




















# 2025 Sales Kick-off

Embassy Suites by Hilton Houston Energy Corridor  
11730 Katy Fwy, Houston, TX 77079

DAY	TIME	LOCATION	TITLE
May 5	1:00 PM – 2:00 PM		Year In Review – Nick Toth
	2:00 PM – 5:00 PM		FY25 Strategy – Masami Eguchi, Bill Brennan and Nick Toth
	5:00 PM – 5:45 PM		FY25 Partner Development – Adam Lowenstein, Masami Eguchi and Nick Toth
	6:30 PM – 8:30 PM		Awards Ceremony – Michelle Smith
May 6	8:00 AM – 9:00 AM		Partner Development – Jun Asahina
	9:00 AM – 9:30 AM		Cyber Security – Will Knehr
	9:30 AM – 10:00 AM		Global Marketing Update – Wanda Nijholt
	10:00 AM – 10:30 AM		Break
	10:30 AM – 12:00 PM		Selling 3rd Party Products – Adrian Voorkamp
	12:00 PM – 1:00 PM		Lunch
	1:00 PM – 2:30 PM		i-PRO Product Differentiators – Adrian Voorkamp
	2:30 PM – 3:00 PM		Break
May 7	3:00 PM – 5:00 PM		Business Development Focus – Josh Dempsey
	8:00 AM – 10:00 AM		What's My Role – Nick Toth
	10:00 AM – 10:30 AM		Break (Sponsor Introduction)
	10:30 AM – 12:00 PM		Functional Session 1
	12:00 PM – 1:00 PM		Lunch (Sponsor Introduction)
	1:00 PM – 2:30 PM		Functional Session 2
	2:30 PM – 3:00 PM		Break (Sponsor Introduction)
	3:00 PM – 4:00 PM		Regional Collaboration & Planning – Regional Directors
	4:00 PM – 5:30 PM		Sales Skills Competition – Adrian Voorkamp
May 8	6:30 PM – 8:30 PM		Tradeshow - Mission Possible Sponsor Spotlight – Charles Reed
	8:00 AM – 10:00 AM		2025 Roadmap – Adam Lowenstein
	10:00 AM – 10:30 AM		Break (Sponsor Introduction)
	10:30 AM – 12:00 PM		Functional Session 3
	12:00 PM – 1:00 PM		Lunch (Sponsor Introduction)
	1:00 PM – 2:30 PM		Functional Session 4
	2:30 PM – 3:00 PM		Break
	3:00 PM – 4:00 PM		Lead Generation: How to Hunt For New Oppty's & Farm Leads – Regional Directors
May 9	4:00 PM – 5:00 PM		Regional Final Wrap-Up – Regional Directors
	8:00 AM – 10:00 AM		Functional Session 5
	10:30 AM – 12:00 PM		Wrap-Up Conclusion

 Grand Texan Ballroom

 Lonestar Ballroom

 Refer to Back Side for Location

 **Regional Breakout:** Northeast – Sam Houston A/B | Southeast – Lonestar A | Central – Lonestar B | West – Lonestar C

# Functional Sessions

## ACCOUNT MANAGERS – LONESTAR BALLROOM B/E

DATE	TIME	TITLE	PRESENTER
MAY 7	10:30 AM – 12:00 PM	Functional Session 1: Understanding the Integration Business	Omar Morales
	1:00 PM – 2:30 PM	Functional Session 2: Research, Strategy, and Competition	Kyle Maresh
MAY 8	10:30 AM – 12:00 PM	Functional Session 3: Compelling Action (How to Get an Integrator to Invest)	Brandon Hoffman
	1:00 PM – 2:30 PM	Functional Session 4: Conversational Tactics	Omar Morales
MAY 9	8:00 AM – 10:00 AM	Functional Session 5: Using Signals to Drive Customer Success	Kyle Maresh

## BUSINESS DEVELOPMENT – LONESTAR BALLROOM C/F

DATE	TIME	TITLE	PRESENTER
MAY 7	10:30 AM – 12:00 PM	Functional Session 1: Bringing Value to All Roles in Your Organization	Josh Dempsey
	1:00 PM – 2:30 PM	Functional Session 2: Prospecting to Win	Josh Dempsey
MAY 8	10:30 AM – 12:00 PM	Functional Session 3: Selling the Full Solution to Hit Our Number	Jason Wallace
	1:00 PM – 2:30 PM	Functional Session 4: Outreach Techniques and Meeting	Josh Dempsey
MAY 9	8:00 AM – 10:00 AM	Functional Session 5: Success Stories to Date and How to Create More	Josh Dempsey & Bill Brennan

## REGIONAL SALES MANAGERS/MR – LONESTAR BALLROOM A/D

DATE	TIME	TITLE	PRESENTER
MAY 7	10:30 AM – 12:00 PM	Functional Session 1: Telling the i-PRO Story	Adrian Voorkamp
	1:00 PM – 2:30 PM	Functional Session 2: Managing vs. Riding Your Channel	Charles Reed
MAY 8	10:30 AM – 12:00 PM	Functional Session 3: Preparing and Running Sales Calls	Matt Alford
	1:00 PM – 2:30 PM	Functional Session 4: Developing Sakura Dealers	Adrian Voorkamp
MAY 9	8:00 AM – 10:00 AM	Functional Session 5: Selling a Complete i-PRO Solution	Omar Morales & Jeff Hickey

## SALES ENGINEERS – SAM HOUSTON BALLROOM A/B

DATE	TIME	TITLE	PRESENTER
MAY 7	10:30 AM – 12:00 PM	Functional Session 1: SE Meeting Skills	Mel Schantz & Tim Loth
	1:00 PM – 2:30 PM	Functional Session 2: Advancing i-PRO Opportunities with partner solutions	Jason Wallace & Madison Kent
MAY 8	10:30 AM – 12:00 PM	Functional Session 3: PRO Services/POC Initiatives	Mel Schantz & Tim Loth
	1:00 PM – 2:30 PM	Functional Session 4: Genetec Guest Speaker	Nisarg Amin
MAY 9	8:00 AM – 10:00 AM	Functional Session 5: i-PRO Video Insight & Deep Dive	Jeff Upton & Patrick Milam

Sponsored by:

