

<p>Welcome Speaker: Khalil Alfar Sub BG Lead, Microsoft Canada</p>	9:00 – 9:05	Welcome audience and set stage/tone for the day
<p>Executive Keynote Speaker: Michael Kuptz GM America Device Experiences – IoT, Microsoft</p>	9:05 – 9:35	How do you accelerate IoT and optimize opportunities to grow revenue and profitability? Success in IoT requires a mindset in innovation, in business model and in partnership. Michael Kuptz, GM America Device Experiences - IoT at Microsoft, will share how Microsoft is enabling partners across the IoT value chain to design, build and scale repeatable IoT solutions from edge to cloud.
<p>Intelligent Edge and Intelligent Cloud/ Addressing the Challenges of IoT Security with Azure Sphere Speaker: Tony Shakib General Manager, Azure IoT, Microsoft</p>	9:35 – 10:35	Learn how organizations around the world are building and securing the next generation of end-to-end IoT solutions. The rapid evolution of IoT capabilities affords unprecedented opportunities for business innovation and also new risks to manage. Learn how you can simplify your IoT journey, secure your solutions from device to the cloud and take advantage of more choice and openness to create enterprise-grade IoT and edge solutions.
Morning Break: Showcase & Networking (10:35 – 10:50)		
<p>Building Intelligent Edge Solutions with Microsoft IoT and other Technology Programs Speakers: Vincent Hong Technical Solutions Professional Microsoft Canada Mia Kesselring Director, IoT Products, TELUS + Avnet</p>	10:50 – 11:35	Learn how Azure IoT Edge capabilities are opening new doors in end to end IoT solutions, and hear from TELUS on how they are partnering with Microsoft to accelerate IOT solution innovation in Canada.
<p>The 4 Steps of Digital Transformation Speakers: Morgan Riley Principal Solution Specialist, Microsoft Christine Thomson Director of Product Management, Cloud Solutions, SYNnex Canada</p>	11:35 – 12:20	Learn about the four stages of digital transformation which companies go through as they leverage the capabilities of the Intelligent Cloud and the Intelligent Edge. Learn how to develop profitable, sustainable and scalable business models in a variety of partnership and commercial scenarios. Learn how to save money for you and your customers, and how to monetize new opportunities.
Lunch (12:20 – 13:20)		
<p>Partner Case Study Speakers: Chris Palmer , Manager, Advanced Technology Services, PCL Construction Terry Olynyk, Director of Business Development, PCL Construction Rajiv Anand, Founder and CEO, Quartic.ai Rasvan Grigorescu, Data & Analytics Practice Lead, Hitachi Solutions</p>	13:20 – 14:20	Learn how IoT is transforming the Mining, Pharmaceutical and Construction industries with cutting edge Azure IoT solutions which are improving safety, manufacturing efficiency and revolutionizing how buildings are being built.
<p>Microsoft IoT Ecosystem and Program Speakers: Denis Foucher IoT Partner Ecosystem Manager, Americas, Microsoft Ron McKay Business Director, Analytics, T4G Limited</p>	14:20 – 15:05	The session builds on the day by providing actionable resources & tools that IoT Ecosystem can use to Build, Go-To-Market & Sell Repeatable solutions at scale. It also introduces investments & programs Microsoft has unleashed to accelerate Digital transformation of our partners (OEM, ODM, ISV, SI) all the way to End-Customers across the top vertical domains.
<p>Partner-Customer Matchmaking</p>	15:05 – 18:30 11:00 – 18:30 & dedicated afternoon session	Use our online Matchmaking Tool to meet partners and customers who are looking for new partnership opportunities to design, build and deploy new IoT solutions.

Partner-Customer Matchmaking

Sponsored Partner Solution Showcase