

# Day One

## 21 February 2023

<p><b>DEALERS</b></p> <p>AUDITORIUM 1</p> <p>ENGLISH</p>	<p>45 MINUTES</p> <p>MELBOURNE 10:00AM</p> <p>WELLINGTON 12:00PM</p>	<p>PRESENTATION + Q&amp;A</p> <p><b>eraPower 4.0: Discover the new ecosystem</b></p> <p>Join us in this session to discover the new environment that seamlessly brings together the entire Pentana ecosystem in one central, secure location.</p> <p><b>Presenter: Sean Redmond</b></p>
--	--	---

<p><b>OEMS + DISTRIBUTORS</b></p> <p>AUDITORIUM 2</p> <p>ENGLISH</p>	<p>45 MINUTES</p> <p>MELBOURNE 10:00AM</p> <p>WELLINGTON 12:00PM</p>	<p>PRESENTATION + Q&amp;A</p> <p><b>Warranty Management Reinvented - The newest member of the Power family</b></p> <p>DistributorPower Warranty provides OEMs with the accuracy and transparency that are necessary to stay ahead in a competitive market. This cutting-edge platform combines the power of AI with industry expertise; allowing you take control of your warranty processes.</p> <p><b>Presenters: Antony Cathles</b></p>
--	--	--

<p><b>DEALERS</b></p> <p>AUDITORIUM 1</p> <p>ENGLISH</p>	<p>45 MINUTES</p> <p>MELBOURNE 11:00AM</p> <p>WELLINGTON 1:00PM</p>	<p>PRESENTATION + Q&amp;A</p> <p><b>eraPower: Discover the Latest Enhancements in 2023 Part One</b></p> <p>In Part One, we will explore the showroom innovations within eraPower 4.0 that will provide your business with greater visibility and workflow throughout the sales process.</p> <p><b>Presenter: Vikki Milroy</b></p>
--	---	---

<p><b>DEALERS</b></p> <p>AUDITORIUM 1</p> <p>ENGLISH</p>	<p>45 MINUTES</p> <p>MELBOURNE 12:00PM</p> <p>WELLINGTON 2:00PM</p> <p>MANILA 9:00AM</p> <p>BANGKOK 8:00AM</p>	<p>PRESENTATION + Q&amp;A</p> <p><b>eraPower: Discover the Latest Enhancements in 2023 Part Two</b></p> <p>In Part Two, we will explore the exciting development of Technician Mobility, and provide a glimpse into what's coming next in our service innovations.</p> <p><b>Presenter: Sean Redmond</b></p>
--	--	--

<p><b>DEALERS + OEMS + DISTRIBUTORS</b></p> <p>AUDITORIUM 2</p> <p>ENGLISH</p>	<p>30 MINUTES</p> <p>MELBOURNE 1:00PM</p> <p>WELLINGTON 3:00PM</p> <p>MANILA 10:00AM</p> <p>BANGKOK 9:00AM</p>	<p>PRESENTATION</p> <p><b>The Global Parts Marketplace</b></p> <p>Access to the right parts at the right time is critical. Understand how you can sell more parts online, and reduce your exposure to supply chain disruptions.</p> <p><b>Presenter: David Playle</b></p>
--	--	---

<p><b>DEALERS</b></p> <p>AUDITORIUM 2</p> <p>ENGLISH</p>	<p>45 MINUTES</p> <p>MELBOURNE 2:00PM</p> <p>WELLINGTON 4:00PM</p> <p>BANGKOK 10:00AM</p>	<p>PRESENTATION + Q&amp;A</p> <p><b>Product Demonstration - DealerPRO DMS</b></p> <p>Discover how our all-in-one DMS can completely transform your business operations.</p> <p><b>Presenter: David Nelson</b></p>
--	---	---

<p>DEALERS + OEMS + DISTRIBUTORS</p> <p>AUDITORIUM 1</p> <p>ENGLISH</p>	<p>45 MINUTES</p> <p>MELBOURNE 2:45PM</p> <p>WELLINGTON 4:45PM</p> <p>MANILA 11:45AM</p> <p>BANGKOK 10:45AM</p>	<p>PRESENTATION + Q&amp;A</p> <p><b>Every second counts - Cybersecurity trends in the Automotive and Manufacturing Industries.</b></p> <p>Your DMS is secure, what about the rest of your business? Join Tom Simpson and Jai Minton from CrowdStrike's Overwatch team as they explore intrusions against the Automotive and Manufacturing industries uncovered by the Falcon Overwatch managed threat hunting team in 2022.</p> <p><b>Presenter: Tom Simpson and Jai Minton from CrowdStrike's Overwatch team</b></p>
---	---	---

