

CPE Form Certificate of Completion

To be submitted to your state
 CPA society for CPE credits



Microsoft Partner Network
 Winning Together.

This is to confirm that _____
 attended the Microsoft Worldwide Partner Conference, held July 10-14 2011.

Name of Attendee _____

Address: _____ City: _____ State: _____ Zip: _____

E-mail: _____ Phone: _____

A brief outline of the course is listed below.
Field of Study: Business/Marketing
 Up to 25 CPE Credits are recommended for this course.

Instructions:

1. Circle sessions attended

2. Calculate totals for each day.

Monday Total _____

Tuesday Total _____

Wednesday Total _____

Thursday Total _____

Total Sessions _____

3. Take total minutes and divide by 50 (round down to the closest hour).

Total CPE Credits earned at Microsoft Worldwide Partner Conference = _____

4. Complete next section below.

Circle the appropriate evaluation rating.

	Excellent	Very Good	Average	Fair	Poor
1. Were the stated learning objectives met?	5	4	3	2	1
2. If applicable, were prerequisite requirements appropriate?	5	4	3	2	1
3. Were program materials accurate?	5	4	3	2	1
4. Were materials relevant and did they contribute to the achievement of learning objectives?	5	4	3	2	1
5. Was time allotted to the learning activity appropriate?	5	4	3	2	1
6. If applicable, were the individual instructors effective?	5	4	3	2	1
7. Were the facilities and/or technological equipment appropriate?	5	4	3	2	1
8. Were the handout and/or advance preparation materials satisfactory?	5	4	3	2	1
9. Were the audio and visual materials effective?	5	4	3	2	1

Monday, July 11	(Title/Length)
9:00-11:30 AM	
Microsoft Vision.....	150 min
1:30-2:30 PM	
The Vision for Distribution in FY12.....	60 min
Licensing FY12 Priorities.....	60 min
Get Inspired with the Microsoft Web Platform.....	60 min
Inspired Learning for a Skills-Driven Economy.....	60 min
ISVs Leading the Shift to the Cloud.....	60 min
The Microsoft Dynamics Partner Opportunity – Back to Basics: Specialize, Win, Grow	60 min
Solution Partners and Microsoft, Your Long Term Business Decision. Being What's Next Together.....	60 min
The Reseller Opportunity: Growth Potential in a Changing Environment.....	60 min
Beyond the Hype: Connecting Hosting and Telco Service Provider Partners with Cloud Opportunities.....	60 min
Biz Spark-Emerging Markets Roundtable 1.....	60 min
2:00-2:30 PM	
Accelerating Licensing Opportunities.....	30 min
2:30-3:15 PM	
LAR Evolution-Calls to Action.....	45 min
3:00-4:00 PM	
How to Write a Killer Executive Summary.....	60 min
Why a Strong SQL Server Offering Is Critical To Your Cloud Business.....	60 min
Capitalize Your Customer Care Business.....	60 min
Delivering Windows Embedded Device Solutions.....	60 min
Consumer Technology for Business ISVs.....	60 min
Cloud Strategy for ISVs: An Economic View.....	60 min
Moving Productivity Applications to the Cloud.....	60 min
Channel Consolidation : Buy, Be Bought, Cooperate or Grow Organically.....	60 min
Microsoft Online Services: The Total Package.....	60 min
Confessions of a VMware Partner Executive: What Keeps Them Up at Night.....	60 min
Measure, Manage and Improve: Learn How a Best-in-Class Microsoft Collaboration Solution Developed on Microsoft Stack Will Provide the Operational Efficiency You All Desire!.....	60 min
Building for the Future: How to Benefit from Custom Development on the Microsoft Platform.....	60 min
Profit and Revenue Engine: OEM Through Distribution.....	60 min
Relationship Marketing Bootstrap: How to become a prolific Office 365 Internet presence using social media tools.....	60 min
Panel Session: Development on the Microsoft Web Platform in an Open Source Ecosystem.....	60 min
Microsoft Dynamics Cloud Opportunity: What's In It for You?.....	60 min
How To Prepare Now For The 2020 Workplace.....	60 min
Biz Spark-Emerging Markets Roundtable 2 (placeholder).....	60 min
Solution Incentive Program (SIP) Uncensored.....	60 min
Driving Business Through Microsoft Relationships.....	60 min
The Business Forecast: How Resellers Thrive when the Cloud Rolls In.....	60 min
The Inside Sales Engine: "The Must Haves" and Solution Evolution.....	60 min
Confessions of a Cisco Partner Executive: What Keeps Them Up at Night.....	60 min
Transforming Your Ideas into Reality with a SketchFlow Prototype.....	60 min
The New Rules of Marketing and PR.....	60 min
Confessions of a Oracle Partner Executive: What Keeps Them Up at Night.....	60 min
Driving a Winning ERP Strategy Together.....	60 min
Azure and the SI Partner.....	60 min
Build New Revenue Streams Helping Your Clients Market the Websites You've Built for Them.....	60 min
Make \$\$\$ in the Cloud with Managed Services.....	60 min
A More Natural Future.....	60 min
Windows 7: Profitability outside of the box. More partners, making more money.....	60 min
Denali: A Game Changer Engine for ISVs.....	60 min
The ISV Opportunity with Business Solutions from Microsoft Dynamics.....	60 min
Boost Your Application Performance with Parallel Programming.....	60 min
Lessons from Startup ISVs.....	60 min
IDC Cloud Partner Blueprint: Transition Your Business Model To The Cloud.....	60 min
Embracing the Cloud: Leveraging the Windows Azure Platform to Evolve your ISV business.....	60 min
3:15-3:45 PM	
Channel Incentives.....	30 min

