

WINNING TOGETHER

EMEA EM Virtual Partner Conference

16th November 2021

9.30am GMT/10.30am CET – 12.30pm GMT/1.30pm CET.

Title	Presenter
Welcome	Ehab Kanary , VP, Emerging Markets Enterprise Sales
Creating Lasting Connections	Ernie Pickens , SVP, Global Enterprise Sales
Network of the Future – Lessons from a Volatile Year	John Schmidt , VP and Segment Leader for Infrastructure
Thriving on Global Challenge – Technology Progression and Trends	Jason Reasor , Enterprise Strategy Director
Preparing for the MTDC future – Trends, Business model and Opportunities	Bas Mondria , MTDC Account Manager Richard Dobbie EMEA Account Manager, DC, MTDC
Coffee break	
PartnerPRO Network: Unique Opportunity – Why CommScope	Craig Doyle , Director European Channel Sales
<ul style="list-style-type: none">Global and Local Capabilities	Pat Thompson , VP, Product Line Management

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<ul style="list-style-type: none"> Leveraging the 5G Wave: DAS and Small Cell 	Darla Braun , VP, DAS & Small Cell Sales & Business Development
<ul style="list-style-type: none"> Sustainability 	Rogier den Boer , Regional Director - Benelux
Fueling a Successful Channel	Craig Doyle , Director European Channel Sales
Application Base Selling and the Era of the Digital Engineer	Simone Vieira , Director for Systems Engineer - Europe Arne Parneby , Principal Systems Engineer, Nordics Simon Williams , Systems Engineer (Ruckus), UK and Ireland
Keynote: Where Technology Is Taking My Customer in the Next 3 Years	David Rowan , former UK editor in-chief for WIRED Magazine, author, advisor and investor in 60+ tech startups
Live Q&A	Mahmoud Elmadhoun , Systems Engineering Lead, Emerging EMEA Harun Cakin Sales Director – Gulf and Turkey Cluster Bilal Mawzi Sales Director – KSA & Bahrain Haytham Rabie Sales Director – Egypt Cluster and SSA Arkadiusz Klimcza Sales Director – Eastern Europe Roman Kitaev , Sales Director - Russia
Close	Ehab Kanary , VP, Emerging Markets Enterprise Sales