

TUESDAY, MARCH 28

SUMMIT AGENDA

BELLAGIO RESORT & CASINO—GROUND FLOOR, TOWER BALLROOMS

7:00 – 7:30 AM OUTSIDE TOWER BALLROOM 2		REGISTRATION	
7:30 – 8:30 AM TOWER BALLROOM 4		BREAKFAST COMMITMENT TO LISTEN ROOM	
8:30 – 9:00 AM TOWER BALLROOM 4	WELCOME ADDRESS Tait Leadership Team	Speakers: Kevin Sumrell , President, Tait Americas Maria Rowe , Chief Marketing Officer Nick Pennance , Chief Revenue Officer	
9:00 – 9:30 AM TOWER BALLROOM 4	SUCCESS TOGETHER The Impact of Collaborative Business Partnerships	Speakers: Brandon Romero , Vice President of Engineering Brian Roberts , Channel Director	
9:30 AM - 12:30 PM TOWER BALLROOM 1		9:30 AM – 12:30 PM TOWER BALLROOM 2	
SALES & SOLUTIONS TRACK COURAGE TO ACT ROOM		TECHNICAL TRACK INTEGRITY TO DELIVER ROOM	
9:30 – 10:00 AM	ONE TEAM, ONE DREAM, ONE TAIT One Tait Dealer Program Refresher Speakers: Amie Geistman , Channel Marketing David Caston , Marketing Manager	9:30 – 10:00 AM	BETTER BY DESIGN LMR Design Methodology (Part 1) Speakers: Dani Steinmetz , Channel Engineering Manager Ramin Hafezi , Solutions Engineering Manager
10:00 – 10:30 AM	UNPACKING YOUR ONLINE TOOLBOX Exploring the Updated One Tait Dealer Portal Speaker: Channel Team	10:00 – 10:30 AM	BETTER BY DESIGN LMR Design Methodology (Part 2) Speakers: Dani Steinmetz Ramin Hafezi
10:30 – 11:00 AM		MORNING BREAK	
11:00 – 11:30 AM	PROJECT MANAGEMENT ISN'T JUST FOR PROJECT MANAGERS The Benefits of a Project Management Certification for Non-Project Managers Speaker: Kelly Pritchett , Director of Services	11:00 – 11:30 AM	SURVEY SAYS... Best Practices for Conducting Effective Site Surveys Speakers: Alex Pitcaithly , Systems Engineer Dealer Partner
11:30 AM – 12:00 PM	AT YOUR SERVICE Exploring Pathways to Obtaining Tait Authorized Service Provider Status Speakers: Brandon Romero Brian Roberts	11:30 AM – 12:00 PM	ALL SYSTEMS, GO Navigating the Updated System Configurator Speaker: Dani Steinmetz
12:00 – 12:30 PM	A MULTIFACETED APPROACH TO MULTIBAND RADIO Best Practices for Positioning & Selling TP9800 Subscribers Speaker: Walt Bolil , Sales Contracts Director	12:00 – 12:30 PM	RISKY BUSINESS (AND HOW TO AVOID IT) A Practical Approach to Risk Assessment & Mitigation Speakers: Brandon Romero Kelly Pritchett
12:30 PM – 2:00 PM		12:30 PM – 2:00 PM	
EASTERN LUNCH SESSION TOWER BALLROOM 1		RACOM LUNCH SESSION TOWER BALLROOM 2	
2:00 PM – 3:30 PM TOWER BALLROOM 1		2:00 PM – 3:30 PM TOWER BALLROOM 2	
SALES & SOLUTIONS TRACK COURAGE TO ACT ROOM		TECHNICAL TRACK INTEGRITY TO DELIVER ROOM	
2:00 PM – 3:00 PM	BUILDING CONNECTIONS Unlocking the Tait AXIOM Device Range for the P25 Market with ESChat Speakers: Thommy Jerneskog , Product Manager Anthony Blyth , Global Product Marketing Manager	2:00 PM – 3:00 PM	WE'VE GOT YOU COVERED Methods for Analyzing Coverage & Designing Effective Communication Systems Speakers: Brandon Romero Ramin Hafezi
3:00 PM – 3:30 PM	SALES SPEAK Open Sales Q&A Session Speakers: Brian Roberts , Channel Director Fatima Garcete , Channel Manager – West Keith Chafin , Channel Manager – East	3:00 PM – 3:30 PM	TECH TALK Open Technical Q&A Session Speakers: Brandon Romero Dani Steinmetz Ramin Hafezi
3:30–4:00 PM		AFTERNOON BREAK	
4:00 PM – 8:00 PM TOWER BALLROOM 4		EVENING COMMITMENT TO LISTEN ROOM	
4:00 - 5:00 PM	CHARTING THE COURSE Tait Product Roadmap	Speaker: Avi Friedman , VP Corporate Development	
5:00 – 6:00 PM	KEYNOTE ADDRESS Tait Executive Panel	Speakers: Tait Global Executive Team	
6:00 PM – 8:00 PM		RECEPTION & ONE TAIT DEALER AWARDS	

Please note some sessions may be subject to change.