Asia Pacific Kickoff Meeting Agenda

Day 1 – Wed, Feb 15 Review 2017 business plan with each partner and to learn on their plans and needs

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|  | Meeting with | Present |
| 09:00 – 09:45 | Paper Graphic | Doug Gilbertson |
| 09:45 – 10:30 | Lino Group | Anastasiou & Chavouzis |
| 10:30 – 11:15 | Multistation | Clément Boutet |
| 11:15 – 12:00 | 3Dru | Sergey Drozhzhin |
| 12:00 - 13:00 | Lunch |  |
| 13:00 – 13:45 | Visutech | Christian Magnusson |
| 13:45 – 14:30 |  |  |
| 14:30 – 15:15 |  |  |
| 15:15 – 16:00 |  |  |
| 16:00 – 16:45 | Matset | Can & Ayhan |
| 16:45 – 17:30 | Global Imaging | Greg Lamb |
| 17:30 – 18:00 | 1. Massivit Company + company tour 2. The Massivit 3D Printer & Technology | Avner Israeli +  Sharon |
| 18:00 – 18:30 | 1. The 3D printing world | Lilach |
| 19:00 - 22:00 | Welcome Dinner |  |

Day 2 – Thu, Feb 16 Massivit Training & Presentations

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| Time | Detail | Presenter |
| 08:00 - 08:15 | 1. Hotel pick up |  |
| 09:00 – 11:00 | 1. Visit at ES Digital |  |
| 11:00 – 11:45 | 1. Selling Massivit The vision for 3D in WF | Erez |
| 11:45 - 12:15 | 1. Target applications + WF+ Finishing + demonstration wrapping by Ido | Lilach |
| 12:15 – 12:45 | 1. Target customers +Winning a sale – Sales study   Watch out from the traps | Erez |
| 12:45 – 13:45 | Lunch |  |
| 13:45 – 14:45 | 1. Customer Support | Golan |
| 14:45 – 15:15 | 1. Sales Management   Sales organization chart  Lead management  ZOHO, how to report to Massivit pipe line  Sample Ordering | Erez |
| 15:15 – 15:45 | Cofee Break + Group Photo |  |
| 15:45 – 16:15 | 1. Massivit Marketing Materials   Web, Social media…, Training plan | Lilach |
| 16:15 – 16:45 | 1. Competition & alternative solutions & Sales obstacles | Sharon |
| 16:45 – 17:15 | 1. Case Study | Lilach |
| 17:15 – 17:45 | 1. Case Study 3 – ES Chita | Golan |
| 17:45 – 18:30 | 1. Day Summary | Avner |
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\* NTG only arrives at 19:30

\* LFP – Poland arrives Feb 15 on 15:20