

THE
EXCLUSIVE NETWORKS
Festival
2020

Monday 6th July - Friday 10th July

There is something for everyone at the Exclusive Networks Festival. The week brings you an exciting mix of education and entertainment, to not only support you, our valued partners, but to cheer you and shine a little light at this time. So we invite you to please dive right into the agenda and select the sessions that work best for you.

Together we can make 2020 a success.

[Register Here](#)

Session One Monday 6th July 14:00 - 14:40	The Opening Act. How to make 2020 a Success for you. <i>Graham Jones, Regional Director UK&I Exclusive Networks Group</i> Learn more
Session Two Monday 6th July 14:40 - 15:00	The 2020 Survive and Thrive Mindset. <i>Dave Allen, Managing Director at Fuel for Thought Consulting</i> Learn more
Session Three Tuesday 7th July 10:30 - 11:30	Today's Digital Transformation Journey. <i>Richard Foulkes, Solution Consultant, Cyber Security at Exclusive Networks</i> Learn more <i>Dave Allen Opens. "From Victim to Victor".</i>
Session Four Tuesday 7th July 14:00 - 15:30	Spotlight on our Security Vendors. <i>Richard Foulkes, Solution Consultant, Cyber Security at Exclusive Networks</i> Learn more
Session Five Wednesday 8th July 10:30 - 11:30	Spotlight on our Data Centre Vendors. <i>Richard Foulkes, Solution Consultant, Cyber Security at Exclusive Networks</i> Learn more <i>Dave Allen Opens. "Don't just turn up, SHOW UP! Power up!".</i>
Session Six Wednesday 8th July 14:00 - 15:00	The Impact social media can have on your sales. <i>Ronnie Findlay, Digital Marketing Strategist, Focus Social Media</i> Learn more
Session Seven Thursday 9th July 10:00 - 11:00	Listening to your customers: Providing a services first approach. <i>Adam Williamson, Exclusive Networks Sales Director</i> Learn more <i>Dave Allen Opens. "The Value Exchange!".</i>
Session Eight Friday 10th July 10:30 - 11:30	Closing Sales Successfully in Today's Virtual World. <i>Emma Seaman, Consultant & Trainer, Natural Training</i> Learn more
Session Nine Friday 10th July 14:00 - 14:45	Close and comment from Graham Jones. Dave Allen, also covers The "PACT" Potential Learn more

[Register Here](#)



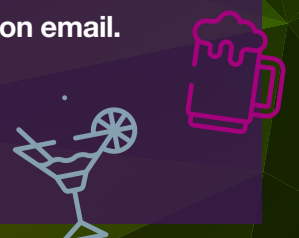
AND ALSO ON THE BILL...

Wednesday Night Bingo and DJ Set with Mark Parr and Neil Brosnan

PLUS

A THIRSTY CLUB NOT TO BE MISSED...to wrap up the week join us on Friday afternoon for a drink.

Registration links for the Bingo and The Big Lockdown Quiz will be released on email.



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Monday 6th July

Session One

The Opening Act. How to make 2020 a Success for you.

14:00 - 14:40

*Graham Jones, Regional Director
UK&I Exclusive Networks Group*

An industry veteran, Graham opens the festival and outlines what's in store for the week to come. Not only that but he will also share insights and tips on how you can make 2020 a success, with a focus on getting to know your database, how to harness latest trends and behaviours, successful upselling into existing accounts and an overview of the vendor landscape. How together, in partnership, we can make the most of the opportunities that present themselves and exit 2020 with strength and propel our businesses to even greater heights in 2021.

[Register Here](#)

Session Two

Keynote. The 2020 Survive and Thrive Mindset.

