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**Joint Council Call Meeting Notes**

*February 20, 2019*

*Recording Link:* <https://comptia-mc.webex.com/comptia-mc/ldr.php?RCID=645bb963fd5dbb2e86fe6275bbc72aea>

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| ***Attendees:*** |  |

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| **Business Applications Advisory Council**  Gavin Gamber - ConnectWise (Co-Chair)  Angus Robertson - Axcient  **Blockchain Advisory Council**  Jim Gitney - Group50 Consulting (Co-Chair)  Dr. Paolo Tasca - UCL Centre for Blockchain Technology (Vice-Chair)  Greg Forst - Go Immutable  Alex Godwin - Gladius  Adam Lesh - Breaker  George Mastoris - Winston & Strawn  Luca Paterlini - Crowd Ltd.  Jeremy Ramos - Priatek / Vendxor  Jason Sfaelos - Equinix  John Souza - Academy School Of Blockchain  **Channel Advisory Board**  Robert McFarlane - Sirius Computer Solutions (Co-Chair)  Jason Bystrak - D&H Distributing (Vice-Chair)  Aaron Acker - SmartSource Inc.  Juan Fernandez - ImageNet Consulting, LLC  Tony Francisco - CloudPlus  Rob Moyer - SYNNEX  Steve Mungall - RedHat  Tamara Prezak - CyxteraSteve Mungall - RedHat  Eric Pinto - SocSoter  Tamara Prezak - Cyxtera  **Drone Advisory Council**  Adam Gittins - HTS Ag (Co-Chair)  Enrico Schaefer - Drone Law Pro (Co-Chair)  Joey Parker - Westwind Computer Products  Jon Tull - Dronifi  **Smart Cities Advisory Council**  Robert Senatore - Data2Go Wireless (Co-Chair)  Tricia Shevlin - Aegex (Co-Chair)  Robert Forget - Aware360 (Vice-Chair)  Terri Foudray - Rumble  Jay Malin, Ph. D. - AGENT511  Glenn Morris - BuildingDNA  **CompTIA Staff**  Annette Taber  Chris Phillips  Rob Cosentino  Kimaya Wentworth  Andrea Cutter  Josh Kilker  Susan Kostbar |  |

**Agenda**

* 2019 Mission and Objectives of CompTIA Advisory Councils
* Introductions & Introduce New Council Members
* 2019 Plans & Goals Overview
* CompTIA Communities and Councils Forum (CCF) Agenda Review
* Cross Council / Community Collaboration
* Wrap up

**2019 Mission and Objectives of CompTIA Advisory Councils**

As tradition, at the beginning of call, Annette Taber explained our 2019 CompTIA Advisory Council Mission and Objective. There are as follows:

* Understand New and Emerging Technology Sectors
* Increase Awareness Through Development of Council Content
* Identify and Develop Industry Standards and Best Practices
* Drive Adoption of New and Emerging Technologies into Mainstream Business

**New Staff Introduction**

Annette Taber introduced new Council Member Associate Rob Cosentino and he gave a brief introduction and history of his time at CompTIA.

**Introduce New Council Members**

Annette Taber introduced the new members that have joined since January 16, 2019 (our last meeting/call) and had all new members on the call, give a short introduction and overview of their business.

**Artificial Intelligence Council**

Tom Derhake - Liberty Advisory Group

Michael Huckabee - SAS

**Blockchain Council**

Adam Lesh - Breaker

Joel McIntyre - GigStreem

Jason Sfaelos - Equinix

**Business Applications Council**

Joe Sykora - Bitdefender

**Channel Advisory Board**

Mike Bettilyon - Telarus

Rob Moyer - SYNNEX

Daniel Pfeiffer - OrionVM

**2019 Plans and Goals Overview**

Annette Taber introduced the new 2019 outline of goals for the Blockchain Council. There are as follows:

**Blockchain Council 2019 Goals**

* Establish Objectives for 2019
* Build Lists
  + Council Expertise
  + Top Blockchain Solutions (Five to Ten Solutions)
  + Accelerators and Barriers to Adoption
* Blockchain Research
* Blockchain Standards & Best Practices

Chris Phillips then went through the four other council goals for 2019.

**Business Applications Council 2019 Goals**

* Recruit Business Applications Members into CompTIA
* Playbook to Leverage CompTIA Resources (Benefits)
* Big Idea (Certification)
* SaaS Sales Process
* SaaS Implementation Process

**Channel Advisory Board 2019 Goals**

* 17 Steps Of The Buyers Journey Expansion
* Four Phases: Marketing, Sales, Technical, Customer Success
* What is changing in the way the modern buyer takes this step?
* What is the new process in this step?
* What is the role of the channel in helping the buyer through this step?
  + For Vendors
  + Distributors
  + Partners / Solution Providers

**Drone Council Board 2019 Goals**

* Launch Drone Research Questionnaire to Industry (coming weeks)
  + Present findings with panel discussion at Xponential 4/29-5/2
* Finalize and Launch Drone Standards and Best Practices
* Build H.R. 302 / Part 107 Lite Questions & Test

**Smart Cities Council 2019 Goals**

* Build Top 10 Smart Cities Solutions List
* 17 Skills Needed for Solution Providers to Sell Smart City Solutions Expansion
* Further Details About
  + IoT Solutions Architecture
  + AI & Machine Learning
  + Wireless Connectivity
  + Understanding of Hardware

**2019 CompTIA CCF Agenda Overview**

Annette Taber covered the planned council update which included as well as covering the day one agenda for the Blockchain Council.

