

# WINNING TOGETHER

## EMEA EM Virtual Partner Conference

16<sup>th</sup> November 2021

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

Title	Presenter
Welcome	<b>Ehab Kanary</b> , VP, Emerging Markets Enterprise Sales
Creating Lasting Connections	<b>Ernie Pickens</b> , SVP, Global Enterprise Sales
Network of the Future – Lessons from a Volatile Year	<b>John Schmidt</b> , VP and Segment Leader for Infrastructure
Thriving on Global Challenge – Technology Progression and Trends	<b>Jason Reason</b> , Enterprise Strategy Director
Preparing for the MTDC future – Trends, Business model and Opportunities	<b>Bas Mondria</b> , MTDC Account Manager <b>Richard Dobbie</b> EMEA Account Manager, DC, MTDC
<b>Coffee break</b>	
PartnerPRO Network: Unique Opportunity – Why CommScope	<b>Craig Doyle</b> , Director European Channel Sales
• Global and Local Capabilities	<b>Pat Thompson</b> , VP, Product Line Management

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