datto

Sales and Marketing Track Agenda

Time	Session	Speaker
Wednesday June 4th		
1:30pm-2:00pm	DR/BC Go to Market Sales Strategies	Gary Bixler
2:00pm-2:30pm	The Power of Peer Groups?	Arlin Sorenson
2:30pm-3:15pm	How to Market the Cloud	Randy Wear
3:15pm-3:30pm	Break	
3:30pm-4:00pm	How to Price and Sell a HIPAA Compliance Assessment	Mike Semel
4:00pm-4:30pm	Closing the Deal, How Datto Can Help	Rob Rae
Thursday June 5th		
3:15pm-4:15pm	Stay Ahead of Your Competition and In Front of Your Customers	Ryan Morris
4:15pm-5:15pm	Create and Execute a Marketing Plan That Works	Herman Pool
5:15pm-5:30pm	Break	
5:30pm-6:30pm	Panel: Top Datto Partners Share	Rob Rae

