

# PCC 2016 Spring Conference

Sunday, May 1st

TIME

Hayes Foyer

3:00 - 6:00 pm

Registration Open

4:00 - 6:00 pm

Leadership Committee Meeting

*This schedule is subject to change*

# PCC 2016 Spring Conference

Monday, May 2nd

Hayes Ballroom						
Opening Session						
8:00 - 10:20 am	Dan Silverman, PCC Chairman 8:00 - 8:15 Steve Biondi, Global Channel Chief & Joe Lohmeier, VP Worldwide Partner Organization (Includes Q&A) 8:15 - 9:00 Mo Nezarati, VP & GM UC Applications (Includes Q&A) 9:00 - 10:00 CTDI, Event Sponsor (Includes Q&A) 10:00 - 10:20					
10:20 - 10:35 am Break						
General Session						
10:35 - 12:20 pm	Adam Cole, TelAgility CEO - UcaaS and TelAgility Hosted Offer (Includes Q&A) 10:35 - 10:50 Mike Kuch & Tj Kohli, Segment Leadership Group Leaders for Cloud (Includes Q&A) 10:50 - 11:35 Mark Monday, VP & GM Team Engagement Platforms (Includes Q&A) 11:35 - 12:20					
12:20 - 1:20 pm Lunch						
Silver Creek Restaurant						
	Morgan Hill	Madrone	Monterey	San Martin	Live Oak	San Juan
1:20 - 2:35 pm	SMEC Mid Market - IP Office Product and Roadmap  <i>Craig Iwata</i>	Contact Center Breeze (EDP)  <i>Yolanda Schwartz, Brian Baumgart &amp; Valerie Heath</i>	Avaya One Source Opportunity to Order Roadmap  <i>Dan Evans</i>	Documentation, Training & Certification - Delta Training & Impact on Current Credentials; Updates in Certifications  <i>Linda Thompson &amp; Tim Chapman</i>	SDN Fx Workshop  <i>Sam Western &amp; Kelly Driscoll</i>	IPOCC Design Bootcamp  <i>Tim Richter &amp; Greg Hill</i>
2:35 - 2:50 pm Swap Over Period						
2:50 - 4:05 pm	SMEC Mid Market - IP Office R&D  <i>Praveen Reddyreddy</i>	Contact Center - Roadmap  <i>Karen Hardy</i>	Avaya One Source Roadmap Increasing Revenue through Self-Service & Automation for PoS Configurations  <i>Dan Evans</i>	Documentation, Training & Certification - Avaya Learning Enhancements  <i>Linda Thompson &amp; Tim Chapman</i>	SDN Fx Workshop  <i>Sam Western &amp; Kelly Driscoll</i>	IPOCC Design Bootcamp  <i>Tim Richter &amp; Greg Hill</i>
4:05-4:20 pm Break						
4:20 - 5:35 pm	SMEC Mid Market - IP Office Release 10.0  <i>Craig Iwata</i>	Contact Center - Elite/EMC  <i>Brian Baumgart</i>	Avaya One Source Roadmap Increasing Revenue through Self-Service & Automation for Maintenance Service PoS & Renewals  <i>Paul Tucker</i>	Canadian Task Force  <i>David Chessie</i>	SDN Fx Workshop  <i>Sam Western &amp; Kelly Driscoll</i>	IPOCC Design Bootcamp  <i>Tim Richter &amp; Greg Hill</i>
6:00 - 8:30 pm PCC Technology Demo Night						