Monday, July 11 continued	(Title/Length)
4:00-5:00 PM	
Unleashing the Power of Distribution For Cloud Services.....	60 min
4:00-5:30 PM	
Area Leads-Local Updates.....	90 min
4:30-5:30 PM	
Panel Discussion: Moving from Software to SaaS.....	60 min
The Virtualization Opportunity: The Art of Selling in Midmarket.....	60 min
Monetizing the Cloud: ISV Best Practices.....	60 min
Microsoft Dynamics AX 2012 in Public Sector.....	60 min
High Impact Business Apps: The Customer Advantage of Great UX.....	60 min
Winning Today! Driving Growth for Microsoft Dynamics ERP in SMB.....	60 min
Accelerate Your Web Hosting Business – Insights and Best Practices.....	60 min
Biz Spark-Emerging Markets Roundtable 2.....	60 min
How To Prepare Now For The 2020 Workplace.....	60 min
Private Cloud-the transformation opportunity ahead of us.....	60 min
Optimizing Your Microsoft Dynamics Existing Customer Business.....	60 min
10 Things VARs Can Do to be Successful in Online Services.....	60 min
Driving Success with Microsoft Dynamics CRM.....	60 min
ERP + CRM + Outlook = Business Productivity Nirvana.....	60 min
Train and Certify What's Next.....	60 min
SI Partners... How does Microsoft Measure Solution/SI Partners and their impact?.....	60 min
Winning Against the Competition, Choosing the Best Email Solution for your Customers and Beating Google and VMware Zimbra.....	60 min
Don't Build it From Scratch! Why Using Open Source CMS Apps Makes Sense.....	60 min
Visualocity: Stop Presenting Your Solutions and Missing the Mark!.....	60 min
How to Build a Successful Online Marketing & Sales Engine.....	60 min
Building Effective Channels for Cloud Solutions.....	60 min
Using Visual Studio 2010 Application Lifecycle Management to Differentiate and Grow Your Business.....	60 min
Profitable Partnerships: Finding Your Circle of Trust.....	60 min
SI Partner Business Models Getting to the Cloud.....	60 min
Windows Azure and its Competitors: Comparing Cloud Platforms.....	60 min
The Business Productivity Opportunity for ISVs.....	60 min
An Overview of SharePoint Development: From Zero to Hero in Sixty Minutes.....	60 min
Reading the Tea Leaves: Industry Trends and Building Your Competitive Edge.....	60 min
Solution Incentive Program (SIP) Uncensored (repeat).....	60 min
Driving for Vertical Results in Alignment with Microsoft Dynamics.....	60 min
The Future of Social.....	60 min
Solution Incentives for ISVs.....	60 min
Get More Value From Your Microsoft Competencies!.....	60 min
Microsoft Surface 2.0 – It's All NUI (Natural User Interface).....	60 min
The New Rules of Marketing and PR.....	60 min
Improve Business Performance with Right Technology Investments.....	60 min
5:00-6:00 PM	
Competing To Win Through Distribution.....	60 min

