020

Channel Partners Conference & Expo

March 9-12, 2020  
The Venetian & Sands Expo  
Las Vegas

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## Registration

10:00am - 5:00pm  
Registration

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## Business Success Workshop

1:00pm - 5:00pm  
Business Success Workshop

*All Access pass required to attend this session.*

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## ACWConnectLive!

4:30pm - 7:30pm  
Alliance of Channel Women Networking Event

ACWConnectLive! Is the perfect way to kick off the Channel Partners Conference & Expo!

To become an Alliance of Channel Women member and to attend for FREE, visit [www.allianceofchannelwomen.org](http://www.allianceofchannelwomen.org).

To become a Sponsor, [click here](#)

To register for this event, [click here](#)

This event is free to paid members in good standing.

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## First-Time Attendee Reception

7:00pm - 9:00pm  
First-Time Attendee Reception

Channel Partners welcomes attendees visiting the show for the first time! This reception offers a fun and intimate setting for new participants to meet with various members of the Channel Partners team, industry rock stars and show supporters, as well as other first-time participants. Prepare for the upcoming expo days while grabbing a drink and a bite to eat at this unique event!

*Separate Registration Required - Registration is limited to channel partner businesses such as agents, VARs, MSPs, consultants, and integrators, who are attending for the first-time. The Channel Partners team reserves the right to deny entrance to anyone who does not meet these qualifications.*

# SCHEDULE

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Las Vegas

TIME	ALLIANCE OF CHANNEL WOMEN NETWORKING EVENT	BUSINESS SUCCESS WORKSHOP	FIRST-TIME ATTENDEE RECEPTION	REGISTRATION
10:00AM				10:00am - Registration
11:00AM				
12:00PM				
1:00PM		1:00pm - Business Success Workshop		
2:00PM				
3:00PM				
4:00PM	4:30pm - ACWConnectLive!			
5:00PM				
6:00PM				
7:00PM			7:00pm - First-Time Attendee Reception	

# SESSIONS

TUESDAY, MARCH 10 - 10/03/2020

Channel Partners Conference & Expo

March 9-12, 2020  
The Venetian & Sands Expo  
Las Vegas

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## Registration

8:00am - 7:00pm  
Registration

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## Breakfast & Networking

8:30am - 8:50am  
Keynote Programming

*Open to all attendees.*

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## Welcome Remarks

8:50am - 8:55am  
Keynote Programming

*Open to all attendees.*

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## Channel Update

8:55am - 9:05am  
Keynote Programming

*Open to all attendees.*

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## Fastball

9:05am - 9:15am  
Keynote Programming

*Open to all attendees.*

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## Keynote

9:15am - 9:40am  
Keynote Programming

*Open to all attendees.*

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## Fastball

9:40am - 9:50am  
Keynote Programming

*Open to all attendees.*

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## Keynote

9:50am - 10:15am  
Keynote Programming

*Open to all attendees.*

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## Business Strategy Conference Session

10:25am - 11:10am  
Business Strategy Conference Track

*All Access pass or Conference & Expo pass required to attend this session.*

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## Revenue & Supplier Portfolio Conference Session

10:25am - 11:10am  
Revenue & Supplier Portfolio Conference Track

*All Access pass or Conference & Expo pass required to attend this session.*

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## Marketing & Technology Conference Session

10:25am - 11:10am  
Marketing & Technology Conference Track

*All Access pass or Conference & Expo pass required to attend this session.*

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## Business Strategy Conference Session

11:20am - 12:05pm  
Business Strategy Conference Track

*All Access pass or Conference & Expo pass required to attend this session.*

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## Revenue & Supplier Portfolio Conference Session

11:20am - 12:05pm  
Revenue & Supplier Portfolio Conference Track

*All Access pass or Conference & Expo pass required to attend this session.*

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## Marketing & Technology Conference Session

