



Cloud and Technology/Applications Opening Keynote

Wednesday, July 15, 9:00 a.m. - 1:00 p.m. PST

9:00 a.m. FY21 Partner Kickoff & Welcome
Dale Weideling, Group Vice President, NA Cloud and Technology Alliances & Channels
Myra Pelowski, Vice President, NA Applications, CX Alliances & Channels

Moving from Crisis to Recovery: How Tech Builds Business Resiliency and Enables Agility
Meredith Whalen, Chief Research Officer, IDC

Driving Customer Success with the Oracle Partner Ecosystem
Doug Kehring, EVP, Corporate Operations
Camillo Speroni, VP Worldwide Strategic Alliances

Oracle PartnerNetwork: Changing the Game to Achieve Customer Success
Jennifer Birk, EVP, Operations, CEO Office

Reaching New Heights - Together
Rich Geraffo, EVP, NA Technology

North America Cloud
Mark Hura, SVP, NA Cloud & Infrastructure

North America Applications
Chris Donato, SVP, NA Applications

Oracle Global Business Unit Strategy
Mike Sicilia, EVP, Global Business Units

11:00 a.m. Break

11:30 a.m.

Applications General Session

Oracle Applications Strategy
Steve Miranda, EVP, Applications Development

Oracle Marketing Update
Ben Matheson, VP, NA Marketing

Oracle Customer Success
Catherine Blackmore, GVP, SaaS Customer Success

FY20 Applications MVP Winners

Cloud and Technology General Session

Immersion: Database Strategy & Engineered Systems Strategy
Andy Mendelsohn, EVP, Database Server Technology
Juan Loiza, EVP, Systems Technology

Immersion: OCI Strategy
Clay Magouyrk, EVP, Oracle Cloud Infrastructure Engineering

Immersion: Analytics Strategy
TK Anand, SVP, Analytics

Cloud and Technology General Sessions

Thursday, July 16, 9:00 a.m. PST

Commercial Track

Welcome - 9:00 a.m.

Dale Weideling, GVP, NA Cloud and Technology Alliances & Channels

Cloud and Engineered Systems Sales Plays

Jim Haar, SVP, NA Cloud Business Development & Sales Specialists

License and Infrastructure Sales Plays

Gayleen Rothrock, GVP, NA Technology Business Development and Strategy

Craig Lockwood, Senior Director, Business Development and Strategy

Commercial Cloud Sales Leadership Panel

Chris Gandolfo, SVP, NA Cloud SMB

Kelli Townsend, SVP, NA Cloud Midmarket

Mark Dorsey, SVP, NA Cloud Enterprise

Key Accounts Sales Leadership Panel

Joao Perez, SVP, NA Key Accounts

Sherry Lautenbach, SVP, NA Cloud Key Accounts

Partner Opportunities with ISVs

Dave Profozich, SVP, NA Cloud ISV

Cloud Customer Success

Indrajeet Singh, EVP, NA Cloud Engineering & Customer Success

Commercial Technology Opportunity Discussion

Larry Welles, GVP, NA Technology Solution Engineering

Commercial License Sales Leadership Panel

Hosted by: Willard Richart, VP, NA Cloud and Technology Commercial Channel Sales

Peter Galanis, SVP, NA Technology SMB

Dick Davis, SVP, NA Technology Named Accounts

David Laker, SVP, NA Technology Strategic Accounts

Cloud and On-Premises Infrastructure Sales Leadership Panel

Hosted by: Willard Richart, VP, NA Cloud and Technology Commercial Channel Sales

Eric Shefler, SVP, NA Cloud Infrastructure

Jim Wharrie, GVP, NA Technology Servers and Storage

NA Cloud and Technology Alliances & Channels Leadership Panel

Dale Weideling, GVP, NA Cloud and Technology Alliances & Channels

Tim Gordon, Director, NA Cloud and Technology Partner Programs and Practice Development

Willard Richart, VP, NA Cloud and Technology Commercial Channel Sales

Randy Zewe, VP, NA Cloud and Technology Public Sector Channel Sales

Public Sector Track

Welcome - 9:00 a.m.