# PCC 2016 Spring Conference

Tuesday, May 3rd

Hayes Ballroom							
General Session							
8:00 - 10:50 am	Smart Digital World - David Wetzel, Avaya Directr Networking Specialists 8:00 - 8:45 Morag Lucey, Chief marketing Officer (Includes Q&A) 8:45 - 9:45 ScanSource (Includes Q&A) 9:45 - 9:55 Avaya Connectivity and Diagnostics, Carl Knerr (Includes Q&A) 9:55 - 10:25 Guy Gadnir, Director Business Development, Video Engagement Solutions 10:25-10:30 Xima (Includes Q&A) 10:30 - 10:40 IR Prognosis (Includes Q&A) 10:40 - 10:50						
10:50 - 11:00 am Break							
Morgan Hill	Madrone	Monterrey	San Martin	Live Oak	San Juan	Hayes Ballroom	
11:00 - 12:15 pm	SMEC Mid Market - IP Office IPOCC and ACCS  <i>Tim Richter</i>	Contact Center - Certification Preparation - CC Enterprise Sales & Design Delta (Session 1 of 5) <i>Brian Baumgart</i>	Avaya One Source Roadmap for Increasing Revenue with License Tools & Processes (SMT & AIA) <i>Paul Tucker &amp; Joy Sloan</i>	UC Core - Avaya Aura 7.X <i>Jeff Ridley</i>	SDN Fx Workshop <i>Sam Western &amp; Kelly Driscoll</i>	IPOCC Design Bootcamp <i>Tim Richter &amp; Greg Hill</i>	Avaya Self-Service Tools/Web Evolution <i>Mike Sale &amp; Ken Spangler</i>
12:15 - 1:00 pm Lunch Silver Creek Restaurant							
1:00 - 2:15 pm	SMEC Mid Market - IP Office Cloud Solutions  <i>Mike Kuch</i>	Contact Center - Certification Preparation - CC Enterprise Sales & Design Delta (Session 2 of 5) <i>Brian Baumgart</i>	Avaya One Source Roadmap for Increasing Revenue through Self-Service Automation for Simple Mid Market Quotation <i>Paul Tucker &amp; Dan Evans</i>	Messaging Porfolio Updates & Life-cycle Changes <i>Roger Brassard</i>	SDN Fx Workshop <i>Sam Western &amp; Kelly Driscoll</i>	IPOCC Design Bootcamp <i>Tim Richter &amp; Greg Hill</i>	Avaya Professional Services <i>Sonjeev Gupta</i>
2:15 - 2:30 pm Swap Over Period							
2:30 - 3:45 pm	SMEC Mid Market - IP Office Support Services (IPOSS)  <i>Stacey Gallanis</i>	Contact Center - AACC & ACCS Part 1 <i>Stephanie Long</i>	Avaya One Source Roadmap for Increasing Revenue through Self-Service Automation for Full Stack Mid Market Quotation	Messaging Roadmap <i>Roger Brassard</i>	SDN Fx Workshop <i>Sam Western &amp; Kelly Driscoll</i>	IPOCC Design Bootcamp <i>Tim Richter &amp; Greg Hill</i>	OPEN
3:45 - 4:00 pm Break							
4:00 - 5:15 pm	SMEC Mid Market - Streamlining the Proccess R10 Process Enablement  <i>Paul Tucker</i>	Contact Center - AACC & ACCS Part 2 <i>Stephanie Long</i>	Increasing Revenue through Integrating Network Attach for Enteprise & Mid Market Solutions in One Source inc. SA Service Offer <i>Paul Tucker &amp; Joy Sloan</i>	Officelinx - Product Details, Positioning, and Migration Options <i>Roger Brasard</i>	SDN Fx Workshop <i>Sam Western &amp; Kelly Driscoll</i>	IPOCC Design Bootcamp <i>Tim Richter &amp; Greg Hill</i>	OPEN