11:20am - 12:05pm  
Marketing & Technology Conference Track

*All Access pass or Conference & Expo pass required to attend this session.*

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## Lunch & Networking

11:40am - 12:05pm  
Keynote Programming

*Open to all attendees.*

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## Keynote

12:05pm - 12:30pm  
Keynote Programming

*Open to all attendees.*

---

## Fastball

12:30pm - 12:40pm  
Keynote Programming

*Open to all attendees.*

---

## Keynote

12:40pm - 1:05pm  
Keynote Programming

*Open to all attendees.*

---

## Fastball

1:05pm - 1:15pm  
Keynote Programming

*Open to all attendees.*

---

## Keynote

1:15pm - 1:25pm  
Keynote Programming

*Open to all attendees.*

---

## Fastball

1:25pm - 1:35pm  
Keynote Programming

*Open to all attendees.*

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## Keynote

1:35pm - 2:00pm  
Keynote Programming

*Open to all attendees.*

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## Business Strategy Conference Session

2:10pm - 2:55pm  
Business Strategy Conference Track

*All Access pass or Conference & Expo pass required to attend this session.*

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## Revenue & Supplier Portfolio Conference Session

2:10pm - 2:55pm  
Revenue & Supplier Portfolio Conference Track

*All Access pass or Conference & Expo pass required to attend this session.*

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## Marketing & Technology Conference Session

2:10pm - 2:55pm  
Marketing & Technology Conference Track

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# SESSIONS

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## Business Strategy Conference Session

3:00pm - 3:45pm

Business Strategy Conference Track

*All Access pass or Conference & Expo pass required to attend this session.*

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## Revenue & Supplier Portfolio Conference Session

3:00pm - 3:45pm

Revenue & Supplier Portfolio Conference Track

*All Access pass or Conference & Expo pass required to attend this session.*

---

## Marketing & Technology Conference Session

3:00pm - 3:45pm

Marketing & Technology Conference Track

*All Access pass or Conference & Expo pass required to attend this session.*

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## Expo Hall Open

3:00pm - 7:00pm

Expo Hall

*Open to all attendees and exhibitors.*

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## Welcome Reception in the Expo Hall

3:00pm - 7:00pm

Networking

*Open to all attendees and exhibitors.*

# SCHEDULE

TUESDAY, MARCH 10 - 10/03/2020

Channel Partners Conference & Expo

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Las Vegas

TIME	BUSINESS STRATEGY CONFERENCE TRACK	EXPO HALL	KEYNOTE PROGRAMMING	MARKETING & TECHNOLOGY CONFERENCE TRACK	NETWORKING	REGISTRATION	REVENUE & SUPPLIER PORTFOLIO CONFERENCE TRACK
8:00AM			8:30am - Breakfast & Networking 8:50am - Welcome Remarks 8:55am - Channel Update			8:00am - Registration	
9:00AM			9:05am - Fastball 9:15am - Keynote 9:40am - Fastball 9:50am - Keynote				
10:00AM	10:25am - Business Strategy Conference Session			10:25am - Marketing & Technology Conference Session			10:25am - Revenue & Supplier Portfolio Conference Session
11:00AM	11:20am - Business Strategy Conference Session		11:40am - Lunch & Networking	11:20am - Marketing & Technology Conference Session			11:20am - Revenue & Supplier Portfolio Conference Session
12:00PM			12:05pm - Keynote 12:30pm - Fastball 12:40pm - Keynote				
1:00PM			1:05pm - Fastball 1:15pm - Keynote 1:25pm - Fastball 1:35pm - Keynote				