Monday Total

Tuesday, July 12	(Title/Length)
9:00-11:30 AM	
Winning with the Cloud.....	150 min
A World of Smart Devices.....	150 min
12:00-1:00 PM	
The Future of Productivity.....	60 min
Enabling Today's Flexible Work Styles.....	60 min
Seizing the Business Mobility Opportunity with Windows Phone.....	60 min
Be Dynamic: Opportunities for Growth with Microsoft Dynamics.....	60 min
Realizing Your Opportunity in the Cloud.....	60 min
1:30-2:30 PM	
Seizing the Business Mobility Opportunity with Windows Phone.....	60 min
Office in Education: The Evolution of Live@edu and Office 365 for Education.....	60 min
Windows Licensing and Business Opportunities.....	60 min
SAP and Microsoft: Run Your Customer Environments Better with Duet Enterprise.....	60 min
Using Visio and Visio Services to Differentiate SharePoint and BI Solutions.....	60 min
Partnering with Microsoft in the Cloud.....	60 min

Tuesday, July 12 continued

(Title/Length)

1:30-2:30 PM continued

BP05 Seizing the Corporate Accounts (250-1000 PCs) Opportunity with Windows 7, Office 2010 and the Cloud.....	60 min
Consumerization of IT: Windows Devices in the Workplace.....	60 min
The Future of Middleware and the BizTalk Roadmap.....	60 min
Certification Unplugged: The Evolution of the Microsoft Certified Technology Specialist and IT Professional Certifications.....	60 min
Cloud Ascent: Learn How to Evolve Your ISV Business with the Windows Azure Platform.....	60 min
Getting the Most Out of Your Partner Service Plans.....	60 min
Windows Phone in the Enterprise.....	60 min
Dollars, Euros, or Yen: How Exchange Brings You Growth Opportunities From On-Premises to the Cloud.....	60 min
Realizing Your Opportunity in the Cloud	60 min
Winning in Manufacturing Verticals	60 min
Hyper-V Cloud: Building and Managing Enterprise-Ready Public and Private Clouds.....	60 min
What's New on the Windows Azure Platform.....	60 min
Moving Information Workers to the Cloud	60 min
Deep Dive into Microsoft Dynamics AX 2012.....	60 min
Microsoft Dynamics ERP in the Cloud.....	60 min
Enabling Today's Flexible Work Styles.....	60 min
Be Dynamic: Opportunities for Growth with Microsoft Dynamics.....	60 min
Going Big with Lync: Delivering a New, Connected Experience.....	60 min
Create New Business Opportunities with Windows Intune.....	60 min
Understanding Microsoft Business Intelligence: Customer Momentum and Partner Opportunity	60 min
The Future of Productivity.....	60 min
Get More From SharePoint 2010.....	60 min
Social Media Strategies with Microsoft Dynamics	60 min
Enterprise Mobility – When to Target Windows Embedded Handheld 6.5 versus Windows Phone 7.0	60 min
Exploring Opportunity with the Cloud-Ready Information Platform and SQL Server Code Name "Denali"	60 min
Understanding Windows HPC Server 2008 R2.....	60 min

