



# VIRTUAL SUMMIT

OCTOBER 7-8  
**2020**

[goavant.net/virtual](http://goavant.net/virtual)

Join from the Auditorium or click to add sessions to your calendar.

## DAY ONE - WEDNESDAY, OCTOBER 7TH

**12:00 EST - EXPO HALL OPENS**

**12:00 EST - AVANT BOOK CLUB**

12:00 EST - *Lone Survivor*, Marcus Luttrell  
12:20 EST - *The HERO Effect*, Kevin Brown  
12:40 EST - *A Place of Yes*, Bethenny Frankel

**1:00 EST - ALLIANCE OF CHANNEL WOMEN KEYNOTE EVENT**

Bethenny Frankel - Best-Selling Author & Entrepreneur

**2:00 EST - OPENING KEYNOTE**

Drew Lydecker - President, AVANT

**Guest Speakers**

Eric Yuan - Founder & CEO, Zoom  
Ryan Azus - CRO, Zoom  
Rory Read - CEO, Vonage

**UCaaS Panel**

8x8, Dialpad, LogMeIn, Mitel, Vonage, & Zoom

**3:30 EST - BREAK**

**3:50 EST - GUEST SPEAKERS**

Dan O'Connell - CRO, Dialpad  
Tiago Paiva - CEO, Talkdesk

**CCaaS Panel**

Five9, Genesys, NICE InContact, RingCentral, & Talkdesk

**AVANT Awards Ceremony**

**KEYNOTE**

Marcus Luttrell - *The Lone Survivor*,  
Former Navy SEAL - *Sponsored by 8x8*

**5:30 EST - BREAK**

**5:45 EST - CELEBRITY CHEF EXPERIENCE**

Bobby Flay - Celebrity Chef & Entertainer  
*Sponsored by Fuze*

## DAY TWO - THURSDAY, OCTOBER 8TH

**10:30 EST - KEYNOTE**

Kevin Brown - Best-Selling Author & Motivational Speaker  
*Sponsored by Performive*

**KEYNOTE**

Mark Hawkins - President & CFO, Salesforce

**Customer Panel**

Red Hat, Blackbaud, & Revere Plastic Systems

**Guest Speakers**

Brian Bischoff - SVP, Genesys Cloud Solutions, Genesys  
Jesse Emerson - VP, Managed Security Services, Trustwave

**WAN Panel**

CBTS, Comcast, Masergy, Oracle, Spectrotel,  
& Warner Telecom

**12:35 EST - BREAK**

**12:50 EST - BREAKOUT SESSIONS 1**

**1:45 EST - BREAKOUT SESSIONS 2**

**2:40 EST - BREAKOUT SESSIONS 3**

**3:25 EST - BREAK**

**3:40 EST - KEYNOTE**

Ian Kieninger - CEO, AVANT

**Guest Speaker**

Paul Jarman - CEO, NICE InContact

**Cloud Panel**

Evolve IP, Flexential, Rackspace, Rapidscale, & SADA

**Security Panel**

Armor, CATO, Ntirety, & Trustwave

**5:00 EST - CLOSING KEYNOTES & TRUSTED ADVISOR TANK**

Robert Herjavec - Entrepreneur, Author,  
Star of Shark Tank - *Sponsored by NICE InContact*  
Daymond John - Entrepreneur, Author,  
Star of Shark Tank - *Sponsored by NICE InContact*

**6:00 EST - POKER LESSONS**

Phil Hellmuth - Poker Hall of Fame  
*Sponsored by Palo Alto*

**6:30 EST - AVANT CHARITY EVENT**

Poker Tournament for Feeding America  
(\$1,000 Grand Prize)  
[Register Here](#)

# BREAKOUT SESSIONS

## BREAKOUT 1 - THURSDAY, OCTOBER 8TH: 12:50-1:35 EST

<b>UCaaS: International</b> Brent Wilford	<b>CCaaS: Choosing the Right Provider</b> John Paulin & Sarah Arnstein	<b>Managed Public Cloud</b> Bill Franklin	<b>Demystifying Security</b> Dane Menke	<b>Leverage AVANT Resources &amp; Content</b> Rick Reed & Bana Qashu	<b>Telecom Expense Management</b> Chip Hoisington & Peter Callowhill	<b>Objections &amp; Rebuttals: Security</b> Drew Lydecker
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## BREAKOUT 2 - THURSDAY, OCTOBER 8TH: 1:45-2:30 EST

<b>UCaaS: Choosing the Right Provider</b> Ghazal Baniasad	<b>CCaaS: Land &amp; Expand Strategy</b> Brent Wilford	<b>The Future of Colo</b> David Bjerke & Chip Hoisington	<b>Security: SIEM, SOC, &amp; MDR</b> Niko O'Hara	<b>Leverage AVANT Research &amp; Analytics</b> Scott Sawyer & Ken Presti	<b>SD-WAN: Choosing the Right Provider</b> Sarah Arnstein	<b>Objections &amp; Rebuttals: WAN</b> Drew Lydecker
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## BREAKOUT 3 - THURSDAY, OCTOBER 8TH: 2:40-3:25 EST

<b>Microsoft Teams</b> John Paulin	<b>Managed IT Services</b> Dane Menke & Bill Franklin	<b>Today's BaaS &amp; DRaaS</b> David Bjerke & Ghazal Baniasad	<b>Social Selling to Drive Opportunities</b> Bana Qashu & Allie Hernandez	<b>Upselling Your Base</b> Kim Staro & Shane McNamara	<b>SD-WAN &amp; Security (SASE)</b> Niko O'Hara & Chip Hoisington	<b>Objections &amp; Rebuttals: UCaaS &amp; CCaaS</b> Drew Lydecker
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■ UCaaS 
 ■ CCaaS 
 ■ Cloud/ Colo 
 ■ Security 
 ■ Go to Market 
 ■ WAN 
 ■ Objections & Rebuttals