Dale Weideling, GVP, NA Cloud and Technology Alliances & Channels

Cloud and Engineered Systems Sales Plays

Jim Haar, SVP, NA Cloud Business Development & Sales Specialists

License and Infrastructure Sales Plays

Gayleen Rothrock, GVP, NA Technology Business Development and Strategy

Craig Lockwood, Senior Director, Business Development and Strategy

NA Cloud and Technology Public Sector Sales Leadership Discussion

Pat Mungovan, SVP, NA Technology Public Sector

Randy Zewe, VP, NA Cloud and Technology Public Sector Channel Sales

NA Public Sector Hardware Sales Leadership Discussion

Sandy Krawchuk, GVP, Public Sector Sales - Hardware

Randy Zewe, VP, NA Cloud and Technology Public Sector Channel Sales

NA Cloud and Technology Alliances & Channels Leadership Panel

Dale Weideling, GVP, NA Cloud and Technology Alliances & Channels

Tim Gordon, Director, NA Cloud and Technology Partner Programs and Practice Development

Willard Richart, VP, NA Cloud and Technology Commercial Channel Sales

Randy Zewe, VP, NA Cloud and Technology Public Sector Channel Sales



Cloud and Technology Breakouts

Thursday, July 16 - Sessions Available On Demand

On Demand

OCI

Bryan Thompson, *VP, Product Management*

Analytics

Jake Krakauer, *Senior Director Product Marketing Analytics*

Ryan Feaver, *GVP Solutions Specialists, Analytics*

Autonomous Database

Scott Wiesner, *Senior Manager, Data Management Business Development*

License

John Mishriky, *Director, Oracle Digital Programs*

OPN Update

Tim Gordon, *Director, NA Cloud and Technology Partner Programs and Practice Development*

