



WorkSpan
Ecosystem Cloud

ECOSYSTEM CLOUD SUMMIT

SPONSORED BY:



Date: October 3, 2019

Location: Two Premier Plaza - Atlanta, GA

Agenda

START TOPIC

3:30 P **REGISTRATION & NETWORKING**

4:00 P **WELCOME**

4:30 P **ECOSYSTEM PARTNERING IN THE MID-MARKET
FOR UPSELL/CROSS-SELL AND GROWTH**

RYAN THOMAS, VP, NORTH AMERICA MID-MARKET SALES, REDHAT

5:00 P **PANEL** | PARESH PATEL, VP, PROFESSIONAL SERVICES, SALESLOFT
MATT ALVAREZ, HEAD OF CONSULTING PARTNERSHIPS, SALESLOFT

5:30 P **BREAK & NETWORK**

6:00 P **ECOSYSTEM PARTNERING IN FINTECH**

JOY WILDER LYBEER, SVP ENTERPRISE CHANNEL LEADER, EQUIFAX

6:30 P **ECOSYSTEM & ALLIANCE BEST PRACTICES:
MEASURING VALUE BEYOND REVENUE IN ECOSYSTEMS**

LORIN COLES, FOUNDER, ALLIANCESPHERE

JAN TWOMBLY, PRESIDENT, THE RHYTHM OF BUSINESS

7:00 P **ROUNDUP**

7:10 P **RECEPTION AND PROFESSIONAL NETWORKING**



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About WorkSpan:

WorkSpan is the Category Leader for Ecosystem Cloud. With Ecosystem Cloud, our customers are capturing a disproportionate share of the Ecosystem Economy—and you can too. Join the WorkSpan network where alliance, channel, and ecosystem leaders connect, co-create, co-market, co-sell, measure, and scale with their ecosystem partners in a single, secure network to grow business together.

www.WorkSpan.com