



PEOPLE  
PURPOSE  
PASSION



GLOBAL SALES SUMMIT



February 2021

# Agenda Day 1

<b>Welcome</b>	<b>5 min</b>	<b>6:00</b>	<b>Phil</b>
<b>Theme</b>	<b>3 min</b>	<b>6:03</b>	<b>Sandra</b>
<b>Motivational Speaker</b>	<b>30 min</b>	<b>6:08</b>	<b>Justin Cohen</b>
Break	5 min	6:38	
<b>Session 1</b>	<b>25 min</b>	<b>6:43</b>	<b>Strategic Business Imperatives (Jaco)</b>
<b>Session 2</b>	<b>15 min</b>	<b>7:08</b>	<b>The Numbers (Johan)</b>
<b>Session 3</b>	<b>25 min</b>	<b>7:23</b>	<b>Growth Strategy &amp; Sales Support Structure (Sandra)</b>
Break	5 min	7:48	
<b>Session 4</b>	<b>65 min</b>	<b>7:53</b>	<b>Making you succeed</b>
Industry Experts	15 min	8:03	Paulo
L&D	20 min	8:18	Terence & Nicole
Remote Selling	30 min	8:38	Andy Preston
<b>Closing Remarks</b>	<b>2 min</b>	<b>8:58</b>	<b>Sandra</b>

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# Agenda Day 2

<b>Welcome &amp; Recap</b>	<b>5 min</b>	<b>6:00</b>	<b>Sandra</b>
<b>Session 1</b>	<b>25 min</b>	<b>6:05</b>	<b>IDC Global ICT Market Outlook (Mark)</b>
Break	5 min	6:30	Quiz
<b>Session 2</b>	<b>25 min</b>	<b>6:35</b>	<b>Connected Platforms &amp; Systems (Paulo)</b>
<b>Session 3</b>	<b>20 min</b>	<b>7:00</b>	<b>Connected Society (Deirdre)</b>
<b>Session 4</b>	<b>10 min</b>	<b>7:20</b>	<b>Trusted Advisor (JP)</b>
Break	10 min	7:30	Break
<b>Session 5</b>	<b>25 min</b>	<b>7:40</b>	<b>Why growing Channel is key (Harald)</b>
<b>Session 6</b>	<b>20 min</b>	<b>8:05</b>	<b>ISV Opportunity (TJ)</b>
<b>Session 7</b>	<b>15 min</b>	<b>8:25</b>	<b>Account Management &amp; Channel Engagement (Brandon)</b>
	<b>15 min</b>	<b>8:40</b>	<b>SYSPRO 8 Customer Showcase (Rhodes Food)</b>
<b>Closing Remarks (Q&amp;A)</b>	<b>5 min</b>	<b>8:55</b>	<b>Phil &amp; Sandra</b>

# THANK YOU

