



GTDC 2010 Conference Agenda

Tuesday, September 21, 2010

All meeting rooms are located on the Lobby Level of the Hotel

- 2:00 p.m.
Summit Registration Opens Ballroom Foyer
- 2:00 pm – 5:30 pm
Open Networking Time
- 6:30 p.m. – 7:30 p.m.
Reception..... Ballroom Terrace
- 7:30 p.m. – 8:30 p.m.
Dinner Bay Laurel Ballroom Central
- 8:30 p.m.
Rising Star Awards Ceremony..... Bay Laurel Ballroom Central

Wednesday, September 22, 2010

- 8:00 a.m. – 2:00 p.m.
Registration..... Ballroom Foyer
- 8:00 a.m. – 8:30 a.m.
Continental Breakfast..... Ballroom Foyer and Terrace

All Morning Sessions and Panels will take place in Bay Laurel Ballroom Central

- 8:15 a.m.
Agenda & Overview: Tim Curran, CEO, GTDC Bay Laurel Ballroom Central

- 8:20 a.m.
Chairman’s Welcome: Bob Dutkowsky, CEO, Tech Data

8:30 a.m.
Presentation: ‘The State of Distribution’ – Tim Curran, CEO, GTDC
 As overall channel sales return to levels prior to the downturn, now is the time to partner with distributors more closely than ever to maximize sales results. Learn which market segments are growing the fastest and why...and how you can capitalize in unique new ways. Your top-of-mind topics are the focus of this presentation that also prepares you and your peers for riveting Summit breakout sessions.

9:00 a.m.
Keynote Address: Dave DeWalt CEO, McAfee
 Dave has more than 20 years of experience building innovative, industry-leading technology companies, including start-ups, midsize businesses and large enterprises. Since joining McAfee in 2007, he has led the security leader through multiple consecutive quarters of double-digit sales growth as well as record revenue levels. Get a full-spectrum view of the channel and changing distribution partnership dynamics from this experienced industry veteran.

9:45 a.m.

Audience Response Session

Your views are aggregated with those of your peers and distributors as the basis for dynamic breakout sessions that follow. Our instant polling system captures attendee views on key issues and opportunities. Knowing where you and others stand is just the beginning. Join distributor execs and other vendor channel execs in drilling into the responses.

10:05 a.m.

Coffee Break

10:30 a.m.

CEO Panel: Riding the Right Tide

Shifting industry seas can spell trouble or opportunity. Know what to do when, as demand trends shift positively or negatively. Our panel of distributor CEOs has weathered every possible storm. Now they impart to you the different ways in which distributors and vendors can work together to be 'recovery ready'

Moderator: Tiffani Bova, VP Research, Gartner

Panelists: Dean Douglas – CEO, Westcon
Bob Dutkowsky – CEO, Tech Data
Greg Spierkel – CEO, Ingram Micro
Roy Vallee – Chairman and CEO, Avnet
Fabian von Kuenheim – CEO, Magirus

11:30 a.m.

BREAKOUTS 1 & 2: Tell it Like it Is!

This year we take audience participation higher than ever with instant poll results and immediate discussion of key findings. No holds barred! You can tell us now during registration what you would like to cover – or bring it to our attention in breakout sessions that will be completely based on the issues of most importance to you, your peers and distribution partners.

Red Session**Bay Laurel 1/2**

Moderator: Scott Zahl, VP Vendor Management, Ingram Micro

Panelists:
Andy Bryant – President Arrow ECS
Peter Larocque – President Distribution, SYNEX
Lynn Murphy – SVP Canada and U.S., Westcon
Murray Wright – President Americas, Tech Data

Blue Session**Bay Laurel 3/4**

Moderator: TBA

Panelists:
Scott Benbenek – President, Worldwide Operations, ScanSource
Keith Bradley – President N.A., Ingram Micro
Phil Gallagher – Global President TS, Avnet
Dan Schwab – President, D & H

12:30 p.m.

Luncheon

1:30 p.m.

What makes up a Rising Star?

Hear from the top vendor performers based on the NPD data and their secret to growth and success during the downturn. Gain a better sense of how you stack up with competitors and how well you will likely capitalize on changing demand trends.

Panelists TBA

2:15 p.m.

Adjourn

2:30 – 5:00

Open Networking Opportunities