* 2019 Charity Overview
* Content Committee
* Council Update
  + 2018 Council Survey Results
  + A.I.
  + Manchester
  + Industry Engagement (Expand footprint, ie; Drone Research)
  + Council Governance (6 mo. Transitioning, Surrogates, Committee Participation)

Chris Phillips covered the overview of the main council agenda, as well as details about the Business Applications, Channel Advisory Board and Drone Council day one agendas. Rob Cosentino covered the planned activities in the Smart Cities Council for day one.

**Blockchain Council Day 1 Agenda Details**

10:30AM - 10:45AM Introductions

10:45AM - 11:25AM Understanding the Blockchain Environment

11:25AM - 12:00PM Set Goals for the Blockchain Council

12:00PM - 1:00PM Networking Lunch & CompTIA Update

1:00PM - 2:00PM Blockchain Working Meeting (con’t.)

2:00PM - 2:45PM Build List of 5-10 Top Blockchain Solutions

2:45PM - 3:00PM Break

3:00PM - 4:00PM Blockchain Advisory Council First Day Wrap Up

**Business Applications Council Day 1 Agenda Details**

10:30AM - 10:45AM New Member Introductions

10:45AM - 12:00AM Highlight council plans and goals for 2019

* Build Top Verticals/Markets for SaaS Solutions
* Build and Map Top SaaS Solutions to those Verticals

12:00PM - 1:00PM Networking Lunch & CompTIA Update

1:00PM - 2:45PM What is Value Proposition for SP’s to sell SaaS?

* + - * What are the Skills need for various roles to sell SaaS?
      * What can we (CompTIA, Vendors, Partners) do to help?

2:45PM - 3:00PM Break

3:00PM - 4:00PM Business Applications Council First Day Wrap Up

**Channel Advisory Board Day 1 Agenda Details**

10:30AM - 10:45AM New Member Introductions

10:45AM - 12:00AM Highlight council plans and goals for 2019

* Buyers Journey Expansion

12:00PM - 1:00PM Networking Lunch & CompTIA Update

1:00PM - 2:45PM Buyers Journey Expansion Continues

2:45PM - 3:00PM Break

3:00PM - 4:00PM Channel Advisory Board First Day Wrap Up

**Drone Council Day 1 Agenda Details**

10:30AM - 10:45AM New Member Introductions

10:45AM - 12:00AM Highlight council plans and goals for 2019

* Final Pass-Through on Drone Standards

12:00PM - 1:00PM Networking Lunch & CompTIA Update

1:00PM - 2:45PM Build H.R. 302 / Part 107 “Lite” Questions & Test

2:45PM - 3:00PM Break

3:00PM - 4:00PM Drone Advisory Council First Day Wrap Up

**Smart Cities Council** **Day 1 Agenda Details**

10:30AM - 10:45AM New Member Introductions

10:45AM - 11:15AM Alan Shark, Exec Director of PTI

11:15AM - 12:00AM Highlight council plans and goals for 2019

* Build Top 10 Smart Cities Solutions List

12:00PM - 1:00PM Networking Lunch & CompTIA Update

1:00PM - 2:45PM 17 Skills Needed for Solution Providers to Sell Smart City Solutions Expansion

2:45PM - 3:00PM Break

3:00PM - 4:00PM Smart Cities Advisory Council First Day Wrap Up

Chris also covered the day two agendas, the Tuesday night dinner plans and the final day report out structures for Blockchain and the BAAC/CAB/DRAC & SCAC. Templates will be provided prior to the meeting to council chairs.

CAB/BAAC/DRAC/SCAC Report Outs

* + Review goals from Oct 2018 YEPM
  + What did we accomplish here?
  + What do we want to continue working on in June and Beyond?

Blockchain (BCAC) Report Out

* + Review of the environment/barriers/accelerators
  + Review goals & strategies.
  + Review Progress

Chris covered the Cross Community and Council Collaboration plans/ideas and Annette went over future collaboration and partnership plans.

* Joint Council activities, where does it make sense?
* New 2019 Project: Community and Council Collaboration
  + Webinars? Virtual Meetings?
  + Need EmTech SME’s for UK
* Other areas or ideas for collaboration & partnership
  + Smart Cities & Public Technology Institute
  + Drones & UAV Expo, Xponential, InterDrone, AUVSI, etc.
  + Biz Apps & Cloud Software Association, SaaStr, etc.
  + Blockchain & Other Events or Organizations

**Wrap Up & Reminders**

Chris Phillips went over some of the upcoming projects that we need assistance on.

* Drone Council to take, and push out CompTIA/AUVSI Drone Research Questionnaire to their constituency
* Councils to review and provide feedback on End User & AI Research Outlines
* Be sure to Check out CompTIA’s 2019 IT Outlook and IoT Research reports

Annette Taber mentioned needing four council members to participate in the AUVSI Xponential Panel that is planned in April.

Chris reminded folks to [register](https://www.comptia.org/events/view/comptia-communities-councils-forum-2019) for the first Face to Face Meeting of the year at CompTIA’s Communities and Councils Forum, showcased the Council Teams contact information, and Annette Taber adjourned the meeting.

Respectfully submitted by Chris Phillips, Director, Industry Advisory Councils, CompTIA