



AGENDA - PCC Cannes 2021.xlsx

Monday 8th November		Tuesday 9th November			Wednesday 10th November				
Marta 1 + 2		Marta 1	Marta 2	Courchevel 1	Marta 1	Marta 2	Courchevel 1		
		Business Tools & Processes	Solution Design & Engineering	Solution Services	Business Tools & Processes	Solution Design & Engineering	Solution Services		
09:00	Introduction & Welcome - Arnold Berends - PCC Chairman	09:00	OneCloud™ Subscription Quote to Cash Commercial Tools Session 2 Mike Shivanan	Avaya Cloud Office (ACO) Gavin Stewart	Avaya Calling for Microsoft Teams Integration/Best Practices Peter Kamm	09:00	Subscription & Cloud Booking Process Teresa Gleeson R	Microsoft Integration Update Peter Kamm	Security Hardening Viktor Andrusik
09:30	Avaya General Update -Introducing the New Edge Program Fadi Moubarak - VP Channels International	09:45	Coffee 09:45 -> 10:15			09:45	Coffee 09:45 -> 10:15		
10:15	Coffee 10:15 -> 11:00	10:15	OneCloud™ Public Offer Roadmap Fadi Moubarak	Latest Video Endpoints / Endpoints & Clients Rob Carmichael	What's new with Avaya Call Reporting (ACR) 4.4 Cody Winget	10:15	Tools Deployment Team Update / Voice of the Partner Joe Roche / Paul Tucker R	CCaaS Public, Administration, Orchestration & Automation Walk-through Tvrko Stosic	Digital Certificate validation tool Viktor Andrusik
11:00	DevConnect Sponsorship Presentation - CCT - Roland Koester	11:00	Swap Over Period			11:00	Coffee 11:00 -> 11:15		
11:15	Evolving your installed base to Subscription Roberto Schmidl - VP Cloud and Strategic Services Sales - International	11:15	Sales Enablement for OneCloud™ Public Mike Shivanan	Spaces Update/Roadmap Rob Carmichael	Customer Success - New Business Considerations Paul McGarry	11:15	Install Base Commercial Tools Roadmap John McKinnon R	The Power of Communication Analytics (CC) Tvrko Stosic	Oceana Update Hergen Mueller
12:00	Avaya Store (The Evolution & Consolidation of Channel Marketplace & Avaya Storefront) Colm Cleary -VP Quote-to-Cash & Global Business Operations	12:00	Swap Over Period			12:00	Wrap Up Session	Wrap Up Session	Wrap Up Session
12:45	Lunch 12:45 -> 14:00	12:15	Commercial Tools Roadmap: Avaya Store (Part 1) Mike Shivanan	Integrating AADS with Avaya Spaces Thomas Roemer		12:15	PCC Closed Session 12:15 ->12:45 Marta 1		
14:00	Marta 1 Marta 2 Courchevel 1	13:00	Lunch 13:00 -> 14:00			12:45	Lunch 12:45 -> 13:45		
14:00	Business Tools & Processes	14:00	Commercial Tools Roadmap: Avaya Store (Part 2) Mike Shivanan	Mid Market update Hans Dieleman	Avaya Meetings Server 9.1.12 Rob Carmichael	Hosted By			
14:45	Quoting for OneCloud™ Subscription & Strategy for Install Base Renewals Pieter Jordens (TBC)	14:45	Coffee Break 14:45->15:15			AVAYA			
15:15	Design for success with Avaya OneCloud CCaaS Tvrko Stosic	15:15	Pricing Strategy & Promotions Roadmap Walid Hasna / Con Griffin R	Avaya CPaaS, Spaces API Powered Use Cases. Thomas Roemer	AACC/ACCS 7.1.2 feature overview & troubleshooting Hergen Mueller	Key Areas of Interest			
16:15	IP Office R11.1 FP2 & MS Teams integration Hans Dieleman	16:00	End of Workshops			<ul style="list-style-type: none"> Sales/ Pre-Sales / Product Management Business Development / Order Process / Commercials Engineering / Solution Designer / Professional Services Technical Services 			
16:30	Avaya Aura 10 Updates and Migration to: Thomas Roemer	16:15	AVAYA & DEVCONNECT PARTNER EXHIBITION Galerie Marta Barrière			Steering Committee Meeting			
17:15	OneCloud™ Subscription Quote to Cash Commercial Tools Session 1 Paul Tucker	17:45	Meet at 18:45 in the Foyer DEPARTURE 19:00						
18:00	ATAC CCaaS Public Design & Responding to RFPs Sadiya Memom R								
18:30	CCaaS offerings / New LMS / Credential Management System migration / Aura 10 / New Badges Gudrun Demmler R								
19:30	End of Workshops								