



Hybrid Dealer Summit

Agenda

Tuesday - August 17th

6:00 pm – 6:45 pm **Welcome Reception** East Foyer

6:45 pm – 7:30 pm **Welcome to the MWA Hybrid Dealer Summit and beautiful Scottsdale, Arizona** **Mike Stramaglio, President & CEO, MWA Intelligence**
Robert Littlefield, Councilman, City of Scottsdale
Wayne Ecton, Councilman, City of Scottsdale
Bob Goldberg, Attorney, Schoenberg, Finkel, Newman & Rosenberg Ltd.
Jason Mammoser, Captain, 101st Airborne, US ARMY

7:30 pm – 9:00 pm **Dinner** Salon A

Wednesday - August 18th

8:00 am – 8:10 am **Welcome** **Mike Stramaglio, President & CEO, MWA Intelligence**

8:10 am – 8:40 am **Samsung Vision** **Sung-Ho Chang, Vice President of Sales & Marketing/Global Solutions & Service, Samsung Electronics Co., Ltd.**

8:40 am – 9:10 am **Introduction to MPS** **Ed Crowley, Founder & CEO, The Photizo Group**

9:10 am – 9:40 am **MPS in Action** **Justin West, MPS Productivity Engineer, Nationwide Insurance**

9:40 am – 10:10 am **Enterprise MPS** **Bill Melo, Vice President of Marketing & Enterprise Services and Solutions, Toshiba America Business Solutions**

10:10 am – 10:25 am **Break** East Foyer

10:25 am – 11:25 pm **Technology Innovators I -Why this is vital to your business** **Brendan Peters, Print Imaging Segment Manager, Intel Corporation**
Tim Grimes, Senior Business Development Manager, CRM & Field Service, Research in Motion



Wednesday - August 18th continued

11:25 am – 12:25 pm **Technology Innovators II**
-Why this is vital to your business

Michael A. Greco, CEO, Drive Technologies

Larry Stahl, Channel Sales Manager, Objectif Lune

Del Hollingsworth, Director of Global Sales, Compass

12:25 pm – 1:30 pm **Lunch**

Salon A

1:30 pm – 2:15 pm **Technology Innovators III**
-Why this is vital to your business

Jenna Mammoser, Director of Managed Services, MWA Intelligence

Jim Phillips, CEO, Digital Gateway

2:15 pm – 3:00 pm **Call Avoidance**

Mike Stramaglio, President & CEO, MWA Intelligence

Gavin Williams, VP of Sales, MWA Intelligence

3:00 pm – 3:15 pm **Break**

East Foyer

3:15 pm – 4:15 pm **National Managed Print Services**

Hiro Ueda, SVP Business Development, MWA Intelligence

Van Boone, President & CEO, Amtek

4:15 pm – 4:30 pm **Wrap-up**

Mike Stramaglio

5:30 pm – 7:00 pm **MWAI Facility Tour / Showroom Opening**
Product Demos All

Thursday - August 19th

8:00 am – 8:40 am **Opening Remarks**

Mike Stramaglio, President & CEO, MWA Intelligence
Ed McLaughlin, President, Sharp Electronics America

8:40 am – 9:15 am **Industry Executive Overview**

Bob Sostilio, President & CEO, Sostilio & Associates International, Inc.

9:15 am – 10:15 am **Investor Review**

Mike Stramaglio

Steve Etter, Partner, Greyrock Capital

Curt Freifelder, VP General Manager, Office Equipment, De Lage Landen Financial Services

10:15 am – 10:30 am **Break**

East Foyer



Thursday - August 19th continued

10:30 am – 12:00 pm **Technology on the Horizon**
Why Is it Important?

Hiro Ueda, SVP Business Development, MWA Intelligence

Brendan Peters, Print Imaging Segment Manager, Intel Corporation

Frank Mallozi, SVP Worldwide Sales & Marketing, EFI

Bill Wagner, Chairman of WIMS, Printer Working Group

12:00 pm– 1:00 pm **Lunch**

Salon A

1:00 pm – 2:00 pm **Partnerships**
Why they are so important to the industry?

John Brostrom, Executive Vice President of Operations, Customer Care & Engineering, MWA Intelligence

Trevor Gruenewald, COO, *ECi* Software Solutions

Laryssa Alexander, Division President at *ECi* Software Solutions

Jim Phillips, CEO, Digital Gateway

2:00 pm – 3:00 pm **Supply / Procurement Automation**

Al Zortea, VP Strategic Business Development, ILG

Charlie Antell, Director Business Development, Image Star

3:00 pm – 3:15 pm **Break**

East Foyer

3:15 pm – 4:30 pm **Round Table Discussions**

Mike Stramaglio

Bob Sostilio, President & CEO, Sostilio & Associates International, Inc.

John Kuchta, President & Owner, SolutionOne

Bob Goldberg, Attorney, Schoenberg, Finkel, Newman & Rosenberg Ltd.

4:30 pm – 5:00 pm **Summit Recap / Q&A**

All Available Presenters