3:00-4:00 PM

Winning Tomorrow: Driving Growth for Microsoft Dynamics ERP in SMB – FY12 and Beyond.....	60 min
Fireside Chat with Gartner Analyst on Consumerization of IT	60 min
Exchange vs. Google and Zimbra – How to Beat the Competition (Interactive Discussion).....	60 min
Deploying Windows 7 in the Enterprise.....	60 min
Getting Real About Sales Transformation: Two Changes That Change Everything	60 min
Opportunities in the Cloud with SharePoint Online & Office 365	60 min
Extending Your Reach-Driving Demand with Lead Generation Engines.....	60 min
The MPN Learning Competency: Top 10 Reasons You Should Join.....	60 min
Cloud Ascent: Learn How to Evolve Your SI Business with the Windows Azure Platform	60 min
Accelerate Your Microsoft Dynamics AX Practice with the Upcoming Release.....	60 min
How to Accelerate Revenue Through Microsoft Appliances. Part I: Data Warehouse.....	60 min
SharePoint Partners-Grow Your Business with Microsoft Project 2010	60 min
The Five Things You Need to Know about Developing Successful Windows Phone Solutions.....	60 min
Lync: Targeting Customers and Competing to Win.....	60 min
How Infrastructure Partners Can Optimize SQL Server for Private Cloud Environment; Session I.....	60 min
Get More Value From Your Microsoft Competencies!.....	60 min
MDOP: Value Today, Enhancements and How to Monetize.....	60 min
Making More Money on SQL Server with Solution and Deployment Planning Incentives!.....	60 min
Expand Your Service Opportunities with the Microsoft Private Cloud	60 min
Building a Successful Data Practice in the Public Cloud-Session I	60 min
Transitioning Customers of All Sizes From on Premises Solutions to Microsoft Cloud Services.....	60 min
Windows Intune Business Opportunities & Models.....	60 min
Best Practices in SharePoint Deployment and Adoption	60 min
Growing Your Microsoft Dynamics CRM Business in the Enterprise.....	60 min
Microsoft Execs "Unplugged"	60 min
Building a New Managed Desktop Service.....	60 min
BP11 How to Leverage the Funded Office Deployment Programs for Corporate Accounts (250-1000 PCs).....	60 min
Selling Windows Intune with "Good, Better, Best".....	60 min

Tuesday, July 12 continued

(Title/Length)

3:00-4:00 PM continued

Succeeding with Windows Web Hosting in an Open Source World.....	60 min
Grow Your Business with the New Mobility Competency Benefits.....	60 min
What EVERY Sales Person and Executive Must Do to Drive Sales.....	60 min
Getting Ready for the Next Release of Windows Phone	60 min
Microsoft Dynamics Partner Academy: Sharpening the Skills of Executive, Sales, Marketing and Project Management Staff	60 min
Unplugged: Why The Microsoft Application Platform Helps My Organization Win (Partner Panel).....	60 min
Identity and Security in the Cloud: How to Overcome Customer Concerns.....	60 min
The Nokia Partnership-What it Means for Partners	60 min
Divine Demos: How to Make Sure Your Solution Demo is an Opportunity Win Enabler.....	60 min

3:00-6:00 PM

Microsoft Office 365 Partner Launch.....	180 min
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4:30-5:30 PM

MDT, PoC, MAP, ACT, WDS, USMT, IEAK, SCCM and P2V – Alphabet Soup-Windows XP to Windows 7 Deployment Tools and Resources Spelled Out.....	60 min
Capturing the Funding and Incentives Available Through the Desktop PSP.....	60 min
Websites and Profitability in the Cloud with the Windows Azure Platform.....	60 min
Expand Your SharePoint Practice with Solutions for Internet Sites.....	60 min
How Infrastructure Partners Can Optimize SQL Server for Private Cloud Environment-Session II.....	60 min
Best Practices to Take to Market and Monetize Your Windows Phone Solution	60 min
How to Accelerate Revenue Through Microsoft Appliances. Part II: Business Intelligence and Database Consolidation	60 min
Competing with Microsoft Dynamics: Better, Stronger, Faster	60 min
Business Models, Pricing and Offers in the Cloud.....	60 min
How to Capture the Opportunity of Selling Office With New PCs?.....	60 min
So You Want To Host Exchange?.....	60 min
Taking Your Business Online to One of the Best Business Locations in the World: www.microsoft.com... at No Cost!.....	60 min
Expanding Your Business with Microsoft Dynamics AX	60 min
Extending the Reach of Oracle's Business Applications with SharePoint Server 2010 and SQL Server 2008 R2.....	60 min
Learn About the Customer Immersion Experience (CIE) is and How it Can Help You Accelerate Sales	60 min
Best Practices Selling the Microsoft Project 2010 Platform.....	60 min
Top Reasons to Choose Hyper-V over VMWare to Build your Private Clouds	60 min
Windows Azure and Opportunities for Service Providers.....	60 min
Building a Successful Data Practice in the Public Cloud-Session II.....	60 min
Consumerization of IT: Windows Devices in the Workplace	60 min
Profiting from Consumerization of IT with Windows Devices and Windows 7 Enterprise.....	60 min
Grow Your SharePoint and Exchange Business with Windows Phone.....	60 min
Transitioning and Thriving-What You Need to Know About Profiting in the Cloud.....	60 min
Getting Ready for the Next Release of Windows Phone	60 min
Windows Intune Partner Success Stories & Best Practices.....	60 min
Capitalize on New Management Opportunities with System Center 2012	60 min
Creating an Effective Marketing Function.....	60 min
Microsoft Dynamics AX: Purpose-Built Solutions for Service Industries	60 min
Opportunity and Growth with Microsoft Dynamics AX for Retail & Distribution	60 min
Making Money and Solving Customer Problems with Visio 2010 and SharePoint 2010.....	60 min
Mobile Revolution: Find Out How 2D Barcodes, Mobile Phones and Microsoft Tag Can Help You Grow Your Business.....	60 min
Increase Your Revenue Opportunities with Microsoft Desktop Virtualization	60 min
The Art and Science of Compelling Value.....	60 min
Getting Real About Sales Transformation: Two Changes That Change Everything	60 min
You May Be Leaving Money on the Table: Migration Opportunities to Windows 7 and Internet Explorer 9	60 min
Microsoft Dynamics CRM Online – Ready, Set, Go!.....	60 min

