

## Agenda (subject to change)

### Plenary Sessions

Day Two (each session is 30 minutes duration)

#### An update on Delinea's performance and 2023 strategic direction

*Member of Delinea Executive Leadership Team*

#### Introducing the Delinea Platform

How transitioning from products to platform will change the PAM game, what is the development roadmap and how can Delinea Platform help your business – includes a live demo.

*Member of the Product Management Executive Leadership Team*

#### Thought Leadership

The most critical business challenges facing organisations and what role PAM plays in solving them.

*Joseph Carson, Delinea Chief Security Scientist and Advisory CISO*

#### Delinea Go-to-Market Strategy

How our channel-centric approach supports your PAM business growth and success.

*Local Regional Vice President of Sales*

#### PAM Customer Success Stories

What were the customer's challenges, how did we solve them and how was the deal won?

*Partner panel*

#### Launch of the New Delinea Partner Program

What is it and what's in it for you?

*Tim Puccio, Global Senior Vice President, Channel and Alliances*

#### 2023 Partner Enablement Plan

How Delinea is helping upskill partner sales and technical professionals to improve your business results.

*Local Director of Channel and Alliances*

#### Wrapping Value Around the PAM Journey

How you can add value to your customer and dollars to your revenue.

*Tim Puccio and a selection of Partners*

### Sales and Marketing Track Workshops

Days Two and Three (each workshop is 45 minutes duration)

#### The Extended PAM (XPM) Vision

Learn more about our point of view on the need for the definition of PAM to be extended and how the Delinea Platform is built to support this vision, how the packaging and pricing aligns to the customer's PAM journey, and the capabilities that will arrive on the platform over the next few quarters.

*Member of the Product Management Executive Leadership Team*

#### The Maturity Model Whiteboard Pitch

We've developed the maturity model as a set of best practices to implement PAM successfully, based on conversations with thousands of customers, and will introduce you to a whiteboard pitch to help you establish yourself as a thought leader, PAM expert and trusted advisor to your customers.

*Local Best-in-Class Delinea Sales Executive*

#### Sales Playbook

Expanding the vault.

*Regional Director Sales and Best-in-Class Delinea Sales Executive*

#### Sales Playbook

Beyond the vault.

*Regional Director Sales and Best-in-Class Sales Executive*

#### Customer Engagement and Deal Registration

How we engage with customers, our approach when you introduce us to a customer opportunity, and how this can help deal registrations.

*Local Channel Account Manager*

### Product and Technical Track Workshops

Days Two and Three (each workshop is 45 minutes duration)

#### Delinea Platform Technical Workshop

*Local Director, Sales Engineering*

#### PAM Customer Technical Stories

What were the customer's challenges and how did we solve them?

*Panel of Partners and Delinea Sales Engineers*

#### Server Suite

Understanding the common use cases for Server Suite and delving into technical areas of functionality and architecture.

*Local Director, Sales Engineering*

#### Cloud Suite

Understanding the common use cases for Cloud Suite and delving into technical areas of functionality and architecture.

*Local Director, Sales Engineering*

### Business Leadership Track

Day Three (by invitation)

#### Introduction to our Partner Advisory Board

What is the Partner Advisory Board and what's involved, feedback session (what's working and what's not, what are your value levers) and peer learning (sharing business models and best practices).

*Roundtable discussion between Partner Executive Leadership and Delinea Executive Leadership*