14:40 - 15:00

Dave Allen, Managing Director at Fuel for Thought Consulting

Many of you will know Dave from his previous role as Vice President for Western Europe at Palo Alto Networks now a hugely successful consultant and coach. We are delighted to be joined by Dave, a truly inspirational speaker and motivator. Dave will use this session to share his fundamental beliefs on how to look at 2020 with a healthy perspective. Your comfort zone has been destroyed, work has changed – set yourself up for success. Dave will cover;

1. Complacency the #1 killer of companies and dreams in people
2. Cross functional teams survive, integrated teams thrive
3. People are the defining difference in all forms of business success
4. Clarity, positive psychology, and action create everything
5. An empowered mindset always achieves more than a victim mindset
6. Resourcefulness is more important than resources
7. Everyone has fears... with support to 'Step Up' - everyone can go further than they thought

Dave will open sessions for us throughout the week providing insights and motivation and he will also close the festival on Friday with the right actions to go forward.

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Tuesday 7th July

Session Three
Today's Digital Transformation Journey.

10:30 - 11:30

Richard Foulkes, Solution Consultant, Cyber Security at Exclusive Networks

Dave Allen, Managing Director at Fuel for Thought Consulting, opens with his session entitled "From Victim to Victor". As technology changes, will you drive it, follow it, or wonder where it went? The power of your narrative.

The pace of **digital transformation** has accelerated, and our current global challenges have (as well as increasing the number of remote workers and creating new security challenges) advanced the need for business agility to accommodate our changing working practices.

This requires businesses to examine how they utilise their software and applications, the cloud and their current infrastructure. Changing market drivers are shaping how we protect, accelerate and build our businesses.

Join Richard and discover how we have brought security, datacentre and cloud together so you can take your customers on a journey and uncover what is missing from their infrastructure to provide the answers.

[Register Here](#)

Spotlight Sessions.

Sessions 4 & 5 will feature Vendor Spotlights.

As well as reviewing IT infrastructure, companies are reviewing the true need for office based workforces and with employees considering themselves to be two to five times more productive than individuals who work in a traditional workspace, it looks like remote or "anywhere" working is here to stay. With that in mind businesses are re-evaluating their security and digital strategies and a call for simplicity from their technology solution providers is a top priority.

Following the Remote Access and Business Continuity Guide Exclusive Networks produced at the beginning of this pandemic, we now invite all of our vendors to present their 5 minute pitch on how their technology addresses the challenges your customers are facing and how they, alongside Exclusive Networks can support you selling to your customers.

- **5 minute Vendor Pitches**
- **The fastest way to evaluate new vendors and how can they can make a difference to your business**
- **Provide instant feedback using polls**
- **View a technology that is right for your portfolio and your customers needs? You can contact us right away and seize the moment.**

Session Four
Spotlight on our Security Vendors.

14:00 - 15:30

Richard Foulkes, Solution Consultant, Cyber Security at Exclusive Networks

From Connectivity, End Point, Insider Threat, Data Protection to Network Visibility, CASB, SASE and Zero Trust our Vendors will cover the full security posture. Join to view our vendors 5 minute pitches and vote live! Get to know the security vendors that will help you drive your business growth.

FORTINET

paloalto
NETWORKS

imperva

THALES

Gigamon

SentinelOne

Infoblox
NEXT LEVEL NETWORKING

netskope

proofpoint

tufin

TANIUM

exabeam

<) FORESCOUT

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Wednesday 8th July

Session Five

Spotlight on our Data Centre Vendors.

10:30 - 11:30

Richard Foulkes, Solution Consultant, Cyber Security at Exclusive Networks

Simplifying and illustrating the importance of our datacentre and cloud vendors from backup and recovery, cloud management and networking to application performance and desktop as a service. Join to view our vendor's 5 minute pitches and vote live! Get to know the data centre vendors who will help you drive your business growth.

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 **MORPHEUS**

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Dave Allen, Managing Director at Fuel for Thought Consulting, opens with his session entitled "Don't just turn up, SHOW UP! Power up! Set yourself up to bring your A-Game – on purpose."

[Register Here](#)

Session Six

The Impact social media can have on your sales.

14:00 - 15:00

Ronnie Findlay, Digital Marketing Strategist, Focus Social Media

There are now over 45 million active Social Media users in the UK spending an average of 2 hrs & 24 mins/day multi-networking across an average of 8 social networks & messaging apps.