Tuesday Total

Wednesday, July 13

(Title/Length)

9:00-11:30 AM

Winning Together.....	150 min
National Priorities: Partnering to Strengthen the Local Economy.....	150 min

Wednesday, July 13 continued (Title/Length)

1:30-2:30 PM

How We Win in SMB.....	60 min
Our Enterprise Opportunities	60 min
Emerging Markets Value Keynote.....	60 min
How to Write a Killer Executive Summary-Interactive Session with Tom Sant.....	60 min

3:00-4:00 PM

You Just Finished Selling Office, so Now What? Expand Your Revenue Footprint, and Win the Hearts and Wallets of Your SMB Customer Through Business Intelligence with SQL Server, Office and SharePoint.....	60 min
Opportunity in the Ecosystem – How Windows Small Business Server 2011 Essentials Works “Better Together” with Microsoft and Partner Solutions to Meet Customer Needs.....	60 min
The Public Sector Business Opportunity – High Growth, High Impact and Making a Difference.....	60 min
Licensing Updates that Enable Partner Hosted Cloud Business Opportunities.....	60 min
The Next Opportunity – Going BIG with Microsoft Lync	60 min
Just Win! Get Clear on Excellence. Get Others Informed, Inspired and Engaged. And Get it Done While Moving at the Pace Required Today!.....	60 min
Training and Certifications for the Cloud.....	60 min
Partner Opportunities with the Microsoft Application Platform.....	60 min
Partner Opportunities with Microsoft Business Intelligence and Data Warehouse	60 min
Programs for Hosting Service Providers: Utilizing Microsoft Resources to Grow Your Business.....	60 min
Value of Annuity: How to Sell Annuity to Your SMB Customers & Drive Successful Renewals	60 min
MPN Program Evolution – Structured to Endure and Lead.....	60 min
Microsoft Dynamics Cloud-What's in it for You?.....	60 min
Now is the Time to Build a Successful Cloud Business in SMB!.....	60 min
Competitiveness, Energy and Environmental Sustainability: How the Cloud Changes Everything.....	60 min
Expanding Business Intelligence and Data Warehousing Practice With Denali and SQL Server Parallel Data Warehouse-Session I.....	60 min
Microsoft in Insurance: Innovation, Transformation, and the Connected Customer Experience.....	60 min
Public Sector Cloud Service Offerings.....	60 min
Selling Office 365 to SMB Customers: Top 5 tips on How to Shorten Your Sales Cycle and Scale Effectively to Sell Office 365 to SMB Customers	60 min
How to Create an Email Campaign that Really Gets Leads	60 min
Selling Windows to SMB: Windows 7 Professional + Windows Intune.....	60 min
How Social Media Adds Value to B2B Marketing.....	60 min
Driving Revenue with Innovative Solutions in Manufacturing & Resources Industries.....	60 min
Connected Experiences for Consumer Goods & Distribution	60 min
Business Productivity Alternatives in the Cloud-Private, Hybrid, and Public.....	60 min
Using the Business PC Campaign, Office Purchase Advisor and MSCOIT to Win Big in SMB	60 min
Microsoft in Banking & Capital Markets: Innovation, Transformation, and the Connected Customer Experience.....	60 min
Increasing Productivity for SMB with Microsoft Dynamics – The Cloud and Beyond	60 min
Growing Your Business With Professional Service Firm Applications.....	60 min
Partner Opportunities with Core Infrastructure Optimization from Desktop to Datacenter.....	60 min
Driving Revenue with Innovative Solutions in the Communications Industry.....	60 min
Partner-Led Sales Engagement with Microsoft.....	60 min
The Art and Science of Compelling Value.....	60 min
Dynamics CRM Cloud Opportunities for Hosting Service Providers.....	60 min
Grow Your SAM Practice	60 min
Enterprise Partner Group FY12 Partner Strategy	60 min
The Microsoft Customer Opportunity Insights Tool for Managed Resellers.....	60 min

