

Wednesday 30th May							
Time		Sales Conference Agenda				Technical Conference Agenda	
8:15	General Session	General Session Doors Open				8:30	Welcome
8:30		Welcome				8:40	T01 Overview of RMA V2 and Retail Extensions for IBM Director
8:45		RSS Executive Perspective				9:40	T02 Demonstration of RMA V2, Part 1
9:00		RSS Strategy				10:40	T03 Demonstration of RMA V2, Part 2
9:30		SW IOT Overview				11:40	T04 SurePOS 300
9:50		NE IOT Overview					
10:10		Guest speaker - Microsoft					
10:45		Break					
	Breakout sessions	Executive Stream (E)	Sales and Marketing (1)	Sales and Marketing (2)			
11:15		E01 IBM's Value Proposition	S01 Operating Systems Support for IBM Platforms	S07 Attacking the ECR market place			
12:00		Lunch					
13:00		E02 Announcement Roadmap - What is new and when for 2007 / 2008	S02 Innovation through SOA and SIF in Retail	S08 IBM's Peripherals Roadmap and Addressing the Challenge of Fiscal Markets		13:00	T05 SurePOS 500
14:00		E03 Supply Chain - One year on	S03 Self Checkout Update	S09 Positioning and Selling IBM Core POS Offerings		14:00	T06 SurePOS 700
15:00	Break				15:00	T07 SureOne	
15:30	Structured Networking Meetings				16:00	T08 Anyplace Kiosk	
17:00	Close				17:00	T09 Under the Covers	
18:30	Individual IMT Evening Dinners						

Thursday 31st May							
Time	Sales Conference Agenda				Technical Conference Agenda		
A	Round table topics	Executive Round Table					
B		Business Partner Incentives					
C		Requirements for Self service and Anyplace POS					
D		Achieving Profitable Growth 'together' - European channel strategy going forward					
8:15	Round table doors open				8:30	Welcome	
	Round table sessions	Italy/Spgit	France/Benelux	UKISA/Nordics	Cemaas/Germany		
8:30		A	B	C	D	8:40	T10 Printers and I/O
9:30		B	C	D	A		
10:30		Break				10:20	T11 Drivers
11:00		C	D	A	B	11:20	T12 Microsoft
12:00		D	A	B	C	12:20	T13 IRES and Linux
13:00	Lunch						
	Breakout sessions	Executive Stream (E)	Sales and Marketing (1)	Sales and Marketing (2)	Sales and Marketing (3)		
14:00		E04 2007 POS Competitive Landscape	S04 Warranty and Service Upgrade Offerings	S10 Solutions for Self Service	S13 RSS Sales & Marketing Initiatives for the SMB Marketplace	14:00	T14 SOA and SIF (WRS) - Value and Implementation Examples
15:00		E05 IBM's Software Strategy - Leveraging SOA and SIF in Retail	S05 The Value of Selling IBM, Selling the Value of IBM - a Partner perspective	S11 The value of building a complete solution with our OEM partner offerings	S14 Printer Futures and Requirements	15:00	T15 Store Integrator V2 Overview
16:00		Break				16:00	T16 Store Integrator V2 APIs
16:30		E06 European Market Opportunity for Retail and Self-service	S06 Understanding and Selling the Value of Systems Management	S12 The Channel Marketing Kit Bag - How IBM has changed their marketing strategy	S15 STG Solutions for Retail	17:00	T17 TechLine
19:00	Coaches leave from Hotel Foyer for offsite dinner				17:30	Wrap up	

Friday 1st June			
Time		Sales Conference Agenda	Technical Conference Agenda
8:15	General Session	General Session Doors Open	8:30 Welcome
8:30		NE and SW Business Partner Awards	8:40 T18 Data Integration Facility and Store Integrator GUI
9:15		Customer Speaker	9:30 T19 ASTRA
9:45		Customer Speaker	10:30 T20 4690 OS
10:30		Break	11:30 T21 Wrap up / Round table / Feedback
11:00		Retailing for the Future	12:00 Close
11:30		Close	