

The Imaging Channel Managed Print Summit Agenda

Tuesday, July 19th

Start Time	End Time	Presentation Title	Speaker	Company
8:30 AM	8:40 AM	Welcome		
8:40 AM	9:15 AM	Innovation and Tools for the MPS Marketplace	Mike Stramaglio	MWA Intelligence
9:15 AM	10:00 AM	IT Infrastructure and the Supply Chain	Mitch Morgan	Growth Achievement Partners
10:00 AM	10:30 AM	IT Security for Devices and Networks	Gordon Jones	Green Hills Technology
10:30 AM	10:45 AM	Networking Break		
10:45 AM	11:15 AM	Innovation on Mobile Printing, Embedding, and Connecting to the MPS Enterprise	Brendan Peters	Intel
11:15 AM	12:00 PM	Panel: The Future of MPS	Moderator: Mike Stramaglio Panelists: Mitch Morgan Gordon Jones Brendan Peters Tim Grimes	MWA Intelligence Growth Achievement Partners Green Hills Technology Intel Research In Motion
12:00 PM	1:00 PM	Lunch		
1:00 PM	1:45 PM	Moving Beyond the Basics: Building a Profitable MPS Business	Ed Crowley	Photizo Group
1:45 PM	2:30 PM	Building Your MPS Program Infrastructure: Don't Recreate the Wheel	Greg VanDeWalker	GreatAmerica Leasing
2:30 PM	3:15 PM	Panel: Software Integration	Moderator: Charlie Brewer Panelists: Laryssa Alexander Sherry Lachine Darrell Leven Jim Phillips	Actionable Intelligence ECi Software Solutions PrintFleet FMAudit Digital Gateway
3:15 PM	3:30 PM	Networking Break		
3:30 PM	4:15 PM	The Foundation for MPS Sales Success	Doug Nash	United Stationers
4:15 PM	5:00 PM	Objective Driven Document Assessments	Gordon Hawkins	Business Communications Group, LLC
5:00 PM	5:45 PM	Panel: MPS In Practice	Moderator: Charlie Brewer Panelists: Gary Frager Bob King	Actionable Intelligence PAGODA Computer Supplies, Inc. Laser Product Technologies
5:45 PM	6:00 PM	Title Sponsor Thank You, PrintFleet		
6:00 PM	7:00 PM	Cocktail Networking Hour Sponsored by UniNet		

** Subject to change without notice

World Expo 2011

Wednesday, July 20th

Managed Print	Business Management
Sales and Marketing	Cartridge Technology
Service Solutions	

Start	Finish										
10:00 AM	11:00 AM										
		S25 Controlling Enterprise Print: The Importance of Managed and Professional Services Erik Holdo, Konica Minolta Business Solutions	S28 From Start to Finish: Putting Together a Hiring Plan That Works Sally Brause, GreatAmerica Leasing	S03 Remanufacturing the HP CP1025 Mike Josiah, UniNet	S27 Demystifying MPS: Follow the Money Greg VanDeWalker, GreatAmerica Leasing	S39 2011 Peak Performance Marketing: How to Grow Your MPS Profits and Your Business Aaron Dyck, LMI Solutions	S46 Executing Your Strategy: The Importance of MPS Planning Gordon Snider, PrintFleet	S13 OEM Competitive Strategies and Aftermarket Countermeasures Luke Goldberg, Micro Solutions Enterprises (MSE)	S19 Structuring Solution Sales Teams for Success Greg Buschman, Konica Minolta Business Solutions	S50 Color - The Profit Center Bill Kopatich, Dave Mullen, Joe Shulman, and Al Zortea, ILG	S15 Should Service Techs Sell Your Business Steve Geishirt, Parts Now!
11:00 AM - 12:30 PM		Dedicated Expo Time									
12:30 PM	1:30 PM										
		S29 Finance Solutions 101: Leasing Basics for Your Business Kim Louden, GreatAmerica Leasing	S34 Ink and Toner Retail Stores- This is Our Time! Bob Bloom, INK & TONER USA	S52 Legal and Business Issues in 2012 Tricia Judge, International Imaging Technology Council	S51 CompTIA Quick Start to Managed Print Services Gus Yusem, Xerox	S07 Remanufacturing the Dell 3110/3130 Javier Gonzalez, UniNet	S30 Answering the Brand Question of Adding Managed Print Solutions (MPS) Sarah Henderson, GreatAmerica Leasing	S40 Ensuring Long Term MPS Success Doug Nash, United Stationers		S14 Converting Low Margin OEM Laser Consumable Sales Into High Profit Remanufactured Cartridge Sales Gil Wazana, Micro Solutions Enterprises (MSE)	S35 Grow with Social Networking: How to Leverage Facebook, Twitter and LinkedIn John Pulley, Dealer Marketing Systems
1:30 PM - 3:00 PM		Dedicated Expo Time									
3:00 PM	4:00 PM										
		S31 Finance Solutions 201: Advanced Leasing Programs Jennie Fisher, GreatAmerica Leasing	S11 Remanufacturing el cartucho de la Brother HL 3040 Javier Gonzalez, UniNet	S04 Remanufacturing the HP CP1525 Mike Josiah, UniNet	S48 Remanufactured Inkjet Cleaning Techniques Ben Lyles, Vista Inkjets, Inc.	S10 MPS - Remanufactured Cartridge Options for Use in MPS Applications Neil Robinson, UniNet	S20 Generating Sales Leads with Database Marketing Greg Buschman, Konica Minolta Business Solutions	S42 Marketing Technology Tips and Tools For the New Decade Sarah Henderson, GreatAmerica Leasing	S54 The Use of Ecolabeling in Europe Ove Jansson, Ecolabelling Sweden AB	S16 The Secret to Successfully Upgrading Firmware Steve Geishirt, Parts Now!	

