



2019 AISIAIP[®] Global Alliance Summit

March 11 - 13, 2019 | Fort Lauderdale, Florida

Conference Agenda Pre-Conference Workshops & Sessions | Monday, March 11, 2019

**Sessions, times, and speakers are subject to change*

Event Time	Session #	Event	Speaker(s)
7:45 a.m. - 8:30 a.m.		Pre-Con Workshop Breakfast	
8:30 a.m. - 3:00 p.m.	101	CA-AM (Certificate of Achievement - Alliance Management) Certification Exam Prep Workshop	Lynda McDermott, CA-AM EquiPro International
	102	CSAP Exam Prep Workshop	Ann Trampas, CSAP Phoenix Consulting Group
	103	Alliance Management 101: The Fundamentals of Alliance Management	David Thompson, CSAP Eli Lilly and Company
11:45 a.m. - 1:00 p.m.		Workshop Lunch	
11:45 a.m. - 12:30 p.m.		Leadership Lunch (invitation only)	
12:30 p.m. - 3:30 p.m.		Leadership Meeting (invitation only)	
12:30 p.m. - 3:30 p.m.	104	Building Your Collaborative Business Model	Dr. Ard-Pieter de Man, CSAP Vrije Universiteit Amsterdam Dr. Dave Luvison, CSAP Loyola University Maryland
		Pre-Conference Sessions	
3:30 p.m. - 5:00 p.m.		Next Gen Alliance Management: Mapping a TE-AM Road for Successful Alliances	Lynda McDermott, CA-AM EquiPro International
3:30 p.m. - 5:00 p.m.		ISO 44001 Business Collaboration Standard Case Study	Parth Amin Alliance Dynamics, LLC
3:30 p.m. - 5:00 p.m.		Best Practices in Authoring Thought Leadership	David Thompson, CSAP Eli Lilly and Company John DeWitt JW DeWitt/ASAP Media
3:30 p.m. - 5:00 p.m.		Pre-Conference Session TBD	
6:00 p.m. - 7:00 p.m.		Welcome Networking Reception	



2019 A|S|A|P[®] Global Alliance Summit

March 11 - 13, 2019 | Fort Lauderdale, Florida

Conference Agenda Tuesday, March 12, 2019

**Sessions, times, and speakers are subject to change*

Event Time	Session #	Event	Speaker(s)
7:00 a.m. - 8:15 a.m.		Networking Breakfast	
8:15 a.m. - 8:45 a.m.	200	Conference Opening	Michael Leonetti, CSAP Association of Strategic Alliance Professionals
8:45 a.m. - 9:30 a.m.	201	Partnering in the AI Era: An Essential Shift from Value Chains to Business Ecosystems	Bruce Anderson IBM
9:30 a.m. - 10:00 a.m.	202	Celebrating the Alliance Excellence Awards Finalists	
10:00 a.m. - 10:25 a.m.		Morning Networking Break	
10:25 a.m. - 11:15 a.m.	301	Engaging the New Shadow Channel	Jay McBain Forrester Research
	401	Session Track: Building Value Through Collaboration	
11:25 a.m. - 12:15 p.m.	302	Engaging and Leveraging Your Sales Teams to Identify, Qualify, and Nurture New Potential Alliance Partners	Nancy Breiman, CSAP IBM Charli Francis, CA-AM IBM
	402	Collaborative Behavior in Alliances: Analysis, Improvement, and Impact	Steve Courtney Evotec Christoph Huwe, CSAP Bayer
12:15 p.m. - 1:15 p.m.		Networking Lunch	
1:25 p.m. - 3:05 p.m.	203	ASAP Leadership Spotlights	Tiffani Bova Salesforce Christine Carberry, CSAP Keryx Biopharmaceuticals Steve Levine Dassault Systèmes Charles Onstott SAIC
3:05 p.m. - 3:25 p.m.		Afternoon Networking Break	