# PCC 2016 Spring Conference

Wednesday, May 4th

TIME	Morgan Hill	Madrone	Monterey	San Martin	Live Oak	San Juan
8:00 - 9:15 am	SMEC Mid Market - IP Office Backbone Support <i>Gord Galletti</i>	Contact Center - Certification Preparation - CC Enterprise Sales & Design Delta (Session 3 of 5) <i>Brian Baumgart</i>	Increasing Revenue through Definity/Aura upgrades to Ris 7 CM 'tech-transfer' Session <i>Joy Sloan</i>	New Product Introduction TF - NPI Panel Discussion <i>Barbara Augun &amp; Therese Osteermann</i>	Collaboration in the 21st Century <i>Guy Gadnir</i>	IPOCC Design Bootcamp <i>Tim Richter &amp; Greg Hill</i>
9:15 - 9:30 am <i>Swap Over Period</i>						
9:30 - 10:45 am	SMEC Mid Market - IP Office R10 Support and Tips <i>Gord Galletti</i>	Contact Center - Certification Preparation - CC Enterprise Sales & Design Delta (Session 4 of 5) <i>Brian Baumgart</i>	Configuration & Tools One Source - Avaya One Source Increasing Revenue <i>Joy Sloan</i>	Data TF - New ERS 5900 & WLAN9100 Session 1 <i>Sam Western</i>	Distribtution and Logistics Operation Taskforce <i>Susan Beaver</i>	IPOCC Design Bootcamp <i>Tim Richter &amp; Greg Hill</i>
10:45 - 11:00 am <i>Break</i>						
11:00 - 12:15 pm	SMEC Mid Market - Task Force Wrap-Up <i>Stacey Gallanis, Chuck Rogers &amp; Gord Galletti</i>	Contact Center - POM <i>Thim Richter, Yolanda Schwartz &amp; Brian Baumgart</i>	CTTF Partner Feedback Session <i>Drew Totten &amp; Paul Tucker</i>	Data TF - New ERS 5900 & WLAN9100 Session 2 <i>Sam Western</i>	Avaya Connect Program Update: Invest in Growth & Enhanced Co-Delivery Program <i>John Colvin &amp; Michele Blazier</i>	IPOCC Design Bootcamp <i>Tim Richter &amp; Greg Hill</i>
12:15 - 1:15 pm <i>Lunch</i>						
<b>Hayes Ballroom</b>						
Election & Bylaw Changes Dan Silverman, PCC Chairman						
1:45 - 2:00 pm <i>Swap Over Period</i>						
	Morgan Hill	Madrone	Monterey	San Martin	Live Oak	San Juan
2:00 - 3:15 pm	Partner Quality Index <i>Ken Allen &amp; Tom Wagg</i>	Contact Center - Next Generation Reporting <i>Vidya Balasubramanian, Brian Baumgart &amp; Rod THompson</i>	SAL SHA2 Migration and Hosted Concentrator Offer <i>Carl Knerr</i>	OPEN	Services Offers Overview <i>Stacey Gallanis &amp; Camille Lewis</i>	IPOCC Design Bootcamp <i>Tim Richter &amp; Greg Hill</i>
3:15 - 3:30 pm <i>Break</i>						
3:30 - 4:45 pm	New Product Introduction TF - Avaya Cloud Application Link (ACAL) <i>Roger Brassard</i>	Contact Center - WFO Select <i>Brian Baumgart &amp; Tac Berry</i>	Engineering & Solutions Task Force - Session 2 <i>OPEN</i>	OPEN	OPEN	IPOCC Design Bootcamp <i>Tim Richter &amp; Greg Hill</i>
<b>Hayes Ballroom</b>						
Executive Panel - Homework Q & A Avaya BoD Alethea Stern - Therese Ostermann Terry O'Dowd - Ken Allen Tom Jencz - John Colvin						
4:45 - 5:15 pm						
6:30 - 9:30 <i>PCC Closing Event</i>						

# PCC 2016 Spring Conference

Thursday, May 5th

TIME	Morgan Hill	Madrone	Monterey	San Martin	Live Oak	San Juan
8:30 - 9:45 am	Deep Dive in Partner Value of Avaya Support Tools (SAL, EXPERTS & More)  Carl Knerr	Contact Center - Certification Preparation - CC Enterprise Sales & Design Delta (Session 5 of 5) Brian Baumgart	UC Core - Intruccion to Avaya Aura  Jeff Ridley	IPO vs. Avaya Aura 7 - Which Solution Fits  Joy Sloan	OPEN	IPOCC Design Bootcamp  Tim Richter & Greg Hill
9:45 - 10:00 am <i>Swap Over Period</i>						
10:00 - 11:15 am	OPEN	Contact Center - Certification APSS or APDS CC Testing	UC Core - Feedback Session  Jeff Ridley	OPEN	OPEN	IPOCC Design Bootcamp  Tim Richter & Greg Hill
11:15 - 11:30 am <i>Break</i>						
<b>Hayes Ballroom</b>						
11:30 - 1:00 pm	Closing Session Committee & TF Wrap-UP Dan Silverman, PCC Chairman					
1:00 - 2:00 pm <i>Lunch</i> <i>Silver Creek Restaurant</i>						