# SCHEDULE

TUESDAY, MARCH 10 - 10/03/2020

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<b>TIME</b>	<b>BUSINESS STRATEGY CONFERENCE TRACK</b>	<b>EXPO HALL</b>	<b>KEYNOTE PROGRAMMING</b>	<b>MARKETING &amp; TECHNOLOGY CONFERENCE TRACK</b>	<b>NETWORKING</b>	<b>REGISTRATION</b>	<b>REVENUE &amp; SUPPLIER PORTFOLIO CONFERENCE TRACK</b>
<b>2:00PM</b>	<b>2:10pm</b> - Business Strategy Conference Session			<b>2:10pm</b> - Marketing & Technology Conference Session			<b>2:10pm</b> - Revenue & Supplier Portfolio Conference Session
<b>3:00PM</b>	<b>3:00pm</b> - Business Strategy Conference Session	<b>3:00pm</b> - Expo Hall Open		<b>3:00pm</b> - Marketing & Technology Conference Session	<b>3:00pm</b> - Welcome Reception in the Expo Hall		<b>3:00pm</b> - Revenue & Supplier Portfolio Conference Session

# SESSIONS

WEDNESDAY, MARCH 11 - 11/03/2020

Channel Partners Conference & Expo

March 9-12, 2020  
The Venetian & Sands Expo  
Las Vegas

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## Registration

8:30am - 6:00pm  
Registration

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## Breakfast & Networking

8:30am - 8:50am  
Keynote Programming

*Open to all attendees.*

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## Keynote

8:50am - 9:00am  
Keynote Programming

*Open to all attendees.*

---

## Fastball

9:00am - 9:10am  
Keynote Programming

*Open to all attendees.*

---

## Keynote

9:10am - 9:45am  
Keynote Programming

*Open to all attendees.*

---

## Fastball

9:45am - 9:55am  
Keynote Programming

*Open to all attendees.*

---

## Keynote

9:55am - 10:20am  
Keynote Programming

*Open to all attendees.*

---

## Business Strategy Conference Session

10:25am - 11:10am  
Business Strategy Conference Track

*All Access pass or Conference & Expo pass required to attend this session.*

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## Cloud & Colo Conference Session

10:25am - 11:10am  
Cloud & Colo Conference Track

*All Access pass or Conference & Expo pass required to attend this session.*

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## Marketing & Technology Conference Session

10:25am - 11:10am  
Marketing & Technology Conference Track

*All Access pass or Conference & Expo pass required to attend this session.*

---

## Business Strategy Conference Session

11:20am - 12:05pm  
Business Strategy Conference Track

*All Access pass or Conference & Expo pass required to attend this session.*

---

## Cloud & Colo Conference Session

11:20am - 12:05pm  
Cloud & Colo Conference Track

*All Access pass or Conference & Expo pass required to attend this session.*

---

## Marketing & Technology Conference Session

11:20am - 12:05pm  
Marketing & Technology Conference Track

*All Access pass or Conference & Expo pass required to attend this session.*

---

## Lunch & Networking

11:40am - 12:00pm  
Keynote Programming

*Open to all attendees.*

---

## Keynote

12:00pm - 12:25pm  
Keynote Programming

*Open to all attendees.*

---

## Fastball

12:25pm - 12:35pm  
Keynote Programming

*Open to all attendees.*

---

## Keynote

12:35pm - 12:45pm  
Keynote Programming

*Open to all attendees.*

---

---

## Fastball

12:45pm - 12:55pm  
Keynote Programming

*Open to all attendees.*

---

## Keynote

12:55pm - 1:05pm  
Keynote Programming

*Open to all attendees.*

---

## Fastball

1:05pm - 1:15pm  
Keynote Programming

*Open to all attendees.*

---

## Keynote

1:15pm - 1:40pm  
Keynote Programming

*Open to all attendees.*

---

## Expo Hall Open

2:00pm - 6:00pm  
Expo Hall

*Open to all attendees and exhibitors.*

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## Pub Crawl in the Expo Hall

2:00pm - 6:00pm  
Networking

Discussing business over drinks is a tried-and-true way to make new connections — we're just making it more convenient! Visit participating exhibitors' booths during expo hall hours for a complimentary beverage.

*Open to all attendees and exhibitors.*

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# SESSIONS

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## Channel Partners Awards Show

5:00pm - 5:25pm  
Channel Partners Studio

Be part of the hubbub at Channel Partners Studio when we announce the winners of the Channel Partners Conference & Expo awards.