3:00-5:30 PM

Windows 7 App Challenge.....	150 min
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4:15-5:15 PM

Future of Government: Winning Together.....	60 min
Growing Your Business in the Education Industry – Strategies for Success!	60 min
Initiatives and Big Bets in Public Safety and National Security.....	60 min
Healthcare, the Cloud and You	60 min

4:30-5:30 PM

Digital Marketing Experiences and Business Intelligence for Telco Service Providers ..	60 min
Partners and Microsoft – Together for Oil & Gas and Mining	60 min

Wednesday, July 13 continued (Title/Length)

4:30-5:30 PM continued

Capitalize on the Cross-Sell Opportunity with CRM Online & Office 365.....	60 min
Partner Opportunities with Business Productivity in the Cloud and On Premise.....	60 min
Emerging Markets Session 2.....	60 min
Why I decided to Become a Microsoft Online Services Partner Instead of a Google Apps Reseller – Real Stories and Lessons Learned from Partner to Partner	60 min
Just Win! Get Clear on Excellence. Get Others Informed, Inspired and Engaged. And Get it Done While Moving at the Pace Required Today!	60 min
Using Sales Leads Tools to Increase Revenue Based on Customer Insight	60 min
Driving Revenue with Innovative Solutions in Financial Services.....	60 min
Leveraging Windows 7 Accelerate.....	60 min
Capture the SMB Desktop Opportunity with Windows 7 and Office 2010.....	60 min
What's Next: A Marketing Discussion for Learning Partners	60 min
Winning SMB Customers with Windows Devices & Slates.....	60 min
Microsoft Lync Voice Opportunity for Hosting Service Providers	60 min
Distributor Initiatives, Programs, Marketing and Sales Tools.....	60 min
Expand Your Revenue and Reach with Bing-Come Explore How to Reach More Potential Customers and Create an Incremental Revenue Stream with Bing.....	60 min
Journey to the Cloud: New Opportunities for Mixed-Source Collaboration and Innovation.....	60 min
Telco and Microsoft Dynamics CRM: A Profitable Partnership.....	60 min
Visual Studio LightSwitch: Helping Your Customers Create Their Own Business Applications	60 min
Partnering with Microsoft for Success in Process Manufacturing Industries	60 min
Microsoft Office 365 Deployment – Leveraging Microsoft Premier Deployment (MPD) in Your Engagements	60 min
Get More Value from Your Microsoft Competencies.....	60 min
Partner Centricity with Microsoft In Power & Utilities.....	60 min
Cross and Up-selling Cloud: Windows Intune and Office 365.....	60 min
How to Develop an Executable Lead Generation Strategy	60 min
Letting Go to Grow: Building Capacity for Critical Business Growth.....	60 min
Leveraging Solution Incentives	60 min
Partner Panel-Partnering with Microsoft	60 min
Partnering for Success in Discrete Manufacturing: Automotive, Electronics, Industrial & Aerospace.....	60 min
Expanding Business Intelligence and Data Warehousing Practice With Denali and SQL Server Parallel Data Warehouse-Session II	60 min
Partner Opportunities with SharePoint for Internet Sites.....	60 min
SAM Deployment Planning Best Practices	60 min
How to Write a Killer Executive Summary.....	60 min
Server Virtualization in the Mid-Size Business Segment: Why a Microsoft-Virtualization Practice is a Great Addition to Your VMware Practice.....	60 min
Microsoft Dynamics CRM Online Partner Panel.....	60 min
Driving Revenue with Innovative Technologies in Retail & Hospitality, Consumer Goods and Professional Services Industries.....	60 min
Partner Opportunities with Tier-1 Platform Modernization and Database Migration ..	60 min

