

Auckland, NZ
Monday September 16

CompTIA Community ANZ Community Meeting Auckland – September 16, 2024

Time	MPR Room - all
9:30am – 9:45am	Welcome & introductions. Vanessa Sorenson, General Manager Microsoft NZ MJ Shoer, Chief Community Officer, CompTIA and CEO, CompTIA Spark (USA).
9:45-10:30am	Keynote: “Will AI deliver business value? No, really.” – Brett Roberts
10:30am – 11am	Mid-morning break & networking
11am-11:15am	Service Agreements - a fresh approach to contracts to help MSPs reduce their risk. Sarah Tohill, IT Agree Marketing Manager. Tips for navigating change and keeping your agreements current.
11:15am-12:00pm	Risk Management for your business. Part 1 – An immersive dive into the world of Understanding Business Risk, Operationalizing Your Risk, Helping Your Clients Understand Their Risk, Creating a Strategy for Risk, and Creating Opportunity for Risk. Wayne Selk. VP Cybersecurity Programs, CompTIA (USA)
12pm-12:05pm	5min Bio Break between sessions
12:05pm-12:55pm	State of the Channel, with ANZ perspectives. Maria Armstrong, Manager of Academy APAC, Pax8 (AU) State of Cybersecurity. David Norris. Managing Director, Nortec IT (AU)
1pm-1:55pm	Lunch & Networking
1:55pm-2:15pm	Accelerating Aotearoa. CompTIA 2023 NZ recipient of USD\$5k donation. Warwick Grey, with Daniel and Danielle from Accelerating Aotearoa.
2:15pm-3:10pm	How to grow and sell an MSP business, getting from \$2M - \$8M t/o. Warwick Eade, CEO DeskDirector (NZ)
3:10pm-4pm	Risk Management for your business. Part 2 – Wayne Selk. VP Cybersecurity Programs, CompTIA (USA)
4pm-4:05pm	5min Bio Break between sessions

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4:05pm-5pm	Harbourside chat with MJ Shoer & Wayne Selk. Open Q&A/Discussion with two CompTIA VPs.
5pm-6pm	Across the road at The Sofitel, in Salon Aviz (area is beside the main bar, which is closed on Mondays) Afternoon Networking drinks & canapes.