

# ECS 2025 AGENDA



## PRESS CONFERENCE

Welcome Reception  
Sunday, Jan 12<sup>th</sup>



## SUMMIT

Mon – Wed  
Jan 13<sup>th</sup> – 14<sup>th</sup>  
Jan 15<sup>th</sup> (AM)



## NEW IN 2025!

Wednesday  
Jan 15<sup>th</sup> (PM)





# Sunday PM Jan 12th

| Time           | Activity   | Presenter / Host   |
|----------------|--|--|
| Noon           | <b>Guest Registration Open</b>   |  |
| 2:30 – 3:15 pm | <b>The Consortium General Meeting</b><br>(Members Only)  | <b>Mike Stramaglio</b>   |
| 3:30 – 4:30 pm | <b>Press Conference</b><br>Breaking news on the latest industry releases - open to all attendees!    | <b>Patricia Ames</b> - BPO Media<br><b>CJ Cannata</b> - The Cannata Report                           |
| 5:30 pm –      | <b>Welcome Reception</b><br>Join your fellow ECS attendees for informal meet & greet – dress casual! | <b>All Attendees!</b><br><b>Sponsors:</b> <a href="#">GreatAmerica</a> , <a href="#">ConnectWise</a> |

# Monday AM Jan 13th



| Time       | Activity   | Presenter / Host   |
|------------|--|--|
| 7:00 am –  | Morning Networking - Breakfast   |  |
| 7:45 am –  | Event Kick-Off<br>ECS goals and expectations!                                  | <b>Bob Goldberg</b> - BTA General Counsel Retired<br><b>Barry Simon</b> - President & CEO, Datamax<br><b>Mike Stramaglio</b> – President & CEO, Stramaglio Consulting  |
| 8:00 am –  | From Battlefield to Boardroom  | <b>Mike Sarraille</b><br>Retired Navy Seal, Entrepreneur, CEO of the Talent War Group , Bestselling Author & Podcast Host  |
| 8:45 am –  | Impact Networking<br>“Adopting the everyday warrior mindset in the boardroom”  | <b>MC: Frank Cucco</b><br><b>Mike Lepper</b> – Chief Executive Officer, Impact Networking, <b>Anthony Cucco</b> – Chief Operating Officer, <b>Ashley Carnes</b> – Chief Strategy Officer   |
| 9:45 am –  | Morning Networking Break   |  |
| 10:15 am – | AI: ADAPT OR GET LEFT BEHIND!  | <b>MC: Jennie Fisher</b> – Group President, Office Technology, GreatAmerica Financial Services, <b>Cindy Bradley</b> - Chief Data Officer; <b>Keven Ellison</b> , Vice President of Marketing of AIS; <b>Gary Lavin</b> , Founder at CEO Juice |
| 11:00 am – | Breakaway Team<br>Next generation leaders planning for next generation growth! | <b>MC: Laura Blackmer</b> - President, Channel Sales, Konica Minolta Business Solutions USA; <b>Rick Taylor</b> - President and CEO, RK Taylor Consulting<br><b>The Breakaway Team members</b> - listed separately                             |
| 12:00 pm – | Lunch / Breakout Sessions  | • <b>MPS Monitor / NexEra</b>  |

# Monday PM Jan 13th

| Time              | Activity   | Presenter   |
|-------------------|--|---|
| 1:15 pm –         | <b>Leveraging Technology for Business Evolution</b>                  | <b>Sam Errigo</b> – President and CEO, Konica Minolta Business Solutions USA  |
| 1:45 pm –         | <b>Strategy &amp; Vision for ERP</b>                                 | <b>John Case</b> - CEO, Acumatica   |
| 2:30 pm –         | <b>The 5<sup>th</sup> Industrial Revolution</b>                      | <b>Kirk Offel</b> - CEO, Overwatch Mission Critical   |
| 3:00 – 4:00 pm    | <b>Fireside Chats<br/>– The 5<sup>th</sup> Industrial Revolution</b> | <b>MC: Mike Stramaglio</b><br><b>Kirk Offel, John Case, Sean Brehm</b> - Chairman & Independent Director, Spectral Capital Corp, Co-Founder/Chairman/CEO, CrowdPoint Technologies |
| 4:00 pm – 5:00 pm | <b>Breakout Sessions</b>   | <ul style="list-style-type: none"> <li>• <b>Katun</b></li> <li>• <b>ConnectWise</b></li> </ul>  |
| 6:00 pm –         | <b>Dinner</b>  | <b>Sponsors: Distribution Management, Xerox</b>   |