Ryder Roupe, *Alliances Consultant*

Oracle University

Kevin Dunn, *Senior Director, Americas Channel Sales*

Engineered Systems

Dan Pflieger, *GVP, Business Development*

Linux Open Cloud Infrastructure

Michael Gray, *Senior Director, NA Linux Sales*

Winning with Infrastructure in Public Sector

Chris Hause, *GVP, NA Infrastructure Sales Engineering*

Why Cloud in Government/OCI Gen2 & SaaS

David Knox, *GVP, Public Sector Sales Consulting*

Applications Breakout Sessions

Thursday, July 16, 9:00 a.m. PST

CX	ERP, EPM, SCM	HCM
<p>CX Sales & Alliances Alignment Myra Pelowski, VP, NA Applications CX Alliances & Channels Steve Fioretti, VP, CX ISV Development 9:00 a.m. – 9:30 a.m.</p>	<p>ERP, EPM, SCM Sales & Alliances Alignment Christine Ingold, VP, NAA Alliances & Channels, ERP, EPM, SCM 9:00 a.m. – 9:10 a.m.</p>	<p>HCM Sales & Alliances Alignment Asindia Cheng, Sr. Director, NAA Advisory and HCM Alliances & Channels 9:00 a.m. – 9:15 a.m.</p>
<p>CX Development Strategy Rob Tarkoff, EVP and GM, CX and Data Cloud 9:30 a.m. – 9:45 a.m.</p>	<p>ERP, EPM, SCM Sales Strategy Rob Schilling, SVP, ERP, EPM, SCM Sales 9:10 a.m. – 9:30 a.m.</p>	<p>HCM Sales Strategy Steven Birdsall, SVP, NAA HCM Sales 9:15 a.m. – 9:45 a.m.</p>
<p>CX Sales Organization Michael Basch, SVP, CX Sales 9:45 a.m. – 9:55 a.m.</p>	<p>BREAK Visit ISV Lounge 9:30 a.m. – 9:50 a.m.</p>	<p>Oracle HCM @ Oracle Anje Dodson, SVP HR 9:45 a.m. – 9:55 a.m.</p>
<p>BREAK Visit ISV Lounge 9:55 a.m. – 10:20 a.m.</p>	<p>ERP/EPM Strategy and Go to Market Indy Bains, Head, ERP Product Marketing & GTM 9:50 a.m. – 10:25 a.m.</p>	<p>BREAK Visit ISV Lounge 9:55 a.m. – 10:25 a.m.</p>
<p>CX Industry Strategy Aaron Shidler, VP, CX Industries 10:20 a.m. – 10:35 a.m.</p>	<p>SCM Strategy and Market Momentum Glenn Seninger, GVP, SCM VP SCM Sales Panel 10:25 a.m. – 10:50 a.m.</p>	<p>HCM Development Strategy & Roadmap Gretchen Alarcon, GVP, HCM Product Strategy Neil Shea, Sr. Director, Product Strategy David Bowin, Director, Product Strategy 10:25 a.m. – 11:10 a.m.</p>
<p>CX Product Training Des Cahill, GVP, Oracle Cloud CX 10:35 a.m. – 10:45 a.m.</p>	<p>BREAK Visit ISV Lounge 10:50 a.m. – 11:10 a.m.</p>	<p>BREAK Visit ISV Lounge 11:10 a.m. – 11:20 a.m.</p>
<p>BREAK Visit ISV Lounge 10:45 a.m. – 11:10 a.m.</p>	<p>Solution Engineering and Customer Success Josh Kamenecka, GVP, Solution Engineering 11:10 a.m. – 11:20 a.m.</p>	<p>HCM Customer Success Pat Wilkinson, Sr. Director, Customer Success Tony Sarnecki, Sr. Director, Customer Success 11:20 a.m. – 11:30 a.m.</p>
<p>CX Sales Plays Eric Tamblin, VP, CX Business Development 11:10 a.m. – 11:20 a.m.</p>	<p>Announce ERP and S&L Winners Christine Ingold, VP, NAA Alliances & Channels, ERP, EPM, SCM 11:20 a.m. – 11:25 a.m.</p>	<p>Wrap and Announce HCM Winner Asindia Cheng, Sr. Director, NAA Advisory and HCM Alliances & Channels 11:30 a.m. – 11:35 a.m.</p>
<p>Announce CX Winner Myra Pelowski, VP, NA Applications CX Alliances & Channels 11:20 a.m. – 11:25 a.m.</p>		



Applications Breakout Sessions (continued)

Thursday, July 16, 9:00 a.m. PST

Majors	SMB
<p>Majors Sales & Alliances Alignment Allison Solin, Group Director, Majors, NAA Alliances & Channels 9:00 a.m. – 9:15 a.m.</p>	<p>SMB Organization & Alignment Tim Ross, Group Director, SMB NAA Alliances & Channels 9:00 a.m. – 9:20 a.m.</p>
<p>Majors Sales Strategy Jim Priestley, GVP, NAA Majors Accounts 9:15 a.m. – 9:35 a.m.</p>	<p>SMB Strategy and Expectations Robert Pierce, GVP, NAA SMB Sales 9:20 a.m. – 9:30 a.m.</p>
<p>Majors Alliances Directors Panel 9:35 a.m. – 9:45 a.m.</p>	<p>SMB Field Engagement and Best Practices Monica Hudak, Alliance Director, SMB Applications 9:30 a.m. – 9:45 a.m.</p>
<p>Announce Majors Winner Allison Solin, Group Director, Majors, NAA Alliances & Channels 9:45 a.m. – 9:50 a.m.</p>	<p>Announce SMB Winner Tim Ross, Group Director, SMB NAA Alliances & Channels 9:45 a.m. – 9:50 a.m.</p>