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World Expo 2011

Thursday, July 21st

Managed Print	Business Management
Sales and Marketing	Cartridge Technology
Service Solutions	

Start	Finish											
10:00 AM	11:00 AM	S41 The Real Supply Chain Drain in Logistics: Learn Immediate and Dramatic Cost Savings and Profit Driven Opportunities to Improve Your Company's Bottom Line Phil Claghorn, Translogistics, Inc.	S32 How Can I Know Who I am Really Hiring? Sally Brause, GreatAmerica Leasing	S06 Remanufacturing the HP CP5225 Mike Josiah, UniNet	S53 Toner Industry 2011 John McVay, Everlight Group/ Trend Tone Imaging	S49 Inkjet Print Quality Analysis Ben Lyles, Vista Inkjets, Inc.	S23 Major Accounts and MPS: Capturing a Client's Total Print Business Greg Buschman, Konica Minolta Business Solutions	S39 MPS Sales and Marketing Best Practices Aaron Dyck, LMI Solutions	S47 Why MPS is Green-ish Sherry Lachine, PrintFleet	S22 Panel: How to Sell Ink and Toner Cartridges WooJin Kim, Printer Essentials, Bob Bloom, INK & TONER USA, Luke Goldberg, Micro Solutions Enterprises (MSE)	S43 Are You All In With the Toner and Ink Remanufacturing Market? Equan Uwem, Sirlife InkJet Toner	S02 Introduction to Onsite Plotter Maintenance and Repair Terry Meyers, Meyers Laser Printer/Plotter Services
11:00 AM - 12:30 PM		Dedicated Expo Time										
12:30 PM	1:30 PM	S12 Mergers & Acquisitions- What You Don't Know Can Cost You Michael Dudek and Rich Wisniewski, Zygoquest Group	S44 SBA Loan Programs and Services Delia Gomez, Small Business Administration	S08 Remanufacturing the Lexmark C/X-734/736/738 Javier Gonzalez, UniNet	S26 Standardized Test Methods Jim Martin, Network Recycling Systems	S38 Beyond Fleet Management Gordon Hawkins, Business Communications Group, L.L.C.	S18 What We've Learned Developing MPS Solutions Ryan Humphrey, Parts Now!	S01 Bio Toners: Aftermarket Leadership Opportunity Rick Greenlaw, SoyPrint	S37 Positioning for MPS Success John Pulley, Dealer Marketing Systems	S17 Servicing the P4015 Series Steve Geishirt, Parts Now!		
1:30 PM - 3:00 PM		Dedicated Expo Time										
3:00 PM	4:00 PM	S33 Using QuickBooks as an Integrated POS and Bookkeeping System for Retail Business Operations Bob Bloom and Jane Bloom, INK & TONER USA	S05 Remanufacturing the HP CP4525 Mike Josiah, UniNet	S09 Remanufacturing the Samsung CLP-620/670 Javier Gonzalez, UniNet	S21 Managed Print Services: The Power of Color and Controlling Print Greg Buschman, Konica Minolta Business Solutions	S36 How To Get On Page One of Google Search Engine Optimization 101 John Pulley, Dealer Marketing System	S24 Middleware Trends in Data Center and Mainframe Imaging Erik Holdo, Konica Minolta Business Solutions					

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