

# MEA Sales and Partner Summit

## Agenda

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# High Level Agenda

	Monday	Tuesday	Wednesday	Thursday
Morning		07h00-08h30  08h30 – 17h15 Main Plenary Session for all Partners	08h30-13h00 Main Plenary Session for all Partners	08h30-11h45 <ul style="list-style-type: none"> <li>• Product Workshops</li> <li>• Interlocks</li> </ul> 09h15-11h45 <ul style="list-style-type: none"> <li>• Referral Partner Workshop</li> </ul>
Afternoon	15h00-17h00 Registration		14h00-18h00 <ul style="list-style-type: none"> <li>• Product Workshops</li> <li>• Interlocks</li> </ul>	11h00 Busses Departing to the airport
Evening	19h30-22h30 Welcome Drinks and Snacks	18h30 Busses Leave to Slipway Restaurant Hub	18h30 Busses leave to Gala Dinner at Akemi Revolving Restaurant	



# Tuesday, 03 September – Partner Stream

Time	Topic	Speaker
<b>All Partner to attend the Main Plenary Sessions. The Temenos Team will be in internal meetings on Tuesday</b>		
7:00	Registration	
8:30	Welcome and Update on MEA Results & Strategy	Lee Allcorn, Ivan van Bladel
8:45	Accelerate Environment - A guide	Niall Meany
9:15	Payments Modernization	Ajay Pundir
9:35	New Swift Standards (ISO20022)	Marcus Swanepoel
9:55	Financial Inclusion - Benefits of our Solution	Lynn Petersen
10:25	Tea Break	
10:45	Temenos Advanced Collections - Why every lender needs this	Fawad Yacoob
11:15	Partner Success Story: Systems Digital Banking platform	Ammara Masood
11:35	A Partner's guide to working with BSG	Marcus Swanepoel
12:00	Corporate Banking Solution and roadmap	Maurya Murphy
12:40	<b>LUNCH</b>	

Time	Topic	Speaker
13:30	Partner Sales Academy Introduction	Barry Leonard
13:40	PSA: Composable Banking - A powerful concept. Features and Benefits and how to position	Marcus Swanepoel
14:25	Q&A: Composable Banking	Barry Leonard
14:40	PSA: Enterprise Services - Fast-track to new business opportunities	Marcus Swanepoel/Fawad Yacoob
15:25	Q&A: Enterprise Services	Barry Leonard
15:40	Tea Break	
16:00	A Partner's guide to working with Inside Sales	Karim Khanji
16:30	Partner Portal assets and lead registration	Ivan van Bladel
17:15	Free time	
18:30	Transport to Slipway - Dinner venue [Find your own dinner spot]	

# Wednesday, 04 September

Time	Topic	Speaker
<b>Main Plenary session attended by Partners and Temenos Team</b>		
8:30	Introduction	
8:40	Platinum Sponsor Presentation: Huawei Gauss DB & Temenos Collaboration	Huawei
9:10	Gold Sponsor Presentation: Inlaks	Inlaks
9:40	Tea Break	
10:00	Important Compliance rules & regulations	David Kelly
11:00	A Partner's guide on how to work with Marketing	Zareen Hartley
11:30	Gold Sponsor Presentation: Tailwind	Tailwind
12:00	Gold Sponsor Presentation: Orion	Orion Innovation
12:30	Partner Success Story: Infinity project Roll Out	Tailwind
13:00	<b>LUNCH</b>	

Time	Topic	Speaker
<b>Product Workshop Group 1: Referral Partners and Partners not attending Interlock sessions on Thursday</b>		
14:00	FI workshop	Lynn Petersen
14:45	Accelerate & SaaS workshop	Karim Khanji
15:30	Tea Break	
15:45	Payments workshop	Ajay Pundir
16:30	Composable banking workshop	Marcus Swanepoel
17:15	Enterprise Services workshop	Muhammad Fawad
18:00	Free time	
18h30	Busses departing to Gala Dinner	
19:30	<b>Gala Dinner taking place at Akemi Revolving Restaurant</b>	

# Thursday, 05 September

Time	Topic	Speaker
<b>Partners that presented Interlocks on Wednesday</b>		
8:30	FI workshop	Lynn Petersen
9:15	Payments workshop	Ajay Pundir
10:00	Tea Break	
10:15	Accelerate & SaaS workshop	Karim Ahmed
11:00	Enterprise Services workshop	Muhammad Fawad
12:00	Busses departing to Airport	TRIP 2
Another successful event closed!		

Time	Topic	Speaker
<b>Referral Partner Workshop</b>		
9:15	Introduction and Overview	Ivan van Bladel
10:00	Tea Break	
10:15	Transitioning to Delivery Partner	Ajay Pundir
10:45	TPCS and CIO	Gamal Darwish/Olivier Doublet-Lemonier
11:15	Busses Departing to Airport	TRIP 1
Another successful event closed!		

Thank you

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