



Technology Distribution's Premier Annual Event

September 6-7, 2017 | Hyatt Regency San Francisco Airport



Don't miss the best opportunity of 2017 to meet with the CEOs and other leaders of distribution, plus industry analysts "in the know" about today's industry wide developments AND channel executives from over **70 top companies** like yours!

- **Engage in structured networking** with leading vendors, distributors and analysts.
- **Access the latest research** on emerging market opportunities based on actual sales-out data and CEO perspectives.
- **Discover** how technology and market leaders are leveraging distributors to tap new opportunities.

Your company may be eligible for **complimentary event pass**. Email Andrea Salanco at asalanco@gtdc.org to find out more!

Wednesday, September 6th

3:00 - 3:45 p.m.	Opening General Session
3:45 - 5:30 p.m.	Emerging Vendors Session
6:00 - 7:00 p.m.	Cocktail Reception
7:00 p.m.	Dinner

Thursday, September 7th

8:15 - 9:00 a.m.	Continental Breakfast/ Networking
9:00 - 9:45 a.m.	General Session Keynote: Rich Karlgaard
9:45 - 11:30 a.m.	General Session Panels and Presentations
11:45 a.m. - 12:30 p.m.	Breakout Sessions
12:30 - 1:15 p.m.	Closing Lunch

CHANNEL TO THE TOP: An Exclusive Session for Emerging Services Vendors

Wednesday, September 6th | 3:45- 5:30 p.m.



Technology consumption is changing and skewing rapidly towards services models like cloud and managed services. This emerging reality is

impacting IT distribution, with traditional hardware distributors embracing services models and emerging services vendors. On the other side, emerging services vendors are eager to tap into distributors' incredible channel sales engines to quickly gain market credibility and share. This dedicated session will explore opportunities and challenges for such partnerships through education and 1:1 networking.

Key Takeaways

- Meet the executives driving emerging services initiatives and programs at leading distributors.
- Ask questions about how to partner with these leading distributors.
- Engage 1:1 with distribution executives during an exclusive networking session.