

Independent Intelligence

Canalys Channels Forum 2018

- EMEA: 9-11 October
 - LATAM: 6-8 November
 - APAC: 4-6 December
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What choices make you stand out from the crowd? How can you make the right business decisions? The answer is to join the Canalys Forum 2018, to ensure you're getting the objective view. Here the partner and vendor communities come together to present their verdict. And Canalys analysts weigh in with our independent take on market conditions and the future. All this provides the fundamentals to help you make those tough judgments in 2018 and beyond.

At the conference, of course, we'll be discussing technology and, in 2018 specifically, the ways 'intelligence' is bringing further opportunities for the solutions you sell. That will be intelligence in the network, at the edge, across devices, in the cloud, at home and enterprise. We have heard the AI revolution is here and that it's the future of platforms, IoT and automation, but what's relevant to COIs now as well as in the short and longer terms? Knowing this helps you make investment decisions in training, resourcing and expansion. At the Canalys Forum we want to provide information on which improvements and opportunities you should invest your time and energy in to get results and get them soon. It's our goal to help lead your strategic decisions to build your business. We read and hear about the hype every day, now let's get down to business.

The agenda of the Forum is structured so delegates can get big picture information from Canalys analysts and vendors through keynote sessions, but these aren't standard product pitches. Our sponsors work hard to deliver audience engaging videos and short presentations that get to the crux of topics and issues. And this year, Independent Intelligence is in mind. Our audience can also ask keynote speakers questions to ensure they get crucial information and answers, not just marketing fluff. And the keynote sessions are compact to give you the chance to get down to the critical part of the Canalys Forum: 1:1 meetings.

Delegates will have thousands of 1:1 meetings throughout the event, offering the opportunity to easily meet with HQ and regional contacts all in one space, at one time. Through our intuitive app it's simple to connect to your existing network and meet new contacts.

Our agenda also allows delegates to drill down into different areas of interest through a variety of theaters and panels. 2018 topics are likely to include many of the following, but we're always keen to hear your ideas!

- Intelligence at the Edge
- Successful leadership
- Retaining your best people
- Improving workplace diversity
- Improving creative thinking at senior levels
- Committing to sustainability and the environment
- Building digital marketing competencies
- Recruiting for critical skills
- Enabling your sales force
- Intelligence in the network
- 2020 - what will define a successful channel partner
- Skills for acceleration in multi/hybrid cloud

In addition, our 'Rage Hour' brings the chance to have a lively debate, over a couple of drinks, on a more controversial topic. Join in with the Canalys analysts and other delegates for a bit of fun and some light disputes over the varied points of view!

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Americas: Suite 317, 855 El Camino Real, Palo Alto, CA 94301, US | tel: +1 650 681 4488
APAC: Room 310, Block A, No 98 Yanping Road, Jingan District, Shanghai 200042, China | tel: +86 21 2225 2888
APAC: 133 Cecil Street, Keck Seng Tower, #13-02/02A, Singapore 069535 | tel: +65 6671 9399
EMEA: Diddenham Court, Lambwood Hill, Grazeley, Reading RG7 1JQ, UK | tel: +44 118 984 0520
email: inquiry@canalys.com | web: www.canalys.com