5:15-6:15 PM

Government Cloud: Winning Together	60 min
Partner Success in Health	60 min
Solution Areas, Campaigns and Partnerships in Public Safety and National Security ..	60 min
Partner Innovation in Education – “Show & Tell”.....	60 min

Wednesday Total _____

Thursday, July 14 (Title/Length)

8:30-9:30 AM

US Track Day Kick-off with Phil Sorgen, US CVP for SMS&P, and Ron Markezich, US CVP for EPG	60 min
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9:00-10:15 AM

Overview of Microsoft Strategy for Media & Entertainment and Cloud	75min
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9:00-11:00 AM

Microsoft Finland Keynote	120 min
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9:00-11:30 AM

Japan Regional Keynote.....	150 min
MEA Regional Keynote	150 min
UK Regional Keynote.....	150 min
Germany Regional Keynote.....	150 min
India Regional Keynote.....	150 min

Thursday, July 14 continued (Title/Length)

9:00-11:30 AM continued	
France Regional Keynote	150 min
Canada Regional Keynote	150 min
CEE Regional Keynote	150 min
Italy Country Keynote	150 min
LATAM Regional Keynote	150 min
APAC Regional Keynote.....	150 min
9:00-1:00 PM	
Austria Keynote.....	240 min
Norway Keynote.....	240 min
Spain Keynote.....	240 min
Denmark Country Keynote	240 min
9:30 AM-12:00 PM	
Sweden Keynote.....	150 min
10:00-11:00 AM	
US Central Region EPG and CA FY12 Strategy	60 min
US LAR 1: Executive Priorities.....	60 min
US West Region EPG and CA FY12 Strategy	60 min
US East Region EPG and CA FY12 Strategy	60 min
10:00-11:30 AM	
US SMB: Engaging with US SMB to Drive Revenue Growth in FY12	90 min
Belux Keynote	90 min
10:30 AM-12:00 PM	
Customer Panel and Partner Cloud Roundtable.....	90 min
11:30-1:00 PM	
US TPAM Managed Partner Luncheon	90 min
US LAR 2: Marketing Priorities.....	90 min
12:00-1:00 PM	
US SI: Optimizing Your Consulting Practice	60 min
Relationship Marketing Bootstrap: How to become a prolific Office 365 Internet presence using social media tools.....	60 min
1:00-2:00 PM	
M&E Solution Area Discussion: Digital Content Management.....	60 min
1:30-2:30 PM	
Public Sector Europe & Middle East: Hear from Microsoft-Initiatives and Big Bets in Public Sector EMEA	60 min
US MSLI: Operations FY12 Vision and Strategies.....	60 min
Making the Most of MPN for You and Your Business.....	60 min
Join the Cloud and Sell your Applications and Services through the Microsoft Online Marketplaces	60 min
MEA Breakout 1	60 min
US Client: Windows Partner Opportunities in a Consumer-Driven World.....	60 min
US SMB: Winning the Cloud – Building a Successful Microsoft Cloud Practice	60 min
US EPG: Microsoft FY12 US EPG Partner Engagement Strategy	60 min
US Managed ISVs: Driving Growth & Profitability with Microsoft Solutions	60 min
US PS: Dynamics AX2012 for Public Sector.....	60 min
MAP Toolkit Software Usage Tracking Tool for Volume Licensing CAL Compliance.....	60 min
Public Sector Asia Pacific: Welcome Note, Public Sector Initiatives and Big Bets.....	60 min
US Hosting: The Cool Biz "APP"-Audio Conferencing for Office 365.....	60 min
SAM Services Incentives 101.....	60 min
US Mobility: Windows Phone-What Mobility Can Do For You.....	60 min
Smart Marketing: How Microsoft Partners are Building and Accelerating Pipeline for Bottom-line Results	60 min
Community Driven Marketing: How to Turn Your Clients into Raving Fans and Have Them Spread the Word for You	60 min
Visualocity: Present In Less Time, Convey More Information, Drive Better Decisions, and Spend Less Effort Preparing Presentations Using the Revolutionary Modern Presentation Method	60 min
US LAR 3: Segment Priorities	60 min
US Server & Tools: Making It Rain with Clouds	60 min
US SI: Optimizing Your Consulting Practice	60 min
Building a Profitable Learning Business for the Future	60 min
Options for Your SAM Opportunity: Windows Intune or AIS.....	60 min

