

SESSION 1 10:30 A.M.

BUILD A SECURE AND UNIFIED PRINT STRATEGY

Is your printing and imaging environment as secure as the rest of your infrastructure? Explore the best practices and strategies to bring secure authentication, improve scanning workflow and streamline driver deployment to your printing environment. Presented by Loffler.

DETECTION AND RESPONSE: CRITICAL COMPONENTS OF THE CYBERSECURITY JOURNEY

Investing in a single product, solution, service or human does not solve all of the risk that companies face. Midmarket companies have done a great job investing in three core pillars of security—identification, protection and recovery—but most have not invested resources in detection and response. Join us for a discussion about why detection and response is critical to any company's security posture, and learn how you can take advantage of enterprise quality security and greater visibility without having to build your own SOC. Presented by Arctic Wolf.

FACIAL RECOGNITION – TECHNOLOGY WITH A PURPOSE (Sessions 1 & 4)

Explore how facial recognition capabilities are delivering safer business environments, improved customer engagement, streamlining business processes, and providing a compelling strategy for addressing the Internet of Things (IoT). This session offers an overview of facial recognition and discusses these compelling values as the technology goes mainstream for all organizations. Presented by NEC.

HYPER-CONVERGED—WHAT'S ALL THE FUSS? (Sessions 1 & 3)

With 55% faster application development and 36% lower costs, achieving real business results has never been easier. Learn how server, storage, networking, virtualization and management can all come together in a scalable architecture. Presented by Dell.

OFFICE 365: WHAT YOU DON'T KNOW (Sessions 1 & 4)

Office 365 is very well known for email and the office productivity suite. However, did you know it also includes a user portal? Office 365 has added a lot of security features that can be implemented to improve the security of data that is in Office 365 and securing user authentication to other cloud applications. If you are using Office 365 or considering making the move, this is a must-see session! Presented by Loffler.

ON-PREMISE, CLOUD OR HYBRID FAXING SOLUTIONS – WHAT IS RIGHT FOR YOUR BUSINESS?

Faxing is still a requirement in our businesses today; learn what options are available to eliminate your analog fax lines and bring more efficiency into your organization. Presented by Loffler.

SOFTWARE STRATEGY BEST PRACTICES 101

Technology leaders are constantly trying to implement an affordable and sustainable software strategy that can grow as their business needs grow. In this session we'll be addressing topics such as: - Modernizing legacy technology such as AS/400, MS Access, Lotus Notes, Crystal Reports - Data warehousing, reporting and business intelligence - Cloud, on-premise or hybrid - Mobile, desktop or both - Open source or not - Hire programmers or contract - Off-the-shelf software or custom built. Presented by Perceptive Solutions.

SESSION 2 1-2 P.M.

AUTOMATING YOUR ACCOUNTS PAYABLE PROCESS

AP team members are often frustrated by the tedium of entering data and tracking down lost invoices. Higher-ups see AP as a cost center and liability, and suppliers are impatient for payment. Isn't it time for your organization to take the plunge with an AP efficiency project? In this session you'll learn how your company's processes currently measure up against the rest of the AP universe, where to start and areas to prioritize and how invoice capture and workflow automation can be leveraged to maximize accuracy, speed and efficiency in your organization. Presented by Loffler.

HYPERCONVERGED DEMYSTIFIED (Sessions 2 & 4)

Hyperconverged infrastructure is empowering IT organizations of all sizes to reduce the physical footprint of their datacenter infrastructure, increase the leverage of underutilized resources, improve IT security, and expand the choices of hypervisor upon which to run virtual infrastructure. These benefits also reduce cost and complexity. Join this session to learn more about the Hyperconverged landscape, why it's hot and how organizations are reaping big rewards. Presented by Nutanix.

MAKING BUSINESS INTERACTIONS SIMPLE

Unified Communication platforms are allowing organizations of all sizes to simplify the way they interact and communicate internally and externally. In this session, we will discuss the flexibility and ease that today's platforms offer organizations – from business phone systems, unified communications and contact center solutions to a fully hosted voice and SMS development platforms. Join us to learn how to maximize these technologies to drive productivity and innovation in your organization. Presented by ShoreTel.

STORAGE AND DISASTER RECOVERY FOR WHAT'S NEXT (Sessions 2 & 3)

Achieving business continuity is a must in today's always-on economy, whatever the size of an organization. But what do businesses require to ensure their storage infrastructure can tackle today's data deluge and support tomorrow's technology innovations? In this session we discuss how organizations have been leveraging an all-flash storage array to get them from "now" to "next". Learn how companies can stay connected during unplanned outages and deliver predictable storage solutions for today's unpredictable world of modern business – seamlessly, on-demand and without disruptions. Presented by Zerto & Kaminario

WHAT CAN A FRACTIONAL CIO DO FOR YOUR BUSINESS?

The speed of business is increasing; is your organization ready for it? Is your business using the IT they have to support your business objectives? In this session, we take a look at the strategic view of IT and IT management and how aligning your business goals to your IT can really make an impact on productivity and also give you a competitive advantage. Presented by Loffler.

