



# Esri Federal GIS Conference

February 11-12, 2020 | Washington, D.C.

## Partner Pre-Conference Program

Monday, February 10, 2020

Washington DC Convention Center, Salon I

This exclusive meeting is designed for a startup, emerging business, Esri Partner Network, and alliance partners to understand how to effectively partner with Esri and drive success in the coming year.

### Agenda

**8:30-9:00 Check-in and Breakfast**

**9:00-9:05 Welcome**

Heather Whitney, National Government Partners Lead

**9:05-9:30 EPN Program Opportunities for Partners**

Robert Laudati, Director, Global Partners, and Alliances

**9:30-9:45 National Government 2020 Business Development Priorities**

Patty Mims, Director, Global National Government BD

**9:45-10:15 US and International Selling with Esri BD and Distributors**

Rob Laudati and John Day, Director, International Government BD

**10:15-10:30 Break**

**10:30-11:30 National Government BD Leadership Panel: 2020 Industry trends and opportunities**

Global National Government Business Development Industry Managers

**11:30-1:00 Lunch**

Small Business Program Awards

Q/A with Jack Dangermond and Jeff Peters

**1:00-2:00 Partner Business Models and Success Stories**

Thomas Fair, CTO Esri Partner Network

Beau Ryck, ArcGIS Indoors

Brady Cline, GeoAI Business Development

**2:00-2:30 Technical Lightning Talks: Sneak Preview of Upcoming Esri Technology**

Product Roadmap

Next-Gen ArcGIS Enterprise

ArcGIS Analytics for IoT

ArcGIS Mission

**2:30-4:00 Networking Coffee and Meet the Program Experts**