

OPENEDGE WORLD TOUR - TURKEY

Tuesday, August 15, 2017

TRACK LIST

LINEUP

9:30 am – 10:00 am

Arrival and Registration

10:00 am – 10:10 am

Welcome Address

Selfinaz Sahin

Turkish Territory Manager

10:10 am – 11:10 am

The Progress Vision

Learn how we'll deliver on our mission to help every enterprise deliver mission-critical business applications that power the business through our product direction—including the recent delivery of OpenEdge 11.7 with its advanced capabilities for high availability, security and scalability—and our strategic foresight into the business application market and the technologies that will continue to propel you forward.

Richard Stone

Strategic Partner Program Manager,
Progress

11:10 am – 12:10 pm

SaaS – How hard can it be?

Industry analysts and experts all agree: SaaS is the future. The only problem is that they don't have to actually have to do it. Changing your business from the familiar, product-focused 'licence and annual maintenance' model to an unfamiliar, service-focused subscription model can appear to be a daunting process which will impact every part of your business. The good news is that when done with a full understanding of all the 'moving parts', the experts are right: SaaS can deliver very significant business benefits. In this session, we'll look at how OpenEdge partners are managing the transition to a subscription-based business model and the key lessons learned.

Richard Stone

Strategic Partner Program Manager,
Progress

We'll not only look at how to build and deploy a SaaS solution but also at the important changes in how you market, sell, and support your new SaaS solutions.

12:10 pm – 1:00 pm

Lunch

1:00 pm – 1:30 pm

With a Little Help from My Friends

Changing your business to meet the demands of the digital economy doesn't happen overnight. Explore the many ways Progress Professional Services can help create a blueprint to evolve your application and business, fine tune your OpenEdge skills, and develop scarce OpenEdge talent for the future.

Dimiter Kadanoff

EMEA Sales Manager,
Professional Services, Progress

1:30 pm – 2:30 pm

The journey - Application Modernization Case Study

How to expose and reuse existing business logic (4GL/ABL) out as a REST service and building modern web/mobile UI's with Kendo UI Builder. This session includes a demo how to do these things in the latest OpenEdge version.

Jarmo Nieminen

Sales Engineer, Principal EMEA,
Progress

2:30 pm – 2:45 pm

Coffee Break

2:45 pm – 3:45 pm

I Can See Clearly Now

The growing requirement for companies to have a real-time, 360° view of their business means that more and more of your customers will ask you for either flexible, easy-to-use business analytics as an integral part your solution, or for the data held in your OpenEdge database to be securely replicated in real-time to an external data warehouse or a 3rd party analytics solution such as QlikView or Tableau. In either case, you're faced with a significant investment decision: What's the best, most profitable way to deliver what they need ... "buy" or "build"? In this session, we'll look at the best practices for delivering integrated analytics and data replication, and the business benefits – and risks – of "buy" and "build". We'll present a 'best of both worlds' approach which will enable you to achieve the fast time-to-market and low development & support costs of a "buy" solution, and the significantly higher margins and greater perceived value of an integrated, branded "build" solution.

Richard Stone

Strategic Partner Program Manager,
Progress

Tom Cahill & Adrian Randle

Logi Analytics

3:45 pm – 4:30 pm

Bring New Ideas to Life in Days, Not Months

In today's rapidly changing world, you need to differentiate your products and services more quickly and efficiently than ever before. You need a rapid application development platform that can not only deliver engaging user experiences but also leverage the functionality, reliability, and investment in your existing core systems.

In this session, you'll learn about the fastest and easiest low-code platform to build, manage & deploy cloud based applications which leverage and extend the core capabilities of your OpenEdge applications.

Phil Dunlop

Sales Director - Europe, Middle East & Africa, Progress

Ian Turner & Chris Chatfield

Codeless Apps

4:30 pm

General Q&A Session

Progress and Progress OpenEdge are trademarks or registered trademarks of Progress Software Corporation and/or one of its subsidiaries or affiliates in the U.S. and/or other countries. Any other trademarks contained herein are the property of their respective owners.

© 2017 Progress Software Corporation and/or its subsidiaries or affiliates. All rights reserved.

