

ChannelCon 2017 Community Agendas

ITSS

ITSS Business Meeting (July 31st 3:30-4:30 PM)

Spend time networking with your peers as we chart the path forward for the ITSS community. We will be discussing the new name and mission statement for the community, the podcast library, new initiatives, and your vision for the future of the community.

ITSS Community Forum (August 2nd 9:45-10:45 AM)

Rapid Innovation: Process is the Key to Making Innovation Profitable

You've heard about why innovation is important and what tools to implement, however, when implementing new tools the key to profitable success is getting the process right. In this session, we will talk about innovation: building, polishing and implementing the process all the while keeping focus on the customer experience.

Future Leaders

Future Leaders Business Meeting (July 31st 11:00 AM – 12 PM)

Join us for the Future Leaders community meeting, where we will:

- Honor the ChannelChangers Class of 2017 – exceptional young tech professionals who have shown success or originality as an entrepreneur or individual contributor establishing themselves as true future leaders.
- Deliver the latest on our Make Tech Sexy Initiative and work on plans to continue the evolution.

Future Leaders Community Forum (August 2nd 2:15 - 3:15 PM)

Building the Next Generation Business – Insights from the ChannelChangers

Business is transforming. Rapidly evolving technology and our multigenerational workforce is driving that transformation. Join us for an interactive session where we'll go beyond the "we've always done it that way" mentality and explore how tomorrow's tech and future leaders are shaping the modern office. Alongside our ChannelChanger award recipients, who will share personal successes and perspectives, we will focus on how to motivate, empower and develop next-gen leaders and the impact it can have on our businesses if done right. This is a session you won't want to miss as we honor and learn from tomorrow's leaders.

ADIT

ADIT Business Meeting (4:45-5:45 PM on Monday)

Join us for the Advancing Diversity in Technology (ADIT) community meeting, where you will:

- Experience the launch of CompTIA's latest community, hear our vision and mission and learn how to engage for change.
- Collaborate in a workshop that builds community awareness, increases industry participation as well as share your thoughts in the development of our 2017-18 initiatives.

ADIT Community Forum (August 2nd 11 AM – 12 PM)

The Myth of Diversity in the Tech Industry

A diverse workforce has been proven to be a strong competitive differentiator, but it is far from reality in most of corporate America. A recent Atlassian report <add the link> identified only 2% of the tech workforce as black and 3% Latinx, yet 83% of tech workers believe their company is already diverse. Join the Advancing Diversity in Technology community as we take a hard look at the important issue of workplace diversity. The session will feature 2 short presentations on diversity challenges for minority owned businesses and for corporate America – both sessions will be followed by interactive discussion and Q&A with the audience.

AWIT

AWIT Business Meeting (July 31st 1-2 PM)

Join us as we consider ways that the AWIT community can make a difference for women in technology. We will be discussing our current initiative (Women Tech Alliances), a new initiative (non-traditional award program for women in tech) and learning from one another how to elevate women in technology.

AWIT Community Forum (August 1st 1-2 PM)

How Company Culture Improves the Bottom Line

Did you know that matching your company's culture to your client's culture can increase your bottom line? Do you know the top 3 elements of culture that make your company an employer of choice? At this session, you will learn ways the ways that company culture is shifting and how it can impact your bottom line.

Managed Services

Managed Services Business Meeting (July 31st 2:15-3:15 PM)

The Unexpected Obstacle to Growth in an MSP – Hiring

As your MSP grows, there comes a point where you hit an invisible wall. You can't scale any further without adding staff, whether it's a service manager, aVCIO, or a biz dev rep. To further complicate things, you need to start working ON your business instead of in it. Join the Managed Services Community for this important workshop where we help you look at your culture and develop interview questions that lead to the perfect match. Outputs from this community meeting will be an industry questionnaire to help in the hiring process, and topics for future community webinars.

Managed Services Community Forum (August 1st 2:15-3:15 PM)

Securing the Small Business – MSPs are on the Frontlines

CompTIA's latest research shows that 85% of workforce professionals believe Cybersecurity will have a higher priority over the next two years, with small firms significantly trailing larger firms with required in-house skills. Given the MSP's economies of scale and well established relationships with its small business customers, this presents tremendous managed services opportunity on the frontlines of Cybersecurity. Join us for this interactive session where you will hear how to increase your revenue by building this profitable line card service.

Cloud

Cloud & IT Security Business Meeting (July 31st 8:30-10:45 AM)

Title: Cloud Security: The Role of the Cloud Service Provider, the Client, and the Channel

Description: The Cloud Community and Security Community have come together to address the many undeniably important areas of cloud security. Leading cloud service providers have defined the framework for security requirements, regulatory compliance and clearly divided the responsibility between the provider and the clients. Clients depend on security experts to help them adhere to these requirements, bringing massive opportunities to the channel, and some risks. But what skills, talent and solutions does the channel need to have to capture this opportunity? Join this interactive session to find out from industry experts, as well as peer to peer small group discussions.

- 8:30-9:05 IT Security Community "How is hiring a security person unlike hiring for other positions?"
- 9:05-10:10 Cloud Security Framework Discussion; Must have, Should have; Nice to have
- 10:10-10:45 Vision of the future – 5G Changes everything

Cloud Service Models that Break out of the Fog (August 1st 10:45-11:45 AM)

There are thousands of Cloud services and hundreds of ways to use them in your business. That many options can make you feel lost in the fog! Hear from three successful solution providers who drive a significant amount of business through very different cloud services models. Look at Cloud through different perspectives and see if one might spark an idea that will change your business forever!

IT Security

IT Security & Cloud Business Meeting (July 31st 8:30-10:45 AM)

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Cybersecurity 2020 – Tech’s Roaring 20s or an Electronic Wasteland? (August 2nd 3:30 - 4:30 PM)

The explosion of tech in all aspects of our lives is stretching cybersecurity to the breaking point. With childlike abandon, every imaginable thing is becoming network enabled and smart, but as digital toddlers are we laying the groundwork for a cybersecurity wasteland? Join the IT Security community as we take a hard look at the future of Cybersecurity and what it will take to usher in the golden age of tech.