WHAT GREAT COMPANIES DO: THE SCIENCE OF EMOTIONAL CONNECTION AND THE POWER OF STORY FOR RECRUITING TECH TALENT

Employers in the private and public sector struggle finding enough IT workers. Given the competitive environment for technical talent it has never been more important to build effective strategic messaging for attracting people to your organization. This entertaining and informative session on how to integrate storytelling for building your talent acquisition pipeline will explain the difference between "inside-out" and "outside-in" communications; the science behind the startling power of story; how to find, build and share a compelling company story that attracts talent to your organization and more. Presented by John Kratz, Marketing Instructor, UM-Duluth and Certified Affiliate of Mike Bosworth Leadership.

SESSION 3 2-3 P.M.

HOW TO BUILD A WINNING TEAM

The quality of your team is often the difference between business success, mediocrity or failure. In this session we'll discuss simple but profoundly important concepts to build something extraordinary, including ways to improve performance, boost morale and achieve team stability. Learn how to attract the best leaders for minimizing expenses and turnover and maximizing production and efficiency. Presented by Loffler.

HYPER-CONVERGED—WHAT'S ALL THE FUSS? (Sessions 1 & 3)

Transform your data center. With 55% faster application development and 36% lower costs, achieving real business results has never been easier. An introduction to how server, storage, networking, virtualization and management all come together in a scalable architecture. Presented by Dell.

ONE OF YOUR GREATEST SECURITY RISKS = PEOPLE. LEARN YOUR FISAScore™ & HOW TO MEASURE YOUR INFOSEC RISKS

The best way to protect yourself against a social engineer is to know their techniques and be aware of their objectives. In this session, FRSecure will start by sharing some entertaining stories and cover different types of social engineering attacks and current social engineering techniques that (almost) always work. We'll also discuss the one information security metric to rule them all: FISAScore™. FISAScore™ simplifies the communication about how your information security program is performing, and you don't need to be an information security expert to understand what the FISAScore™ is telling you. You'll learn 10 Reasons You Should Know Your FISAScore™. Presented by FRSecure.

RETHINKING BACKUP SOLUTIONS

Backup is not enough, you have to start thinking Business Continuity. In 2016, companies worldwide paid over \$500 million because of Ransomware attacks; when you include the cost of downtime caused by these attacks, the total loss to businesses is closer to \$50 billion. Thirty-four percent of victimized businesses reported losing revenue due to Ransomware, while 20% had to stop operations completely in the aftermath of a successful data breach. As a business owner, or not-for-profit manager, no one understands or cares more about the success of your company. That's why having business continuity in place should be a priority, not just because it's best practice but because it's good for your bottom line as well. Presented by Datto.

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TRANSFORM YOUR ENVIRONMENT FROM PAPER TO DIGITAL

When your organization begins to grow it often becomes difficult to manage your organization's flow of documents and the business critical information contained in them. Documents such as reports, emails, faxes, and invoices pile up on employee desks which creates an environment that is less productive, resulting in increased company overhead and losing an edge in your market. Learn how to transform your paper environment to a digital one. Presented by Loffler.

SESSION 4 3-4 P.M.

DEFENDING YOUR COMPANY FROM CYBER CRIMINALS

With Ransomware on the rise and threats becoming more sophisticated, do you have the security solutions in place to stop cyber criminals from taking your businesses data hostage? Join this session to learn about the evolution of Ransomware and the technology available to defend and protect your company from these malicious threats. Presented by WatchGuard

WHERE'S MY DATA?

Most organizations don't know how much and where all their data is located from Office 365, Laptop backups, file sharing, Salesforce.com, etc. Sticking your head in the sand and hoping that it doesn't affect your business is a plan for eventual disaster. Learn the best way to integrate, store and protect your data. Presented by CommVault

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GETTING BACK TO PROACTIVE IT WITHOUT ADDING STAFF

Most IT departments have a lean support staff that is facing more challenges than ever – security management, data protection, 24x7 up-time requirements & outage response, compliance, end-user support, remote workers, requests for better wireless...the list goes on. Outsourcing some of your IT services could help, but which ones make sense for your IT department? Which IT services would you like to hand off so you and your staff can begin handling tasks and projects proactively again? Learn how to strategically use managed services to supplement your IT staff and allow them to focus more time where they use their skills best. Have other engineers available to watch your systems 24x7, recover downed servers & lost files, manage your patching, handle your help desk calls, prepare compliance reporting, and other critical tasks. Presented by Loffler.

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PATHS TO COMMUNICATIONS MIGRATION

The way we interact with colleagues and customers is constantly changing. ShoreTel communications solutions have transformed the way we work, making it possible for us to connect with others in multiple ways. Today's workforce demands more than just voice solutions, and instead, requires a complete communications solution that lets them interact with ease, in ways that they prefer. So whether you're looking at ShoreTel upgrade/migration to Connect Onsite or a migration to Connect Cloud, ShoreTel will continue making Business Interactions Simple. Presented by ShoreTel.