Thursday, July 14 continued (Title/Length)

1:30-2:30 PM continued	
Microsoft License Statement (MLS) Demo	60 min
Public Sector Latin America and The Caribbean-Industry (Government, Healthcare, Public Safety & Defense) Focused Partner Opportunities and Strategies... 60 min	60 min
US IW: Analyzing Partner Opportunity with Microsoft Lync by Evaluating Cost Benefits, Risks and Business Value.	60 min
1:30-4:00 PM	
US Dist: US Distribution FY12 Priorities and Opportunities	150 min
2:15-3:15 PM	
M&E Solution Area Discussion: Media Business Management.....	60 min
3:00-4:00 PM	
Partner-to-Partner Networking: Partnering Maturity Model – Roadmap to Higher Profits and Increased Customer Satisfaction	60 min
Win/Loss Reviews: A New Knowledge Model for Competitive Intelligence	60 min
US IW: Delivering the Future of Productivity to Your Customers with Microsoft® Office 365.....	60 min
Certification Unplugged: The Evolution of the Microsoft Certified Technology Specialist and IT Professional Certifications REPEAT SESSION	60 min
US Learning Partners: Growing Your Microsoft Business.....	60 min
How to Transform Your Entire Workforce into a Sales Force. Make Everyone A Marketer Through Social Media.....	60 min
Public Sector Europe & Middle East: Hear from the Partners-Meet the Public Sector EMEA Specialists and Fellow Partners	60 min
Options for Your SAM Opportunity: Windows Intune or AIS (Repeat).....	60 min
US Industry: Enabling joint selling with Industry Partners in FY'12	60 min
True-Up Scenarios and SAM Opportunities.....	60 min
Public Sector Latin America and The Caribbean-Geo (Brazil, Mexico, North and South-Cone) Solutions Focused Partner Opportunities.....	60 min
Stay Where You Are: Let the Cloud Come to You!	60 min
What's New in the Updated Enterprise Agreement?	60 min
Selling to the Strengths of Security and Compliance with Office 365 and the Cloud .. 60 min	60 min
US Server and Tools: How to Magnify Your Customer Appeal with Microsoft SQL Server and the Next Generation Application Platform	60 min
Helping Customers Manage Virtual Environments Through SAM	60 min
Partner Panel-Compete.....	60 min
US Mobility: Windows Phone-What Mobility Can Do For You.....	60 min
Public Sector Asia Pacific: National Competitiveness and Business Opportunities- The Search for Innovation	60 min
MEA Breakout 2	60 min
US OEM: Grow Your Business with US OEM	60 min
US MSLI: Operations Excellence FY12 Initiatives.....	60 min
3:00-5:30 PM	
US SMB: Effective Strategies for Growing Your Business Through the SMB Channel	150 min
3:30-4:30 PM	
M&E Solution Area Discussion: Digital Marketing	60 min
4:30-5:30	
MAP Toolkit Software Usage Tracking Tool for Volume Licensing CAL Compliance (repeat).....	60 min
Using System Center Configuration Manager Asset Intelligence.....	60 min
MEA Breakout 3	60 min
SAM Services Incentives 101 (repeat).....	60 min
Microsoft License Statement (MLS) Demo (repeat).....	60 min
Public Sector Asia Pacific: Partner2Partner Networking Reception	60 min
Public Sector Europe & Middle East: Roundtable Discussions- Meet the Public Sector EMEA Specialists and Fellow Partners.....	60 min
Thursday Total _____	
MISC Sessions	
Leveraging Microsoft Dynamics Marketing Tools and Engines to Drive Your Business	
Partner Panel-Digital and Social	
Misc Sessions Total _____	