



## 2018 Dynisco EMEA Channel Partner Meeting Agenda

Tuesday, October 16<sup>th</sup>

Topic	Timeframe	Presenter	Location
Welcome Reception	7:00 – 9:00	Everyone	A Terra Fornaria



**Wednesday, October 17<sup>th</sup>**

Topic		Timeframe	Presenter	Location	
<b>Breakfast</b>		7:30 – 8:00	Everyone		
Welcome / Opening Statement & Meeting Expectations / Dynisco Staff Introductions		8:30 – 9:00	Michael Swanton, Sales Director EMEA	Sao Miguel HALL CD	
2018 Dynisco Performance Overview & 2018 -2021 Strategic Focus and Overview		9:00 – 10:00	John Biagioni, President Dynisco		
<b>Break</b>		10:00 - 10:15	Everyone		
Providing the Right Tools to Sell Capital Equipment	1:1 with John Biagioni (scheduled in advance)*	10:15 - 12:00	Chris McDonnell, President Sandler Training	Sao Miguel HALL CD	TBD
<b>Lunch</b>		12:00 - 1:00	Everyone		
How to be Successful Selling Dynisco in Challenging Environments	1:1 with John Biagioni (scheduled in advance)*	1:00 - 1:45	Alena Simurdova, Azzur Technologies	Sao Miguel HALL CD	TBD
Engineering: Technology and IoT Updates	1:1 with John Biagioni (scheduled in advance)*	1:45 -2:45	John Czazasty, VP, Engineering		TBD
<b>Break</b>		<b>2:45 – 3:00</b>	<b>Everyone</b>		
Dynisco Global Market View	1:1 with John Biagioni (scheduled in advance)*	3:00 - 4:00	Bill Desrosiers, VP, Business Development	Sao Miguel HALL CD	TBD
Dynisco Marketing: Website & Ecommerce Overview	1 with John Biagioni (scheduled in advance)*	4:00 - 5:00	Catherine Lindquist, Marketing Communications Manager		TBD
Questions/Comments		5:00 -5:15	Everyone	Sao Miguel HALL CD	
<b>Dinner</b>		Pick up is at 7:00	<b>Everyone – meet in hotel lobby no later than 6:45</b>	Restaurant Borda de Agua at City of Lagoa	

\*During Channel Partner Overview Session scheduled appointments with John Biagioni will take place in **TBD** room



**Thursday, October 18<sup>th</sup>**

Topic	Timeframe	Presenter(s)	Location
<b>Breakfast</b>	7:30 – 8:00	Everyone	
Hands on Product Training*	8:00 – 12:00	Everyone (5 Rotating Groups*)	Sao Miguel HALL CD
<b>Lunch</b>	<b>12:00 - 1:00</b>	<b>Everyone</b>	
Tour of the Sao Miguel	1:00 – 6:00	Everyone	Sao Miguel HALL CD
Dinner on the Beach	6:00 – 9:00	Everyone	Pé na Areia Restaurant, at Praia das Milicias
<b>Meeting Concludes</b>			

*\*see break out schedule on page 5*



## Thursday Training Breakout Sessions

- **Care & Handling:** Training by Johannes Lorenz & Leo Barron (?)
- **LMI Calibration Demo:** Training by Fred Jaubert, Christian Prothery & Dave Lewis
- **ViscoIndicator Cloud / IoT Touchscreen:** Training by John Czazasty & Fabrizio Ranieri
- **Dynisco Sensor Value Selling:** Training by Michael Swanton & Bill Desrosiers
- **Instrumentation Training:** Training by Lilliana Orban

### *Training to take place in Sao Miguel HALL CD*

Group 1	Group 2	Group 3	Group 4	Group 5
Alena Simurdova Kevin Carty Peter Backx Kalevi Mervasto	Jan Simurda William Schelstraete Epistolio Tuula Mervasto	Dany Neiger Henrik Svanfors Kalevi Mervasto Jordi Miro	Guillermo Salas Kari Mervasto Gert Teeuwen	Mustafa Naymanlar Anne Mervasto Patrick van den Boogaard Attilio Epistolio

### Channel Partner Attendees

1. Alena Simurdova
2. Jan Simurda
3. Kevin Carty
4. William Schelstraete
5. Peter Backx
6. Patrick van den Boogaard
7. Gert Teeuwen
8. Attilio Epistolio
9. Guillermo Salas
10. Jordi Miro
11. Dany Neiger
12. Yossi Weiss
13. Henrik Svanfors
14. Mustafa Naymanlar
15. Kalevi Mervasto
16. Anne Mervasto
17. Tuula Mervasto
18. Kari Mervasto