



CompTIA
EMEA Member
CONFERENCE 2009

Start	End	Wednesday 21 st October 2009		
09.00	17.00	e-Business & Software Solutions	IT Services & Support Group	Invite Only Sponsor Session x2
18.30	20.30	Drinks Reception (open to all sponsors and delegates)		
Start	End	Thursday 22 nd October 2009		
09.00	09.15	Conference Opening and Welcome		
09.15	10.15	James Caan Keynote		
10.15	10.45	Refreshment Break		
		Business Track	Training and Education Track	Sales and Motivation Track
10.45	11.30	Moving IT Services from a cost centre to a profit centre	Launch of the CompTIA Partner Programme	Marketing and promoting your business for free
11.30	11.40	Room Transition		
11.40	12.25	Platinum Sponsor Session 1	Biggest ROI: your people	Seven Keys to Sales Success
12.25	13.30	Lunch		
13.30	14.15	Green IT: Politically Correct of an Economic Imperative	Platinum Sponsor Session 2	Search Engine Optimisation
14.15	14.25	Room Transition		
14.25	15.10	Hot channel money making trends for the future	Future of education in IT	Motivational Session
15.10	15.40	Refreshment Break		
15.40	16.25	Outsourcing Projects – requirements and pitfalls	Launch of Tech Sales Certification	Managing and motivating your sales staff
16.25	16.35	Room Transition		
16.35	17.00	Conference Summary and Close		



CompTIA
EMEA Member
CONFERENCE 2009

Start	End	Session	Facilitator	Room
Wednesday 21st October				
09.00	17.00	e-Business & Software Solutions	Tina Giorgetti, CompTIA	Quad Box
09.00	17.00	IT Services & Support Group	Paul Bittorf, CompTIA	Windsor Forest
09.00	17.00	Invite Only Sponsor Session	(Earmarked for IBM)	Ascot Authority
09.00	17.00	Invite Only Sponsor Session	(Earmarked for Sharp)	Parade Ring
18.30	20.00	Drinks Reception (open to all sponsors and delegates)		RARC North
Thursday 22nd October				
09.00	09.15	Conference Opening and Welcome	Matthew Poyiadgi, CompTIA	Parade Ring
09.15	10.15	Keynote	James Caan, Entrepreneur, TV Dragon	Parade Ring
10.15	10.45	Refreshment Break		Horsewalk Restaurant & Viewing Area
10.45	11.30	Moving IT Services from a cost centre to a profit centre	Steve Downton, Downton Consulting	Windsor Forest
10.45	11.30	Launch of the CompTIA Partner Programme	TBA, CompTIA	Parade Ring
10.45	11.30	Marketing and promoting your business for free	Matthew Poyiadgi, CompTIA	Ascot Authority
11.30	11.40	Room Transition		
11.40	12.25	Platinum Sponsor Session 1	TBA	Windsor Forest
11.40	12.25	Biggest ROI: your people	TBA	Parade Ring
11.40	12.25	Seven Keys to Sales Success	Steve Gilroy	Ascot Authority
12.25	13.30	Lunch		Horsewalk Restaurant & Viewing Area
13.30	14.15	Green IT: Politically Correct of an Economic Imperative	TBA	Windsor Forest
13.30	14.15	Platinum Sponsor Session 2	TBA	Parade Ring
13.30	14.15	Search Engine Optimisation	TBA	Ascot Authority
14.15	14.25	Room Transition		
14.25	15.10	Hot channel money making trends for the future	TBA	Windsor Forest
14.25	15.10	Future of education in IT	Russell Prue, Anderton Tiger	Parade Ring
14.25	15.10	Motivational Session	TBA	Ascot Authority
15.10	15.40	Refreshment Break		Horsewalk Restaurant & Viewing Area
15.40	16.25	Outsourcing Projects – requirements and pitfalls	Marc Hilber, Attorney, Oppenhoff & Partner	Windsor Forest
15.40	16.25	Launch of Tech Sales Certification		Parade Ring
15.40	16.25	Managing and motivating your sales staff		Ascot Authority
16.25	16.35	Room Transition		
16.35	17.00	Conference Summary and Close		Parade Ring