

MORGAN SCHAFFER TECHNICAL CONFERENCE ASIA OCTOBER 7-10, 2013

	Oct-06	Oct-07					Oct-08					Oct-09					Oct-10
	SUNDAY	MONDAY					TUESDAY					WEDNESDAY					THURSDAY
		Core program					Core program					Core program					Core program
6:45 -7:50		BREAKFAST BANANA LEAF					BREAKFAST BANANA LEAF					BREAKFAST BANANA LEAF					BREAKFAST BANANA LEAF
7:50 - 8:00							OVERVIEW OF PREVIOUS DAY EVENTS					OVERVIEW OF PREVIOUS DAY EVENTS					OVERVIEW OF PREVIOUS DAY EVENTS
8:00 - 9:00		Opening address					Calisto 2 & Calisto Manager					Inside View					White Paper Presentaiton
		Nadine Stojanoff					Catalin Bilan					Vision, Sales Strategy & Implementation					Steve Brauer
		(President Keynote address)										Serge Gutieres					
																	Case Studies (30 min ea)
9:00 - 10:00		MS Stragety					Calisto 9 Principles of Operation					Inside View, future platform and phases					1. HK Electric by Damien Wong
		May Scally					Steve Brauer					Michel Veillette					2. MEW Service contract by Ajay Chikermane
10:00 -10:15		BREAK IN FOYER					BREAK IN FOYER					BREAK IN FOYER					BREAK IN FOYER
10:15 -11:15		Marketing Strategy					Sales Stragety					Innovation & Market Research					Case Studies
		Nadine Stojanoff					Q&A					Getting input from agent questions ahead					3. Siam Yamoto by Nop Puttavibul
							Mathieu Guertin										
11:15 - 12:15		Accuracy										New products presentation (30 min)					
		Mathieu Guertin										Steve Brauer					
																	Synopsis and Sales Techniques
12:15 -1:00		LUNCH ON PREMISES					LUNCH ON PREMISES					LUNCH ON PREMISES					
																	Wrap up
		Elective Advanced Courses					Elective Advanced Courses					Elective Advanced Courses					Certificate
		Lotus A	Lotus B	Library	Tawann room	Lilly	Lotus A	Lotus B	Library	Tawann room	Lilly	Lotus A	Lotus B	Library	Tawann room	Lilly	Closing address
1:00 - 2:00		Workshop	Integrated	Advanced	Workshop	MS vs GE	Workshop	Integrated	Workshop	Workshop	Myrkos vs Severon	Workshop	MS vs Hydrocal	Calisto 9	Integrated	Inside View	LUNCH ON PREMISES (12:30-1:15)
		& PPT	Marketing	Workshop	& PPT	Technical and	& PPT	Marketing	Calisto 5 & 9	& PPT	Technical and	& PPT	& other competitors	Review	Marketing	Demo	
		Myrkos	Tools	Calisto 5 & 9	Lab service	commercial	Myrkos	Tools	Radu	Lab service	commercial	Myrkos	Technical and	Catalin	Tools	Michel	
		Radu	Nadine	Catalin	Miguel	comparison	Catalin	Nadine		Miguel	comparison	Radu	commercial		Nadine	(max 8 ppl)	
2:00 - 3:00				*Appointed		Serge			(max 10 ppl)		Serge		comparison	(max 10 ppl)			
		(max 15 ppl)	(max 20 ppl)	individuals only	(max 10 ppl)		(max 15 ppl)	(max 20 ppl)		(max 10 ppl)		(max 15 ppl)	Serge		(max 10 ppl)	Inside View	
				(max 10 ppl)		(max 10 ppl)					(max 10 ppl)		(max 20 ppl)			Demo	
																Michel	
																(max 8 ppl)	
3:00 -3:15		BREAK IN FOYER					BREAK IN FOYER					BREAK IN FOYER					
3:15 - 4:15		Myrkos	Customer Service	Advanced	Workshop	MS vs GE	Myrkos	Customer Service	Workshop	Inside View	Myrkos vs Severon	Myrkos	Myrkos vs TransportX	Calisto 2	Customer Service	Inside View	
		(continues)	RMA	Workshop	& PPT	Technical and	(continues)	RMA	Calisto 5 & 9	Demo	Technical and	(continues)	& other competitors	Review	RMA	Demo	
			Q & A	Calisto 5 & 9	Lab service	commercial		Q & A	Radu	Michel	commercial		Technical and	Catalin	Q & A	Michel	
			Lubin	Catalin	Miguel	comparison		Lubin		comparison			commercial		Lubin	(max 8 ppl)	
				*Appointed		Serge			(max 10 ppl)	(max 10 ppl)	Serge		comparison	(max 10 ppl)			
4:15 - 5:15			(max 20 ppl)	individuals only	(max 10 ppl)			(max 20 ppl)					Serge		(max 10 ppl)	Inside View	
				(max 10 ppl)		(max 10 ppl)					(max 10 ppl)					Demo	
													(max 20 ppl)			Michel	
															(max 8 ppl)		
6:00 p.m.	WELCOME	PREGO ITALIAN RESTAURANT (AT 7 PM)					TawaNN RESTAURANT (AT 7 PM)					ON YOUR OWN TO EXPLORE					
	RECEPTION																
	Beach BBQ																
	CONTEST																