

# OPENEDGE WORLD TOUR - LEEDS

Thursday, June 29, 2017

## TRACK LIST

## LINEUP

9:30 am – 10:00 am

**Arrival and Registration**

10:00 am – 10:10 am

**Welcome address**

**Phil Dunlop**

Sales Director - Europe, Middle East & Africa

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.

**Brian Bowman**

Product Manager, Senior Principal, Core Products

11:10 am – 12:10 pm

**Under Pressure**

The digital age has amplified the demand for 24x7x365 access to applications and data. An organization's inability to deliver continuous operations impacts customer expectations and loyalty, user productivity, and ultimately, the bottom line. Even routine maintenance has placed a burden on IT, as they work to ensure the delivery of accurate information and continued performance. This session will review newly available Progress OpenEdge technologies to help companies reduce the impact of planned and unplanned downtime, increase maintenance flexibility and deliver applications that help companies achieve the high expectations of high availability.

**Brian Bowman**

Product Manager, Senior Principal, Core Products"

12:10 pm – 1:00 pm

**Lunch**

## PARTNER STREAM

## LINEUP

1:00 pm – 2:00 pm

### I Can See Clearly Now

The growing requirement for companies to have a real-time, 360o 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

2:00 pm – 3:00 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. 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.

### Richard Stone

Strategic Partner Program  
Manager

## DIRECT END USER STREAM

## LINEUP

1:00 pm – 2:00 pm

### It's the End of the World as We Know It (And I Feel Fine)

Executives today find themselves reconsidering the security of their companies, particularly as businesses with revenues less than US\$1B are victimized by breaches at an alarming rate of 10% a year. Addressing all the potential gaps can be a daunting task, but one of the fundamental greatest risks is legacy technology that does not meet current security standards. We'll explore precautionary strategies and the various Progress OpenEdge technologies available to help protect your application and data.

### Brian Bowman

Product Manager, Senior  
Principal, Core Products

2:00 pm – 3:00 pm

### There's Nothing Holdin' Me Back

Easy access to mission-critical data in order to make informed decisions is imperative in today's dynamic business climate. Slick analytics and tight data management are more important than ever in leveraging your company's greatest asset — your data. This interactive session will demonstrate how you can use OpenEdge Analytics360 and OpenEdge Pro2 to streamline data management and share critical data with ease throughout your company.

### Conor Patten

Principal Sales Engineer

### Brian Bowman

Senior Principal Product  
Manager

3:00 pm – 3:15 pm

### Break

3:15 pm – 4:15 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 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

4:15 pm – 4:30 pm

### General Q&A Session

End

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