To start with, there's the Best in Show: Best New Exhibitor, Best Booth Design, Best Giveaway/Promotion and Best New Product. The Channel Partners audience votes for these awards, so be sure to cast your ballot on the mobile app or by stopping by the Channel Partners Booth.

Next up is Channel Maker, presented to exhibitors in three categories – carriers & cablecos, masters & distributors and next-gen solution providers – who went above and beyond in bringing their partners to the conference. Winners will be determined by who has the most expo passes booked using their dedicated code.

Finally, the Channel Partners Choice Awards will recognize vendors for innovations in their channel programs. Winners have been selected on the basis of nominations submitted by partners.

*Open to all attendees and exhibitors.*

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## Passport Drawing Announcement

5:55pm - 6:00pm  
Channel Partners Studio

*Open to all attendees and exhibitors.*

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## Circle of Excellence Awards Dinner

6:30pm - 8:00pm  
Networking

Introduced in 2013, the [Channel Partners Circle of Excellence](#) program recognizes IT and telecom channel leaders who are helping their partners create business value for customers. The Circle of Excellence honors executives for their vision, innovation and advocacy of the indirect channel during a time of transition and convergence.

*By invitation only.*



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TIME	BUSINESS STRATEGY CONFERENCE TRACK	CHANNEL PARTNERS STUDIO	CLOUD & COLO CONFERENCE TRACK	EXPO HALL	KEYNOTE PROGRAMMING	MARKETING & TECHNOLOGY CONFERENCE TRACK	NETWORKING	REGISTRATION
8:00AM					8:30am - Breakfast & Networking 8:50am - Keynote			8:30am - Registration
9:00AM					9:00am - Fastball 9:10am - Keynote 9:45am - Fastball 9:55am - Keynote			
10:00AM	10:25am - Business Strategy Conference Session		10:25am - Cloud & Colo Conference Session			10:25am - Marketing & Technology Conference Session		
11:00AM	11:20am - Business Strategy Conference Session		11:20am - Cloud & Colo Conference Session		11:40am - Lunch & Networking	11:20am - Marketing & Technology Conference Session		
12:00PM					12:00pm - Keynote 12:25pm - Fastball 12:35pm - Keynote 12:45pm - Fastball 12:55pm - Keynote			
1:00PM					1:05pm - Fastball 1:15pm - Keynote			
2:00PM				2:00pm - Expo Hall Open			2:00pm - Pub Crawl in the Expo Hall	

# SCHEDULE

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TIME	BUSINESS STRATEGY CONFERENCE TRACK	CHANNEL PARTNERS STUDIO	CLOUD & COLO CONFERENCE TRACK	EXPO HALL	KEYNOTE PROGRAMMING	MARKETING & TECHNOLOGY CONFERENCE TRACK	NETWORKING	REGISTRATION
3:00PM								
4:00PM								
5:00PM		<b>5:00pm</b> - Channel Partners Awards Show  <b>5:55pm</b> - Passport Drawing Announcement						
6:00PM							<b>6:30pm</b> - Circle of Excellence Awards Dinner	

# SESSIONS

THURSDAY, MARCH 12 - 12/03/2020

Channel Partners Conference & Expo

March 9-12, 2020  
The Venetian & Sands Expo  
Las Vegas

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## Registration

10:00am - 12:00pm  
Registration

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## Expo Hall Open

10:00am - 12:00pm  
Expo Hall

*Open to all attendees and exhibitors.*

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## Continental Breakfast

10:00am - 12:00pm  
Networking

*Open to all attendees and exhibitors.*

# SCHEDULE

THURSDAY, MARCH 12 - 12/03/2020

Channel Partners Conference & Expo

March 9-12, 2020  
The Venetian & Sands Expo  
Las Vegas

TIME	EXPO HALL	NETWORKING	REGISTRATION
10:00AM	10:00am - Expo Hall Open	10:00am - Continental Breakfast	10:00am - Registration