AGENDA

NORTHEAST REGION - FALL QBR FY18

**Monday, September 11th**

|  |  |  |  |
| --- | --- | --- | --- |
| **Time** | **Task** | **Location** | **Attendees** |
| 11:30am-12:00pm | Arrival | Le Meridien Hotel- 421 Arch Street | NE Regional Managers |
| 12:00pm-1:00pm | Lunch | Ballroom Salon 2 | NE Regional Managers |
| 1:00pm-3:00pm | Area Reviews | Ballroom Salon 1 | NE Regional Managers |
| 3:00pm-3:15pm | **Break** | | |
| 3:15pm-4:30pm | Emerging Product Initiatives | Ballroom Salon 1 | NE Regional Managers |
| 4:30pm-5:30pm | Open Discussion- Priorities, Personnel, etc. | Ballroom Salon 1 | NE Regional Managers |
| 6:30pm-9:00pm | Welcome Reception | Atrium | All Associates |

**Tuesday, September 12th**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Time** | **Task** | **Location** | **Attendee** | |
| 6:45am | Breakfast | Atrium | All Associates | |
| 7:30am-8:00am | Kickoff | Atrium | All Associates | |
| **Round-Robin First Cycle** | | | | |
| **Time** | **Area Review**  Gallery  Lobby Level | **Big Picture**  Salon Ballroom 1 | **Mic Droppers**  Salon Ballroom 2 | **Innov. Labs**  Abele Library |
| 8:00am-9:45am | NE ENT | NE STR | NYC STR | MA ENT |
|
|
|
| 9:45am-10:00am | **Break** | | | |
| **Round-Robin Second Cycle** | | | | |
| **Time** | **Area Review**  Gallery  Lobby Level | **Big Picture**  Salon Ballroom 1 | **Mic Droppers**  Salon Ballroom 2 | **Innov. Labs**  Abele Library |
| 10:00am-11:45m | MA ENT | NE ENT | NE STR | NYC STR |
|
|
|
| 11:45am-1:00pm | **Lunch - Served in the Atrium** | | | |
| **Round-Robin Third Cycle** | | | | |
| **Time** | **Area Review**  Gallery  Lobby Level | **Big Picture**  Salon Ballroom 1 | **Mic Droppers**  Salon Ballroom 2 | **Innov. Labs**  Abele Library |
| 1:00pm-2:45pm | NYC STR | MA ENT | NE ENT | NE STR |
|
|
|
| 2:45pm-3:00pm | **Break** | | |  |
| **Round-Robin Fourth Cycle** | | | | |
| **Time** | **Area Review**  Gallery  Lobby Level | **Big Picture**  Salon Ballroom 1 | **Mic Droppers**  Salon Ballroom 2 | **Innov. Labs**  Abele Library |
| 3:00pm-4:45pm | NE STR | NYC STR | MA ENT | NE ENT |
|
|
|
| 5:00pm-5:15pm | **Wrap-up** | | |  |
| **Time** | **Task** | **Location** | **Attendees** | |
| 6:30pm-9:00pm | Team Outing  *Buses depart promptly 5:45pm* | Location to be announced | All Associates & NetApp Team | |

**Wednesday, September 13th**

|  |  |  |  |
| --- | --- | --- | --- |
| **Time** | **Task** | **Location** | **Attendees** |
| 7:00am | Breakfast | Abele Library | All Associates |
| 8:00am-9:00am | RM Address  (Metrics, Observations, Spiffs, Expectations) | Trumbauer Grand Ballroom | All Associates |
| 9:00am-10:00am | Openshift - Engagement Insights | Trumbauer Grand Ballroom | All Associates  Speakers: Joe Fernandes & Team |
| 10:00am-10:15am | **Break** | | |
| 10:15am-11:15am | Industry Trends & Executive Language | Trumbauer Grand Ballroom | All Associates  Speakers: Ginny Hamilton, Brent Holden |
| 11:15am-12:15pm | Rep Perspectives | Trumbauer Grand Ballroom | All Associates  Speakers: Ned Curley John Kroeger, Eddie Mott |
| 12:15pm-1:15pm | Lunch | Abele Library | All Associates |
| 1:15pm-2:00pm | Dangers of Upstream Opensource (IDC) | Trumbauer Grand Ballroom | All Associates |
| 2:00pm-2:30pm | Partner Profile - NetApp | Trumbauer Grand Ballroom | All Associates |
| 2:30pm-3:00pm | Sales Enablement | Trumbauer Grand Ballroom | All Associates  Speaker: Jenny Wright |
| 3:00pm-3:15pm | **Break** | | |
| 3:15pm-3:45pm | Customer References | Trumbauer Grand Ballroom | All Associates  Speaker: Lauren Smith |
| 3:45pm-4:30pm | Marketing & Lead Gen | Trumbauer Grand Ballroom | All Associates  Speakers: Kellee McGolipin, Brian Keleher |
| 4:30pm-5:00pm | CEE Update | Trumbauer Grand Ballroom | All Associates  Speakers: Dave Stanley |
| 6:00pm-9:00pm | Team Dinner and Awards | R2L Restaurant  50 S 16th Street  *Walkable from hotel* | All Associates |