



Cambium Networks™

# 2020 EMEA Virtual Partner Event

## 13 October

### Morning Session 09.30 – 13.00 Current and New/Prospective Partners

*\*All times listed are CET (+2 hrs to Dubai, +1 hr to Moscow, -1 hr to London, -7 hrs to Chicago, -9 hours to San Jose)*

#### 09.30 **Welcome and Platform Introduction**

*Bryan Dolby, Founder and CEO, Proactive PR*

#### 09.40 **Cambium Keynote**

*Atul Bhatnagar, President and CEO*

#### 09.50 **Welcome and Intro**

*Martin de la Serna, Vice President Sales, EMEA*

#### 10.00 **Cambium's Gigabit Wireless Fabric Portfolio Highlights**

*Jean-François Fontaine-Bouillé, Strategic Verticals Director, EMEA*

*Alessio Murroni, Vice President Sales, Europe*

#### 10.30 **Why Become a Cambium Partner?**

*Marco Olivieri, Regional Sales Manager, Italy*

#### 10.50 **Channel Partner Keynote – Nuvias**

**Delivering a Predictable Wi-Fi 6 Experience to the Enterprise**

*Alex Chartres, EMEA Group Business Manager, Nuvias*

#### 11.05 **Break – Time to Visit the Exhibits**

#### 11.15 **Industry Keynote – The Wi-Fi and Switching Opportunity in 2021 and Beyond**

*Chris DePuy, Technology Analyst, 650 Group*

#### 11.45 **Channel Partner Keynote – Aikom Technology**

**End-to-End Technology Solutions for Safety, Security and Health in the New-Normal Enterprise and Mid-Market**

*Raffaele Bianchi, Sales Manager, Aikom Technology*

12.00 **60 GHz cnWave Technology to Enable Smart City/CCTV Backhaul/Wi-Fi Backhaul**  
*Antony Holmes, Vice President, Engineering*

12.20 **Planning and Onboarding Tools for Enterprise Wi-Fi and Broadband Connectivity**  
*Simon Staddon, Director, EMEA RTM*

12.40 **Channel Partner Keynote – Telcomms**  
*Real-World Use Cases for Location Services with Skyfii*  
*Leonardo Giusti, CTO, Telcomms*  
*Simona Manetti, Marketing and Purchasing Manager, Telcomms*  
*Jackson Kerr, Director of Business Development EMEA, Skyfii*

12.55 **Wrap-Up and Prize-Draw**

13.00 **CLOSE**

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#### **Afternoon Session 14.00 – 17.10 MSPs & SPs**

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14.00 **Welcome and Platform Introduction**  
*Bryan Dolby, Founder and CEO, Proactive PR*

14.10 **Cambium Keynote**  
*Atul Bhatnagar, President and CEO*

14.20 **Welcome and Intro**  
*Martin de la Serna, Vice President Sales, EMEA*

14.30 **Keynote Speaker – New Spectrum Frameworks for a Changing World and Evolving Technology**  
*Monica Paolini, Principal, Senza Fili*

14.55 **Service Provider Round Table – Business Acceleration to Meet the New Normal**  
***Moderator:***  
*Sakid Ahmed, General Manager, ePMP and cnVision Business*  
***Participants:***  
*Alain Knott-Craig, Executive Chairman, Herotel*  
*Pietragelo di Fiore, Head of Sales, MICSO*  
*Normanno Marcolongo, CTO, MICSO*  
*Kendall Ananyi, Founder and CTO, Tizeti*

15.30 **Channel Partner Keynote – Winncom**  
**Innovative Solutions for the Wireless World**  
*Igor Kurochkin, Vice President, Global Vendor Management and Marketing, Winncom*

15.45 **Break – Time to Visit the Exhibits**

15.55 **Terragraph and cnWave – Enabling Wireless Fiber**  
*Neeraj Bhatia, Product Manager, Terragraph Facebook*  
*Antony Holmes, Vice President, Engineering*

16.25 **60 GHz cnWave Broadband Access to Business and Residential Customers**  
*Antony Holmes, Vice President, Engineering*

16.45 **Express Wi-Fi Technologies**  
*JP Chaib, EMEA Head of Partnerships, Connectivity Facebook*

17.05 **Wrap-Up and Prize-Draw**

17.10 **CLOSE**