<p>DEALERS + OEMS + DISTRIBUTORS</p> <p>AUDITORIUM 2</p> <p>THAI</p>	<p>45 MINUTES</p> <p>MELBOURNE 3:15PM</p> <p>WELLINGTON 5:15PM</p> <p>BANGKOK 11:15AM</p>	<p>PRESENTATION + Q&amp;A</p> <p><b>Product Demonstration - DealerPRO DMS (Thai)</b></p> <p>Discover how our all-in-one DMS can completely transform your business operations.</p> <p><b>Presenter: Kae Naopetch</b></p>
--	---	--

<p>DEALERS</p> <p>AUDITORIUM 1</p> <p>ENGLISH</p>	<p>45 MINUTES</p> <p>MELBOURNE 3:45PM</p> <p>WELLINGTON 5:45PM</p> <p>MANILA 12:45AM</p> <p>BANGKOK 11:45AM</p>	<p>PRESENTATION + Q&amp;A</p> <p><b>Enhance your business without changing your DMS.</b></p> <p>In this session, we uncover our range of value-added, agnostic solutions, including: CRM Marketing, Call Centres, Document Management, Lead Management, and BI Reporting.</p> <p><b>Presenter: Alison Antonuzzo</b></p>
---	---	---

<p>OEMS + DISTRIBUTORS</p> <p>AUDITORIUM 2</p> <p>ENGLISH</p>	<p>45 MINUTES</p> <p>MILAN 6:30AM</p> <p>LONDON 5:30AM</p>	<p>PRESENTATION + Q&amp;A</p> <p><b>The Global Parts Marketplace</b></p> <p>Access to the right parts at the right time is critical. Understand how you can sell more parts online, and reduce your exposure to supply chain disruptions.</p> <p><b>Presenter: David Playle</b></p>
---	--	---

<p>DEALERS + OEMS + DISTRIBUTORS</p> <p>AUDITORIUM 1</p> <p>ENGLISH</p>	<p>45 MINUTES</p> <p>MELBOURNE 4:45PM</p> <p>WELLINGTON 6:45PM</p> <p>MANILA 1:45PM</p> <p>BANGKOK 12:45PM</p>	<p>PRESENTATION + Q&amp;A</p> <p><b>Product Demonstration - DocuSmart Archive/Payables</b></p> <p>Explore how you can control and digitise document flow throughout your organisation using DocuSmart Archive/Payables.</p> <p><b>Presenter: Elvis Miletic</b></p>
---	--	--

<p>DEALERS + OEMS + DISTRIBUTORS</p> <p>AUDITORIUM 2</p> <p>ENGLISH</p>	<p>30 MINUTES</p> <p>MILAN 10:00AM</p> <p>LONDON 9:00AM</p>	<p>PRESENTATION</p> <p><b>Every second counts - Cybersecurity trends in the Automotive and Manufacturing Industries.</b></p> <p>In the face of ever-increasing cybersecurity attacks, technology alone is not enough. Join elite threat hunting experts from the Falcon OverWatch team to learn about emerging cyber security threats in the Automotive and Manufacturing industries, and how humans play a pivotal role in identifying and disrupting these threats.</p> <p><b>Presenter: Tom Simpson and Jai Minton from CrowdStrike's Overwatch team</b></p>
---	---	---

 DEALERS + OEMS	 30 MINUTES MILAN 10:00AM LONDON 9:00AM	<p>PRESENTATION</p> <h3>sipad.Power Overview (Session 1/4)</h3>	<p>Discover the power in your hands with sipad. Power. Enjoy an engaging overview of sipad. Power's extensive capabilities.</p> <p><b>Presenter: Luca Edoardo Frigerio</b></p>
 DEALERS + OEMS	 45 MINUTES MILAN 10:45AM LONDON 9:45AM	<p>PRESENTATION + Q&amp;A</p> <h3>Reimagining the Sales Process with sipad. Power - Showroom (Session 2/4)</h3>	<p>Discover how our Salesman and Diary modules can improve the sales process in your showroom by providing you with the tools you need for an effective mobile sales process.</p> <p><b>Presenter: Manuel Pasero</b></p>
 DEALERS + OEMS	 30 MINUTES MILAN 11:45AM LONDON 10:45AM	<p>PRESENTATION</p> <h3>Aftersales: Opportunities Beyond Car Repairs</h3>	<p>Sale of services as one of the new sipad.Power functionalities.</p> <p>Case study: Nobis</p> <p><b>Presenter: Simone Di Sora &amp; Nobis</b></p>