# Tuesday AM Jan 14th



| Time       | Activity   | Presenter  |
|------------|--|--|
| 7:00 am –  | Morning Networking - Breakfast   |  |
| 7:45 am –  | Authentic Intelligence   | <b>Sean Brehm</b> - Chairman & Independent Director, Spectral Capital Corp, Co-Founder/Chairman/CEO, CrowdPoint Technologies   |
| 8:30 am –  | Channel Evolution & Opportunities  | <b>Karl Boissonneault</b> – President, North America Channels & Canada, Xerox Corp; <b>Stephen Miller</b> – Chief Digital Officer, Digital & Print Services  |
| 9:15 am –  | Gettin’ Disty With It: Why OEMs and Dealers are pivoting to distribution (and dancing all the way to the bank) | <b>MC: Greg Welchans</b> - President & CMO, Distribution Management<br><b>Ted Gruener</b> , VP Sales; <b>Sarah Custer</b> , VP Sales Ops<br><b>Panelists: Karl Boissonneault; Laura Blackmer; Brian Murphy</b> - Sr. VP, Service, UBEO; <b>Tim Renegar</b> – President, Kelly Office Solutions; <b>Scott Stahl</b> - Chief Operating Officer, Novatech   |
| 10:00 am – | Morning Networking Break   |  |
| 10:45 am – | Will you be on the money train or run over by it?  | <b>MC: Ed McLaughlin</b> - Co-Founder, Predictive Insight<br><b>Panelists: Joseph Brunsman</b> - Managing Member, Brunsman Advisory Group; <b>West McDonald</b> - Founder, GoWest.ai; <b>Rick Lambert</b> - CEO & Founder, IN2Communications & selltoWIN; <b>Sarah Henderson</b> - Regional Director, North America for MPS Monitor & Nexera; <b>Sam Riolo</b> – Director, Solutions Architects, Intermedia; <b>Peter Kujawa</b> , VP & GM – Service Leadership, ConnectWise |
| 12:00 pm   | Lunch / Breakout Sessions  | <ul style="list-style-type: none"> <li><b>Acumatica</b></li> </ul>   |

# Tuesday PM Jan 14th



| Time              | Activity  | Presenter   |
|-------------------|---|---|
| 1:00 pm –         | <b>Plugged In and Powered Up: Driving IT Innovation Together</b>  | <b>Manny Ravelo</b> – CEO, ConnectWise  |
| 1:45 pm –         | <b>Who do you turn to? (End user CIO session)</b>   | <b>MC: Mike Stramaglio</b><br><b>Panelist: Anthony Bobos</b> - EVP/CIO, Vitalant; <b>Rudy Parga</b> - CEO/Owner, Imagine Technology Group   |
| 2:30 pm –         | <b>"Diversification, Consolidation and AI Strategies are just "Business Strategies". Don't Overthink.</b> | <b>Mike Marusic</b> , President and CEO, Sharp Imaging and Information Company of America   |
| 3:00 pm –         | <b>Afternoon Networking Break</b>   |   |
| 3:30 pm –         | <b>Sooooooooo What's Next?</b>  | <b>Larry White</b> - President and CEO, Toshiba America Business Solutions  |
| 4:00 pm – 5:00 pm | <b>The 5<sup>th</sup> Industrial Revolution and Why?</b>  | <b>MC: Mike Stramaglio</b><br><b>Kirk Offel, Sean Brehm, Jenna Stramaglio</b> – Channel Development Manager, ConnectWise, <b>Tawnya Stone</b> – Vice President, Strategic Technology, GreatAmerica Financial Services |
| 6:00 pm -         | <b>Dinner</b>   | <b>Sponsors: Acumatica, Overwatch</b>   |

# Wednesday AM Jan 15th

| Time       | Activity                       | Presenter / Host  |
|------------|--------------------------------|---|
| 7:00 am –  | Morning Networking - Breakfast |   |
| 8:00 am –  | OEM Panel: Vision vs Rumor     | MC: Mike Stramaglio<br>Mike Marusic, Larry White, Karl Boissonneault , Laura Blackmer   |
| 8:45 am –  | H.I.T. Program Update          | Mike Sarraille<br>The H.I.T. program leaders  |
| 10:00 am – | ECS Review Wrap-up & Takeaways | Bob Goldberg, Barry Simon, Anthony DelGrosso - Regional Vice President & General Manager, Milner: Brett Cosich - Chief Operating Officer, Proven IT |
| 10:30 am   | Adjourn                        |   |





## Wednesday PM Jan 15th

### AGENDA

|                     |  |
|---------------------|--|
| 10:30 AM            | ECS EVENT CONCLUDES (WALK OVER TO GOLF COURSE)       |
| 10:30 AM            | REGISTRATION BEGINS/CHECK IN/WARM UP/PUTTING CONTEST |
| 11:30 AM            | COLOR GUARD/NATIONAL ANTHEM                          |
| 12:00 PM            | HELICOPTER JUMP                                      |
| 10:30 AM - 12:30 PM | OPENING CEREMONY & NETWORKING & FOOD                 |
| 12:30 PM            | CALL TO CARTS  |
| 12:45 PM            | TEE OFF (SHOTGUN SCRAMBLE)                           |
| 5:15 PM             | RETURN TO CLUB HOUSE                                 |
| 5:00 PM - 6:30 PM   | AWARDS/DINNER/NETWORKING                             |
| 6:30 PM             | DEPART   |