

Sandler Partners Technology Master Series on Collaboration Solutions

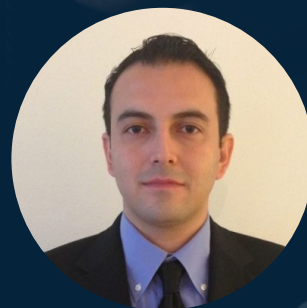
Tuesday, March 9: 10 AM - 12 PM PST

Wednesday, March 10: 10 AM - 12 PM PST



Eric Beller

SVP, Sales & Complex Solutions



Kamran Kowsari

Sales Engineer

broadvoice

 **dialpad**

LogMeIn

net2phone

RingCentral

 **VONAGE**

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Join Sales Engineers Eric Beller and Kamran Kowsari in an in-depth, 2-day event highlighting the ins and outs of Unified Communications and direct routing solutions for Microsoft Teams so you can leverage Gartner Magic Quadrant providers available in the Sandler portfolio.

Day 1 Overview

On day one, we'll give some industry insights and best practices when designing Unified Communications offerings. RingCentral, Vonage, LogMeIn, Dialpad, and Net-2Phone will also demo their products and emphasize key considerations they are seeing when customers are purchasing collaboration solutions. This will highlight how UCaaS is beyond a phone on a desk. This will be an opportunity to learn about the many different options Partners have within this rapidly growing market to meet the needs of their customers.

AGENDA

DAY 1: Tuesday, March 9	
Time	Description
10:00 AM	UC Overview
10:15 AM	Net2Phone Demo
10:35 AM	Vonage Demo
10:55 AM	LogMeIn Demo
11:15 AM	Dialpad Demo
11:35 AM	RingCentral Demo
11:55 AM	Q&A and Raffle

Raffle Prizes















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A Two-Hour, Two-Day Unified Communications Masterclass Series


Day 2 Overview


On day two, we'll dive into everything Microsoft Teams. We'll get into what it is, see it in action with a Teams demo, and talk through the various use cases and the various direct routing solutions — then we'll top it off with a roundtable-like discussion with Vonage, LogMeIn, Broadvoice, RingCentral, and Net2Phone to get a deeper understanding of how this solution offers powerful capabilities that your customers are in need of. We'll walk through Microsoft Teams licensing and look into the offerings various providers have available. This session will be the perfect opportunity to learn all about Microsoft Teams and learn how to navigate this competitive yet lucrative technology trend.


AGENDA


DAY 2: Wednesday, March 10	
Time	Description
10:00 AM	Teams Overview
10:30 AM	Teams Demo by Vonage
10:40 AM	Roundtable Discussion
11:40 AM	Closing Remarks
11:45 AM	Q&A and Raffle


Raffle Prizes
















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PRESENTERS



Day 1 & Day 2



Eric Beller **SVP Sales & Complex Solutions**

Eric is in his seventh year with Sandler Partners. He grows revenue by managing and recruiting partners and helping them sell. He helps identify solutions and providers while aligning to needs of our partners. He also manages the technical sales engineering team and assists partners with guidance. He is a customer-facing technical resource for our partners. Eric has 25 years of experience. He earned his telecom degree from Michigan State. He's held various technical, sales, and marketing roles, the most being channel chief for then MegaPath and Speakeasy.

Day 2



Kamran Kowsari **Sales Engineer**

Kamran is a Sales Engineer with Sandler Partners. He provides pre-sales support to our Partners and sales team on complex opportunities by assisting in technical discovery, scoping, sourcing the technology, and finding the right provider. His focus areas include network (LAN/WAN), SD-WAN, security, backup and disaster recovery, UCaaS, CCaaS, endpoint management, virtualization, and cloud solutions. His focus areas include network (LAN/WAN), security, backup and disaster recovery, UCaaS, CCaaS, endpoints, virtualization, and cloud solutions.

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Day 1

Toussaint Celestin
Director Partner Programs

toussaint.celestin@ringcentral.com

Toussaint Celestin works to enable channel and strategic partners as a product marketer at RingCentral. He strives to help partners and customers alike understand business technology advancements and workplace socio-economic trends to message and position the right solutions across a variety of segments and verticals. He brings decades of audio/video and multimedia technology and storytelling experience to this effort having worked for Fortune 500 and start-up companies including Time Warner/AOL, AMD, Creative Labs/LAVA.com, Avid, 8x8 and M5 Networks. When he's not reflecting on the pace of technological convergence he enjoys studying innovation history, photographing the changing landscape of his hometown San Jose and working on his golf swing.



Day 2

Ken Blanc
SE Partner Programs

ken.blanc@ringcentral.com

Ken Blanc is a Solutions Engineer with RingCentral dedicated to our Partner Programs. Ken has a long career in data networking and telecommunications, working for such companies as Verizon, Cbeyond, Integra and Zayo, and for the past 3 1/2 years at RingCentral. Ken currently supports demo's, webinars, trainings, and onboarding support for RingCentral's Inside Partner Managers as well as our Master Agent community.