# Day Two

## 22 February 2023

<p>DEALERS + OEMS + DISTRIBUTORS</p> <p>AUDITORIUM 1</p> <p>ENGLISH</p>	<p>30 MINUTES</p> <p>MELBOURNE 10:00AM WELLINGTON 12:00PM MANILA 7:00AM BANGKOK 6:00AM</p>	<p>PRESENTATION</p> <h3>The Digital Sales Evolution - The Global Industry Trends</h3>	<p>Join Ben Solomon, Director of International at Gubagoo as he presents an in-depth analysis of how the Digital Sales Evolution is impacting the State of Cars and Consumer Expectations in the USA. Using key metrics he will explore winning trends in the Automotive Commerce.</p> <p><b>Presenter: Gubagoo (in USA) - Benjamin Solomon</b></p>
<p>DEALERS</p> <p>AUDITORIUM 1</p> <p>ENGLISH</p>	<p>45 MINUTES</p> <p>MELBOURNE 10:45AM WELLINGTON 12:45PM</p>	<p>PRESENTATION + Q&amp;A</p> <h3>The Digital Showroom Transformation - eraPower</h3>	<p>Learn about the best practices that will create a seamless buying experience for your onsite and offsite customers.</p> <p><b>Presenters: Paul Starkey</b></p>
<p>DEALERS + OEMS + DISTRIBUTORS</p> <p>AUDITORIUM 2</p> <p>ENGLISH</p>	<p>45 MINUTES</p> <p>MELBOURNE 10:45AM WELLINGTON 12:45PM MANILA 7:45AM BANGKOK 6:45AM</p>	<p>PRESENTATION + Q&amp;A</p> <h3>Building your workforce</h3>	<p>Best practices to attract, retain and grow the best talent. How cultural engagement and development programs can build engagement and retain staff.</p> <p><b>Presenter: Jason Wong</b></p>
<p>DEALERS + OEMS + DISTRIBUTORS</p> <p>AUDITORIUM 1</p> <p>ENGLISH</p>	<p>45 MINUTES</p> <p>MELBOURNE 11:45AM WELLINGTON 1:45PM MANILA 8:45AM BANGKOK 7:45AM</p>	<p>PRESENTATION + Q&amp;A</p> <h3>Virtual Retailing - Are You Ready?</h3>	<p>Virtual retailing is increasingly important in the automotive industry - is your business ready? Join us in understanding the key elements of virtual retailing and learn about the newest innovations in this space.</p> <p><b>Presenter: Nick Acquarola</b></p>
<p>DEALERS + OEMS + DISTRIBUTORS</p> <p>AUDITORIUM 2</p> <p>ENGLISH</p>	<p>45 MINUTES</p> <p>MELBOURNE 11:45AM WELLINGTON 1:45PM MANILA 8:45AM BANGKOK 7:45AM</p>	<p>PRESENTATION + Q&amp;A</p> <h3>Software Defined Networking and cloud</h3>	<p>With cloud-based solutions now the industry norm, is it time to review your infrastructure approach? This session will educate you on the benefits of utilising cloud for your infrastructure needs.</p> <p><b>Presenter: Matt Adams</b></p>
<p>DEALERS + OEMS + DISTRIBUTORS</p> <p>AUDITORIUM 2</p> <p>ENGLISH</p>	<p>30 MINUTES</p> <p>MELBOURNE 12:45PM WELLINGTON 2:45PM MANILA 9:45AM BANGKOK 8:45AM</p>	<p>PRESENTATION</p> <h3>Practical Data Use Cases</h3>	<p>Are you thinking outside the box with your data? In this session, we explore how unique data ideas advantage your business.</p> <p><b>Presenter: Kim Wilson</b></p>

 <p>DEALERS + OEMS + DISTRIBUTORS</p> <p>AUDITORIUM 2</p> <p>ENGLISH</p>	<p>45 MINUTES</p> <p>MELBOURNE 1:30PM WELLINGTON 3:30PM MANILA 10:30AM BANGKOK 9:30AM</p>	<p>PRESENTATION</p> <h3>Data Analytics - Everything at your fingertips</h3> <p>Understand how data driven decision-making maximises your profits and learn how to unlock the value of your data.</p> <p><b>Presenter: Jarrod Holness</b></p>
---	---	--

 <p>DEALERS</p> <p>AUDITORIUM 1</p> <p>ENGLISH</p>	<p>45 MINUTES</p> <p>MELBOURNE 1:45PM WELLINGTON 3:45PM MANILA 10:45AM BANGKOK 9:45AM</p>	<p>PRESENTATION + Q&amp;A</p> <h3>Product Demonstration - eraPower DMS</h3> <p>Discover the eraPower point of difference and learn about this dynamic DMS.</p> <p><b>Presenter: Wendy Whyte</b></p>
---	---	---

 <p>DEALERS + OEMS + DISTRIBUTORS</p> <p>AUDITORIUM 1</p> <p>ENGLISH</p>	<p>45 MINUTES</p> <p>MELBOURNE 2:45PM WELLINGTON 4:45PM MANILA 11:45AM BANGKOK 10:45AM</p>	<p>PRESENTATION + Q&amp;A</p> <h3>Product Demonstration - DealerSocket CRM</h3> <p>Take a look at the most comprehensive CRM in the market today.</p> <p><b>Presenter: Tom Matters</b></p>
---	--	--

