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WEST PALM BEACH, FLORIDA

MONDAY, JANUARY 13

Eastern Time (ET)

4:00 p.m.	Check-in	Hilton Lobby
12:00–7:00 p.m.	Register at Convention Center	PB Convention Center Lobby, 1st Floor
6:30–9:00 p.m.	Executive Dinners (For Inspiration, Elevation, and Empowerment sponsors only)	Various Locations
7:00–10:00 p.m.	CNXXN Helix Center for Applied AI and Robotics Dinner – Sponsored by HPE (By Invitation Only)	Mezze, at the Hilton

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TUESDAY, JANUARY 14

Eastern Time (ET)

6:30–7:45 a.m.	Breakfast	Hilton, Oceana AB
7:00–7:45 a.m.	Empowerment Coffee Chat Sponsored by Microsoft (by invitation only)	Hilton, Galley
8:00–8:15 a.m.	Opening Remarks – Tim McGrath	Grand Ballroom LIVESTREAMED
8:15–9:00 a.m.	Keynote Speaker – John “Gucci” Foley	Grand Ballroom LIVESTREAMED
9:00–9:45 a.m.	BSG Sales Kickoff	Grand Ballroom LIVESTREAMED
10:00–10:35 a.m.	BDM State of the Union (BDM Team only) Brian Chandler and Derek Olson	1GHI
11:00–11:45 a.m.	Global GTM and GlobalServe Tina Glagov and Peter Waters	Hilton, Coral Ballroom LIVESTREAMED
12:00–1:00 p.m.	Lunch	Ballroom BC
1:00–1:30 p.m.	CNXXN Helix – Jamal Khan, Jeff Minushkin, and Rai Basharat	Grand Ballroom LIVESTREAMED
1:35–2:05 p.m.	Leveraging Marketing to Level Up Your Sales Process Jeff Frank	Grand Ballroom LIVESTREAMED
2:10–2:40 p.m.	The Future of CNXXN IT – Scott Sova	Grand Ballroom LIVESTREAMED
2:45–3:00 p.m.	Break	
3:05–5:30 p.m.	Technology Solutions and Services powered by TSX	Grand Ballroom LIVESTREAMED
6:30–8:30 p.m.	Welcome Reception and Dinner	Hilton, Event Lawns

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WEDNESDAY, JANUARY 15

Eastern Time (ET)

6:30–8:00 a.m. **Breakfast** Hilton, Oceana AB

7:00–7:45 a.m. **Inspiration Coffee Chat** Hilton, Galley
Sponsored by Lenovo (by invitation only)

CORNERSTONE SALES IMPACT SESSIONS (BSG/ESG): [Hilton, Coral Ballroom](#)
[LIVESTREAMED](#)

8:30–8:50 a.m. **Adobe—Transform How Work Gets Done**
Norm Bleau, Adobe, Senior Channel Account Manager

9:00–9:20 a.m. **AMD—Why AMD?**
Aaron Weston, AMD Business Development Manager

9:30–9:50 a.m. **Cisco**
Kat Walsh, Director, Cloud & AI Infrastructure

10:00–10:20 a.m. **Juniper Networks—AI-Native Networking**
Jay Killion, Juniper Networks, AI Driven Enterprise Sales Director
Sunjeev Shah, Juniper Networks, Connection Partner Account Manager

10:30–10:50 a.m. **Samsung—Your Business Opens Up with Samsung**
Noreen Morris, Samsung Displays, Senior Account Executive, B2B Channel Sales
Jenifer Carroll, Samsung Electronics, Senior Channel Account Manager

10:50–11:05 a.m. Break

11:10–11:30 a.m. **Snapdragon/Microsoft—The Silicon Behind the Copilot+ PC**
Steve Kane, Snapdragon, North America Channel Director

11:40 a.m.–12:00 p.m. **VMware by Broadcom—Transforming Infrastructure - Business Impact and Outcomes**
Mike Jackson, VMware, Partner Technical Director - Southeast

12:00–1:00 p.m. **Lunch** Grand Ballroom BC

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WEDNESDAY, JANUARY 15

Eastern Time (ET)