Main Contact: Walt Daumler, RingCentral – Partner Success Manager
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Day 1 & Day 2

Jonathon Nelson
Director of Solutions Engineering
jonathan.nelson@vonage.com

Jonathan Nelson joined Vonage in 2010 as Cloud Communications Specialist. Since then he has held numerous roles focusing on the design and development of Vonage's real-time communications solutions. Most recently, Mr. Nelson was promoted to Director, Solutions Engineering position where he leads the design, development, and management of scalable software solutions.

Mr. Nelson has more than 15 years of experience in the engineering, development, and management of adaptable, real-time communication solutions. Mr. Nelson has been instrumental in setting the overall technical vision, direction, and design of full-stack development experience. He studied computer information systems with an emphasis on software design at Regis University.



Day 1

Chris Simmons
National Director Strategic Partners
chris.simmons@vonage.com

Chris Simmons is the National Director of Strategic Partners for Vonage. With more than 20 years of sales and leadership experience in the communications field, Mr. Simmons has been successfully leading teams and growing Channel Revenue at the company for over 2 years.

Prior to joining Vonage, Chris served in various Channel Sales leadership roles at companies such as TelePacific / tw telecom / Level 3 and Rackspace where he drove UCaaS, Cloud and Managed Services sales among enterprise customers across all sales channels to include Channel go-to-market strategies, Channel sales growth, support and training. When Chris isn't driving channel sales at Vonage, he enjoys playing pool, working out, fishing and reading.

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Day 1 & Day 2

Shannon McFadden
Strategic Accounts Manager - North America
Shannon.mcfadden@logmein.com

Shannon McFadden has supported the Channel through multiple roles in her 5 years with LogMeIn, including project management, and territory sales. She now manages national relationships with the Top Strategic Channel Partnerships.



Day 1

Tim Colman
Sr. Market Development
tim.colman@logmein.com

Tim Colman has over 25 years of experience in professional sales and management within the financial services. On the Vertical team for LogMeIn, he leads Market Development in the Legal and Finance space.



Day 1

Valerie Hulon
Solutions Consultant
valerie.hulon@logmein.com

Valerie Hulon joined LogMeIn in 2016 as a Global Partner Trainer, and in 2019 transitioned to the Sales Engineering team. Valerie's emphasis is with Mid-Market customers, engaging in advanced training with the vertical team for specialties in Legal, Healthcare and Finance.



Day 2

Mike Desjardins
Sr. Solutions Consultant
mike.desjardins@logmein.com

Mike Desjardins is a Solutions Consultant at LogMeIn, focused on empowering partners, and customers alike to envision & gain maximum value from LogMeIn's GoTo suite aligned with business strategies. With an electronic engineering background, Mike has an extensive career in the Unified Communications industry, with professional proficiency with both Mitel, and Nortel / Avaya, and now brings a great deal of this knowledge to LogMeIn, and its GoTo UCaaS offer in the North American marketplace. Mike is very passionate on the overall customer experience and believes it's the sum of all the experiences and interactions obtained in a business relationship
<https://www.linkedin.com/in/mikeadesjardins/>

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Day 1

Geoff Reimer
Director of Sales Engineering
geoff@dialpad.com

Geoff Reimer is Director of Sales Engineering at Dialpad, a software-defined, cloud-first communications platform serving modern enterprises with voice intelligence across voice, video, messaging and contact centers. With experience in every aspect of Unified Communications, from Pre-Sales Design to Implementation and Support, Geoff has held previous Sales Engineering and Solution Architect roles at Unified Communication providers Nortel, Avaya, Poly and Fuze. He is passionate about helping enterprises transform their communication platforms by leveraging artificial intelligence to run a more productive business.

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Day 1 & Day 2

Brian Holldorf
Director of Business Development
brian.holldorf@net2phone.com

Brian Holldorf is a seasoned telecom professional with more than 20 years of Sales, Sales Management, and Channel Sales experience. As net2phone's Director of Partner Development, Brian is focused on strategic partner relationships to grow the channel sales of net2phone's UCaaS solutions. As the technology is ever-changing and evolving, his focus is on working with channel partners, MSPs, and IT providers to easily transform their business customers to innovative cloud based solutions.

Main Contact: Denise D'Arienzo, Net2Phone – Director of Channel Marketing
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Day 2

George Mitsopoulos
Chief Product Officer
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As Broadvoice Chief Product Officer, George Mitsopoulos oversees strategy and execution of all product-related activities. He is responsible for establishing and maintaining Broadvoice's product vision, product innovation, product development, product design, software engineering and network operations. Mitsopoulos is a performance-driven technology executive with more than 20 years of management experience growing recurring revenue for leading industry brands. He joined the company in 2015 as part of Broadvoice's acquisition of IKANO Communication, a privately held company backed by Insight Venture Partners where he served as COO. During his tenure, he led the operations and technology teams for IKANO and its subsidiary Virtacore Systems, a cloud service provider, until both were successfully sold. Mitsopoulos has served various roles, including vice president, general manager and COO throughout his career.

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