 <p>DEALERS + OEMS + DISTRIBUTORS</p> <p>AUDITORIUM 2</p> <p>ENGLISH</p>	<p>30 MINUTES</p> <p>MELBOURNE 3:30PM WELLINGTON 5:30PM MANILA 12:30PM BANGKOK 11:30AM</p>	<p>PRESENTATION</p> <h3>Customer Relationship Management - How Does your Business Measure Up?</h3> <p>How utilising CRM tools effectively in your business can maximise customer retention. Leveraging CRM processes can help you meet and exceed industry benchmarks.</p> <p><b>Presenter: Paul Smyth</b></p>
---	--	--

 <p>DEALERS + OEMS + DISTRIBUTORS</p> <p>AUDITORIUM 1</p> <p>ENGLISH</p>	<p>45 MINUTES</p> <p>MELBOURNE 3:45PM WELLINGTON 5:45PM MANILA 12:45PM BANGKOK 11:45PM</p>	<p>PRESENTATION + Q&amp;A</p> <h3>Maximise the Value of your Assets (Your Data)</h3> <p>In this session, we discuss the key pain points of data management across your business and how to resolve them to get the most value from your data.</p> <p><b>Presenter: Donna Harding</b></p>
---	--	--

 <p>DEALERS + OEMS</p> <p>AUDITORIUM 1</p> <p>ITALIAN</p>	<p>45 MINUTES</p> <p>MILAN 8:00AM LONDON 7:00AM</p>	<p>PRESENTATION + Q&amp;A</p> <h3>sipad.Power Stock &amp; Strategy Board (Session 3/4)</h3> <p>This session features a detailed presentation of the functionality and features of the sipad. Power Stock &amp; Strategy Board .</p> <p><b>Presenter: Max Ronchetti</b></p>
--	---	--

<p>DEALERS + OEMS</p> <p>AUDITORIUM 2</p> <p>ITALIAN</p>	<p>45 MINUTES</p> <p>MILAN 8:45AM</p> <p>LONDON 7:45AM</p>	<p>PRESENTATION + Q&amp;A</p> <p><b>Why is Business Intelligence Essential?</b> - sipad BI + Lite</p>	<p>Business Intelligence is not just about building reports, it's about making better decisions for your business. In this session, we investigate 10 reports that are critical to making informed decisions for your business.</p> <p><b>Presenter: Federico Sason + Customer</b></p>
<p>DEALERS + OEMS + DISTRIBUTORS</p> <p>AUDITORIUM 2</p> <p>ENGLISH</p>	<p>45 MINUTES</p> <p>MILAN 9:45AM</p> <p>LONDON 8:45AM</p>	<p>PRESENTATION</p> <p><b>Building your workforce (English Language Repeat for Italy Timezone)</b></p>	<p>Best practices to attract, retain and grow the best talent. How cultural engagement and development programs can build engagement and retain staff.</p> <p><b>Presenter: Jason Wong</b></p>
<p>DEALERS + OEMS + DISTRIBUTORS</p> <p>AUDITORIUM 2</p> <p>ITALIAN</p>	<p>30 MINUTES</p> <p>MILAN 10:45AM</p> <p>LONDON 9:45AM</p>	<p>PRESENTATION</p> <p><b>Cyberattack and Security</b></p>	<p>Is your business protected against cyber threats? Discover how our upgraded security solutions answer to new and emerging threats to keep businesses safe.</p> <p><b>Presenter: Franco Fornasero</b></p>
<p>DEALERS + OEMS</p> <p>AUDITORIUM 2</p> <p>ITALIAN</p>	<p>30 MINUTES</p> <p>MILAN 11:15AM</p> <p>LONDON 10:15AM</p>	<p>PRESENTATION</p> <p><b>sipad.Power Future Road Map (Session 4/4)</b></p>	<p>In this session, we explore how sipad.Power will continue to evolve, and take a look at the roadmap for the future of this product.</p> <p><b>Presenter: Giorgio Resteghini</b></p>
<p>DEALERS</p> <p>AUDITORIUM 2</p> <p>ITALIAN</p>	<p>30 MINUTES</p> <p>MILAN 11:15AM</p> <p>LONDON 10:15AM</p>	<p>PRESENTATION</p> <p><b>Esseitalia Cloud Solutions</b></p>	<p>Learn how we are using Cloud Solutions to better serve our customers; and how you can migrate your business from a traditional in-house model to an outsourced cloud environment.</p> <p><b>Presenter: Franco Fornasero</b></p>