2019 A|S|A|P[®] Global Alliance Summit

March 11 - 13, 2019 | Fort Lauderdale, Florida

Conference Agenda Tuesday, March 12, 2019

**Sessions, times, and speakers are subject to change*

Event Time	Session #	Event	Speaker(s)
3:25 p.m. - 4:15 p.m.	501	A Technology Integrator's Perspective on the Increasing Importance of Partnering and Alliances	Susan Hallman, CA-AM SAIC Charles Onstott SAIC
	502	Building a World-Class Partnering Capability in a Therapeutic Area-Focused Partnership Management Operating Model	Mojgan Hossein-Nia, PhD Takeda Sara Keen Vantage Partners Donna Taneja, PhD Takeda
	303	Connecting Teams and Systems to Advance Channel Opportunities	Alex Western National Instruments Penny Wright, CA-AM National Instruments
4:25 p.m. - 5:15 p.m.	204	ASAP Roundtables	
5:30 p.m. - 6:00 p.m.	205	Celebrating the Alliance Excellence Awards Winners	
6:00 p.m. - 7:00 p.m.		Networking Celebration	



2019 AISI AIP[®] Global Alliance Summit

March 11 - 13, 2019 | Fort Lauderdale, Florida

Conference Agenda Wednesday, March 13, 2019

**Sessions, times, and speakers are subject to change*

Event Time	Session #	Event	Speaker(s)
7:00 a.m. - 8:15 a.m.		Networking Breakfast	
8:15 a.m. - 9:00 a.m.	206	Conference Keynote	
9:00 a.m. - 9:20 p.m.		Morning Networking Break	
9:20 a.m. - 10:10 a.m.	701	Session Track: Partnering Methods Lead to Success	
	801	Session Track: Evolving Best Practices	
	403	Session Track: Building Value Through Collaboration	
10:10 a.m. - 10:25 a.m.		Morning Networking Break	
10:25 a.m. - 11:55 a.m.	601	Own Your Transformation: A Five-Point Agenda for Creating A Collaborative Leadership System	Jeff Shuman, CSAP The Rhythm of Business Jan Twombly, CSAP The Rhythm of Business
	602	Session Track: Professional Development Workshop	
	603	Session Track: Professional Development Workshop	
11:55 a.m. - 12:55 p.m.		Networking Lunch	
1:00 p.m. - 1:50 p.m.	702	Session Track: Partnering Methods Lead to Success	



2019 AISIAP Global Alliance Summit

March 11 - 13, 2019 | Fort Lauderdale, Florida

Conference Agenda Wednesday, March 13, 2019

**Sessions, times, and speakers are subject to change*

Event Time	Session #	Event	Speaker(s)
	801	Managing the Transition from Partner to Competitor	Bernie Hannon, CSAP Citrix Jim Luna, CA-AM Citrix
	902	Session Track: Leveraging Alliance Frameworks	
2:00 p.m. - 2:50 p.m.	703	Agile Partnering for Speed and Innovation	Norma Watenpaugh, CSAP Phoenix Consulting Group Laura Powers Radtac U.S.
	802	Partnerships in Education: Challenges and Opportunities	Aya Aker, CA-AM Cambridge Assessment Chloe Shaw, CA-AM Cambridge Assessment
	903	Transforming Partner Ecosystems to Be Adaptable, Responsive, and Impactful	Samantha Foster Citrix Inna Powell ServiceNow
2:50 p.m. - 3:10 p.m.		Afternoon Networking Break	
3:10 p.m. - 4:00 p.m.	704	Session Track: Partnering Methods Lead to Success	
	803	Leveraging ISO 44001 Best Practices and Framework in a Real-World Alliance Scenario	Doug Barta PAREXEL Ken Coppins collabtogrow
4:10 p.m. - 5:00 p.m.	904	Session Track: Leveraging Alliance Frameworks	
	804	Building Partnering Capability across the Organization: Applying the Partnering Capability Assessment Platform (PCAP) to Create Better Collaborations	Moderator: Parth Amin, CSAP Panelists: Bernie Hannon, CSAP Citrix Leona Kral, CSAP Verizon Steve Twait, CSAP AstraZeneca
5:10 p.m. - 5:30 p.m.		Conference Close	Michael Leonetti, CSAP Association of Strategic Alliance Professionals
5:30 p.m. - 7:00 p.m.		Conference Closing Reception	