

Date: 23rd February 2012

Location: Radisson Edwardian Hotel Manchester, Free Trade Hall, Peter Street, Manchester, M2 5GP.

- 08.30 – 09.30 **Registration and Breakfast**
Attendees can sit anywhere in the meeting room.
- 09.30 – 09.45 **Welcome and Introductions**
William Linard, CompTIA
William will welcome UK Channel Community members, review the meeting purpose and agenda as well as introduce the Executive Council.
- 09.45 – 10.00 **CompTIA Updates**
William Linard, CompTIA
William will present updates on CompTIA that are relevant to members in the UK.
- 10.00 – 10.30 **Member Focus Presentation – In the Spotlight**
Mark Williams, Managing Director, Pensar Systems
Mark will provide meeting attendees with an insight into his business.
- 10.30 – 11.00 **Networking Break**
- 11.00 – 12.00 **Keynote Presentation**
Mark Mapstone
Mark Mapstone will present on LinkedIn and how it can help your business.
- 12.00 – 12.30 **Initiative Updates**
The initiative leaders will present updates on the initiatives that are being worked on for the UK Channel Community.
- Breakaway – Robert French
 - UK Trustmark / IT Quality Mark – TBC
 - Vendor Partner Portal – William Linard
- 12.30 – 13.30 **UK Channel Community Lunch and Networking Break**
Please ensure that you look at the seating plan and sit in your designated seat. On each table will be a member of the Executive Council.
- 13.30 – 14.00 **Best Practice Presentations**
[All Attendees]
The Executive Council will lead a best practice sharing

discussion between attendees on their table. Each participant is required to talk for exactly 60 seconds to share a business best practice that has made a difference in their business. The executive council representative will choose the best idea and this will be presented to the entire community.

- 14.00 – 15.00 **Building Effective Partnering Relationships With Others**
[All Attendees]
This session will be an open discussion between those on the table, led by a member of the executive council.
- 15.00 – 15.30 **Networking Break**
- 15.30 – 16.30 **Getting More and Better End-user Leads to Enable Growth**
[All Attendees]
This session will be an open discussion between those on the table, led by a member of the executive council.
- 16.30 – 16.45 **Meeting Wrap-Up and Close**
William Linard, CompTIA
William will review the meeting, list next steps and close the meeting.