1:00–1:45 p.m.	EMPOWERMENT SALES IMPACT SESSION: Microsoft—Driving Sales Success: Leveraging Microsoft Copilot, Security, Surface, and Professional Services with Real-world Success Stories Russ Fell, Microsoft, Senior Partner Development Manager Tiffany Downey, Microsoft Surface, Senior Partner Development Manager Courtney Freed, Microsoft, Partner Technology Strategist Chi Chung, Connection, Dir. Solution Architects	Grand Ballroom LIVESTREAMED
1:50–2:35 p.m.	ELEVATION SALES IMPACT SESSION: Dell Technologies—Accelerate AI Adoption from Ideas to Innovation Allen Clingerman, Dell, Field CTO-PowerEdge and AI Chi Chung, Connection, Dir. Solution Architects	Grand Ballroom LIVESTREAMED
2:40–3:25 p.m.	INSPIRATION SALES IMPACT SESSION: Lenovo—Musings from the Edge—In the Age of Uncertainty Ed Soo, Lenovo, Worldwide CTO Global Accounts Cameron Bulanda, Connection, VP, Centers of Excellence	Grand Ballroom LIVESTREAMED
3:25–3:35 p.m.	Break	
3:40–4:10 p.m.	INNOVATION SALES IMPACT SESSIONS: Apple at Work Apple with Brian Gatke, Connection, VP, Technology Solutions Portfolio and GTM	Grand Ballroom LIVESTREAMED
4:15–4:45 p.m.	HP—Why HP in the New Era of AI Tara Philip, HP, Lead Partner Business Manager Max Ricci, HP, Global Director WW Category Management & 4P	
4:50–5:20 p.m.	Hewlett Packard Enterprise—Private Cloud—AI Scott Wood, HPE, VP of North America Compute Chi Chung, Connection, Dir. Solution Architects	
5:25–5:55 p.m.	Intel—Bringing AI Everywhere Tiffany Fisher, Intel, Director, US National Solutions Providers and Integrators Cameron Bulanda, Connection, VP, Centers of Excellence	
5:55–6:30 p.m.	Break	
6:30–8:30 p.m.	Technology Expo and Dinner	Exhibit Hall A

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BUSINESS SOLUTIONS AGENDA 2025



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THURSDAY, JANUARY 16

Eastern Time (ET)

6:30–8:00 a.m.	Breakfast	Hilton, Oceana AB
7:00–8:00 a.m.	Elevation Coffee Chat Sponsored by Dell Technologies (by invitation only)	Hilton, Galley
8:30 a.m.–12:00 p.m.	Partner Forum and Breakout Sessions Rick Gilligan, Dennis Riseman, Thomas Dion, Brian Chandler, and Craig Dix	Grand Ballroom LIVESTREAMED
	CONNECTION PRESENTATIONS:	Hilton, Coral Ballroom LIVESTREAMED
8:30–9:30 a.m.	Healthcare – Jennifer Johnson	
9:45–10:45 a.m.	Retail – Brian Gallagher	
11:00 a.m.–12:00 p.m.	Manufacturing – Ryan Spurr	
12:00–12:30 p.m.	Break (Lunch included at the Technology Expo)	
12:30–2:30 p.m.	Technology Expo (Includes Lunch)	Exhibit Hall A
2:45–4:00 p.m.	Women in Technology – Paige McNamara, Microsoft	Grand Ballroom LIVESTREAMED
4:30–6:30 p.m.	Connection Cares Activity – Race for Relief in support of the Boys & Girls Club of West Palm Beach	Hilton, Oceana Ballroom
7:00–9:00 p.m.	BSG Team Dinner – Sponsored by HP, Inc.	Hilton, Event Lawns

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FRIDAY, JANUARY 17

Eastern Time (ET)

6:30–8:30 a.m.	Breakfast	Hilton, Oceana AB
8:30–9:15 a.m.	The TIDC Edge: Updates in Warehousing and Service Mark Wulfhost	1GHI
9:20–9:50 a.m.	Channel Partner Services Pathways: Two Questions to Crush Sales Goals and Unlock Bigger Commissions Tara Kallstrom	1GHI
10:00–10:45 a.m.	Create a winning strategy with TSX Presales Team Chi Chung and Michael Tauss	1GHI
10:50–11:20 a.m.	Global IT Alliance (GITA) Update Michael Moon	1GHI
12:00–3:00 p.m.	Departure Shuttles for Palm Beach International Airport (PBI) Every 30 minutes from the Convention Center’s North Valet Loop	

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