This session will prepare you for professional and quality Social Media marketing across LinkedIn (and other platforms) to benefit from the growing business done through social media and the important networking and connections made through the platform.

What's included:

- **Overview of Social Media and its relevance to business & brand Digital Footprint**
- **Enable you to build All Star Social Media profiles**
- **Enable you to post, engage, and manage Social Media to the benefit of the business using best practice methods**
- **Enable you to use Social Media to generate leads, account manage, and build your Digital Footprint**
- **Understand Social Media stats**

Ronnie will share the best practice Social Media structure that will turn the platforms into your own lead generation engine.

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Thursday 9th July

Session Seven

Listening to your customers: Providing a services first approach.

10:00 - 11:00

Adam Williamson, Exclusive Networks Sales Director

Successful companies are the ones that put the customer at the centre of what they do and respond to the changes in their behaviours.

The way in which businesses want to consume their technology now matches how they consume services in their personal life; fast deliveries, pay-as-go, instant downloads, leasing and renting.

We are now in a time when disruptive technology isn't enough to secure your customers' business, you need to disrupt how they consume it, how they pay for it, how they budget for it.

Exclusive Networks appreciates this change in consumption but also that the advent of cloud and subscription purchases, ease of provisioning and portals for management - partners need extra ability to differentiate themselves. To do that the conversation needs to switch from technology and vendor logos to outcome focused. What do they want to achieve? What is the strategic business outcome? How can you help them deliver it?

Within this session, Adam Williamson gives an essential overview of our advanced services:

- **Managed Security Services - Enabling you to become an MSSP**
- **Infrastructure-as-a-Services (IAAS) - Provide one easy to manage service that includes compute, storage, network and virtualisation all in one place**
- **Exclusive Networks Financing and Leasing support, capabilities and future consumption models - ensure the unexpected projects of 2020 become a reality and budget cuts don't have an impact on your business**

By harnessing these services you can Evolve, Innovate and Grow your business by adding more customer value building longer term business relationship and staying ahead of the competition.

Register Here

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Friday 10th July

Session Eight

Closing Sales Successfully in Today's Virtual World.

10:30 - 11:30

Emma Seaman,

Consultant & Trainer, Natural Training

Having discovered the support, services, partnership and collaboration Exclusive Networks can provide, it's time to put things into action. Emma's session offers practical hints, tips and guidance around how to close your pipeline in today's virtual world.

This 90 minute session will include:

Part 1: Get the first meeting - how to prospect for the best ROI on your time

- Planning your call out - data, focus, objective
- The anatomy of the Call - what to say to get a committed next step – e.g. meeting

Part 2: How to Run Effective Virtual Sales Meetings

This includes:

- Working the agenda to your advantage
- Powerful questioning techniques and examples
- Closing for the next stage

Part 3: The Virtual Close

This includes:

- Understanding the sales cycle - when we aren't closing - what is happening to the deal?
- Setting deals up for best chance of closing
- Pressing the reset button on stuck deals to move them to close

[Register Here](#)

Session Nine

Close and Comment.

Graham Jones, Regional Director

UK&I Exclusive Networks Group

Dave Allen, Managing Director

at Fuel for Thought Consulting

The 'PACT' Potential Attitude, Confidence, Tenacity. Goals. You miss all the shots you don't take. Setting your attitude to align with your ambitions.

[Register Here](#)



AND ALSO ON THE BILL...

Wednesday Night Bingo and DJ Set with Mark Parr and Neil Brosnan

PLUS

A THIRSTY CLUB NOT TO BE MISSED...to wrap up the week join us on Friday afternoon for a drink.

HOW TO JOIN:

For each session you attend on Tuesday, Wednesday and Thursday you will be given a raffle ticket. **Raffle tickets will be drawn at Friday's Lock In Quiz.** You need to attend at least one session to be eligible to **join the Lock In Quiz.**

Registration links for the Bingo and The Big Lockdown Quiz will be released on email

DATES AND TIMES:

Bingo and DJ with Mark Parr and Neil Brosnan Wednesday 8th @ 7:45pm

Registration links for the Bingo and The Big Lockdown Quiz will be released on email

