Partner Academy London

Tuesday 26th September from 10:30

Agenda

Tanium Partner Academy London					
10:30	Registration and Welcome Coffee				
General Session Begins					
11:00	Welcome | Stuart Robson-Frisby – RVP, EMEA Channels				
11:10	North Business Overview | Steve Hamilton				
11:30	Driving Customer Outcomes | Todd Palmer – SVP, Partner Sales				
12:00	Demonstrating Business Value through Services | Dylan DeAnda - Vice President, Partner Services				
12:30	Lunch and Networking Session				
13:30	Ideal Customer				
14:00	Product Innovation and Roadmap | Chris Vaughn – Vice President, Technical Account Management and Enterprise Services, EMEA				
14:30	Afternoon Plan & Close of General Session | Stuart Robson-Frisby – RVP, EMEA Channels				
14:45	Break and Networking Session				
Breakouts Begin					
Demo Qualification		Executive Session		Technical Labs	
15:00	Introduction to Demo Qualification	15:00	Introduction to Executive Track	15:00	Introduction to Technical Labs
15:15	Demo Qualification	15:15	ROI Calculator Overview	15:15	Technical Lab on Patch Management
15:45	Tanium Gold Standard Demo Example	15:45	Customer Problems We Can Solve Together		
16:15	Handling Common Questions & Objectives	16:15	Executive Fireside Chat		
17:00	Canapés, Drinks and Networking Session				
19:00	Formula One Arcade				