

Seminar programme



Panel debates at the Summit – Get in early or face standing room only!

Since its inception six years ago the Convergence Summit has brought informed debate and educational seminars to the channel through a carefully constructed programme of speakers from leading vendors and industry analysts. Each year we have been overwhelmed by the number of delegates attending these sessions.

The Convergence Summits held in Manchester and Sandown Park last year were no exception and for Manchester 2008 we have a great programme for visitors.

Convergence Summit Manchester 2008

Speaker Programme

Day 1 - Tuesday 29 April 2008

Time	Speaker	Subject
10.30	Stephanie Watson, General Manager, MZA Consultants.	Trends in the UK PBX and applications market: The highly regarded and respected analyst MZA talk on the trends in the UK PBX and applications market
11.30	Tim Stone, Head of Unified Communications EMEA, Cisco	Small Business, Big Opportunity: A glance at the spec for today's Unified Communications tools could leave you thinking it is for big business only. Nothing could be further from the truth, argues Tim Stone of Cisco
12.30	Geoff Wilson, Business Development Director, Opal Telecom.	SIP – A Carrier's perspective on what's in it for the Channel
13.30	Panel Debate: Dave Dadds, VanillaIP Rob Murdoch, Titan Technology Gary Pryor, Voicenet Solutions Mark Sendsen, Shoretel	Hosted IP Telephony: Is the Hosted VoIP market really taking off? Who are the winners and losers and where are the opportunities to make margin. Is it still a CPE world for the foreseeable future?
14.30	Mark Deakin, Microsoft Unified Communications Group	OCS 2007: Six months after its launch Mark Deakin provides an insight in to how OCS 2007 is being deployed in real live applications

Day 2 - Wednesday 30 April 2008

Time	Speaker	Subject
10.30	Kelly MacMillan, Mitel	2008: The Year ICT Goes Green: Mitel is leading the way for the channel in adopting the green agenda. How can resellers play the green card to their advantage
11.30	Martin Northend, Director-SME portfolio marketing, Siemens	Simplifying Unified Communications for the SME: Siemens explain how to un-complicate the UC message for the smaller company
13.00	Panel Debate: - Griffin Internet - Tiscali - Gamma Telecom - Entanet International - Voiceflex	VoIP Components: Voice Ready Broadband & SIP Trunks: Two elements of the VoIP mix are examined for viability and channel readiness
14.30	Roger Jones, Business Development Director, Avaya EMEA	Managing Customer Interactions Efficiently In The SMB Environment Via Technology: In today's business world, the customer is king, and demands immediate support and response to their issues. This puts a particular strain on SMB businesses, which often rely on a workforce at multiple locations. Roger Jones will explore the different technologies and business concepts that allow businesses of every size to maintain and gain competitive advantage without losing focus on the core business

Great Location

The Convergence Summit Main Sponsor Nimans is looking forward to building on the success of last year's Convergence Summit North, as its home city of Manchester again plays host to the high profile event.

"Convergence Summit North offers resellers the ideal opportunity to experience everything that is new in converged communications and avoid making what can often be a long and arduous journey to London and further south - freeing up more time for them to get on with running their own businesses. It's the ideal opportunity for dealers looking to expand their product lines to come and talk to us direct and meet many mainline manufacturers all under one roof."

Don't forget: Convergence Summit South will be held at Sandown Park, Surrey, on 7-8 October 2008

Key Facts: Convergence Summit North

Dates	29-30 April 2008
Venue	Hilton Deansgate, Beetham Tower, Manchester
How do I get in?	Register online at www.convergencesummit.co.uk
How do I book a stand?	SOLD OUT!
Website	www.convergencesummit.co.uk
Any questions?	Call 01892 538 348

Register now at www.convergencesummit.co.uk