



AGENDA

EFFICIENCY

GROWTH

INNOVATION

AUG 27 DAY 1 | MONDAY

10:00 AM - 4:00 PM **PRE-SCHEDULED CLIENT MEETINGS** | REV.IO HQ

5:00 PM - 7:00 PM **OPENING RECEPTION** | REV.IO HQ
Sponsored By: GSA & AT&T Partner Exchange

AUG 28 DAY 2 | TUESDAY

7:30 AM - 8:30 AM **BREAKFAST** | MAGNOLIA A
Sponsored By: AT&T Partner Exchange

8:30 AM - 8:40 AM **WARMUP** | AZALEA
Leslie Ingram | *Rev.io, Director of Training & Enablement*

8:40 AM - 9:10 AM **OPENING REMARKS** | AZALEA
Brent Maropis | *Rev.io, CEO*

9:10 AM - 9:30 AM **BREAK**

9:30 AM - 10:20 AM **THE EVOLVING COMMUNICATIONS INDUSTRY & HOW REV.IO KEEPS CLIENTS AHEAD** | AZALEA
Evan Rice | *Rev.io, VP of Sales & Marketing*

10:20 AM - 10:40 AM **SPONSOR FAST PITCHES** | AZALEA
AT&T Partner Exchange, GSA, Polycom, 2600Hz, & Broadsoft

10:40 AM - 11:00 AM **BREAK**

11:00 AM - 11:50 AM **EFFICIENCY | WHAT'S NEW IN REV.IO** | MAGNOLIA B
Leslie Ingram | *Rev.io, Director of Training & Enablement*

GROWTH | MERGER & ACQUISITION DUE DILIGENCE: WHAT A SELLER & BUYER NEED TO KNOW | AZALEA

MODERATOR
Matt LaHood | *GSA, CEO*
Jim Shriver | *Onepath, Director*
Jonathan Marshlian | *Marshlian & Donahue, Managing Partner*

11:50 AM - 12:50 PM **LUNCH** | AZALEA
Sponsored By: Polycom

12:25 PM - 12:55 PM **SPONSOR FAST PITCHES** | AZALEA
Wolters Kluwer, Cloud Age Solutions, ATL Communications, Skyswitch, OSG, RTC, Inteliquent, Keysys, & TransNexus

12:55 PM - 1:10 PM **GET IN THE DRIVER'S SEAT!** | AZALEA
Michael McCrary | *AT&T Partner Exchange, Director of Partner Management*

1:10 PM - 1:20 PM **BREAK**

1:20 PM - 1:50 PM **THE COMPLETE QUOTE-TO-CASH SOLUTION: INTRODUCING REV.IO PAYMENTS** | AZALEA
Chris Weekley | *Rev.io, Product Owner*
Will Steiner | *Rev.io, Client Success Manager - Team Lead*

1:50 PM - 2:00 PM **BREAK**

2:00 PM - 2:50 PM **EFFICIENCY | REV.IO BEST PRACTICES** | MAGNOLIA B
Lorrie Browne | *Rev.io, Enablement Specialist*

GROWTH | LAUNCHING A RESALE CHANNEL

| AZALEA

MODERATOR

Evan Rice | *Rev.io, VP of Sales & Marketing*

William Rubio | *CallTower, CRO*

William Brister | *Skyswitch, VP of Customer Success*

Rickie Richey | *Altaworx, CEO*

Rick Chapes | *AT&T Partner Exchange, AVP Sales*



INNOVATION | LEVERAGE REV.IO'S REST API TO IMPROVE INTERNAL PROCESSES

| MAGNOLIA A

MODERATOR

Chris Weekley | *Rev.io, Product Owner*

Forrest Derr | *Altaworx, Director of Finance & Automation*

Mitch Wright | *Spectrotel, CIO*

Blake McKeeby | *Skyswitch, CTO*

Kevin Emmert | *Keysys, Senior Technical Analyst*



2:50 PM
3:00 PM

BREAK

3:00 PM
3:15 PM

WHAT'S NEW WITH POLYCOM?

| AZALEA

Darren Knapp | *Polycom, Manager of Global Cloud Service Providers Group*



3:15 PM
3:30 PM

SCALING TO A MILLION DEVICES

| AZALEA

Kevin Bartnicki | *2600Hz, Sales Director*



3:40 PM
4:30 PM

BREAK

4:45 PM

TRANSPORTATION: BUSES DEPART AT 4:45 PM

6:00 PM
9:00 PM

EVENING NETWORKING EVENT

AUG 29 DAY 3 | WEDNESDAY

8:00 AM
9:00 AM

BREAKFAST

| MAGNOLIA A

Sponsored By: GSA

9:00 AM
9:10 AM

MC ANNOUNCEMENT

| AZALEA

9:10 AM
11:00 AM

HANDS ON LABS

CREATING CUSTOM QUOTE TEMPLATES

| AZALEA

Dalton Brumfield | *Rev.io, Client Success Manager*

Adrian Simonis | *Rev.io, Software Engineer*

Nadia Rahman | *Rev.io, Graphic Designer*



POWER IT UP BY AT&T PARTNER EXCHANGE

| AZALEA



Michael McCrary | *AT&T Partner Exchange, Director of Partner Management*

Rick Chapes | *AT&T Partner Exchange, AVP of Sales*



EMAIL TEMPLATES & EMAIL CUSTOMER TOOL

| GRANDVIEW

Kyle Schmidt | *Rev.io, Client Success Manager*

Sam Alborn | *Rev.io, Client Success Manager*

Dennis Bamber | *Rev.io, Software Engineer*



CONFIGURING & AUTOMATING COLLECTIONS WITH SMS & IVR

| MAGNOLIA B

Mark Holloway | *Rev.io, Enablement Specialist*

Cameron Everett | *Rev.io, Software Engineer*



MASTERING REV.IO'S NEW REPORT BUILDER

| MAGNOLIA A

Catherine Johnson | *Rev.io, Software Engineer*

Ginah Colon | *Rev.io, Software Engineer*



11:00 AM
11:20 AM

BREAK

11:20 AM
11:30 AM

ANNOUNCEMENTS | EVAN RICE

| AZALEA

Prize Drawing

11:30 AM
12:30 PM

ACOUSTIC LEADERSHIP | RICK LOZANO

| AZALEA

Keynote Presentation

12:30 PM
12:45 PM

MC ANNOUNCEMENT

| AZALEA

Closing Remarks

12:45 PM
1:30 PM

LUNCH

| AZALEA

Sponsored By: 2600Hz