



**2022 North America Community Fall Summit & Annual Council Planning Meeting  
October 25 – 26, 2022  
(All times Central Time)**

**Tuesday, October 25: Advisory Councils & North America Community Fall Summit**

Time		Room
6:00 PM – 9:00 PM	Networking Party Off-Site	TBD

**Wednesday, October 26: Advisory Councils & North America Community Fall Summit**

Time		Room
8:00 AM – 9:00 AM	Breakfast	
8:00 AM – 9:00 AM	Breakfast & Networking: Advancing Women in Technology & Allies “Growing Your Tech Career” (open to all)	McGavock’s ABC
9:00 AM – 09:45 AM	<b>Welcome &amp; Panel:</b> Don’t Miss Out on the Hottest Tech Trends (Advisory Council and N.A. Community Executive Council Members)	McGavock’s ABC
9:45 AM - 10:30 AM	<b>Advancing Tech Talent &amp; Diversity:</b> Hiring and Retaining a Diverse Workforce for Success	McGavock’s ABC
10:30 AM - 11:15 AM	<b>Access the Cloud Applications Playbook:</b> This resource offers guidance to both IT solution providers and SaaS vendors looking to distribute and sell cloud applications through the IT channel effectively.	McGavock’s ABC
11:15 AM - 12:00 PM	<b>Cybersecurity: Are you ready for your customers’ challenges?</b> The decision to select a managed service provider (MSP) is critical to any organization. As an MSP you need to be prepared to answer the tough, important questions that your customers may ask you. We can help!	McGavock’s ABC
12:00 PM – 12:45 PM	<ul style="list-style-type: none"> <li>Lunch</li> </ul>	McGavock’s ABC
12:45 PM – 1:30 PM	<ul style="list-style-type: none"> <li><b>Marketplaces: Have you tapped into this revenue opportunity?</b> How customers buy and consume technology has significantly shifted in the cloud age. For the channel, it has meant seeing more business flow direct to online marketplaces. What are marketplaces and how can you leverage them?</li> </ul>	McGavock’s ABC
1:30 PM - 2:30 PM	<ul style="list-style-type: none"> <li><b>Interactive Roundtables</b> <ul style="list-style-type: none"> <li>Hiring &amp; Retaining Talent</li> <li>Adding New Solutions</li> <li>What are you doing about Security?</li> </ul> </li> </ul>	McGavock’s ABC

	○ After the Sale	
<b>2:30 PM - 03:15PM</b>	• Market Insights Keynote with Seth Robinson	McGavock's ABC
<b>3:15 PM – 4:30 PM</b>	• CompTIA Community Gives Back – Social Impact Activity	McGavock's ABC