



LATAM
PARTNER
CONFERENCE
ONLINE

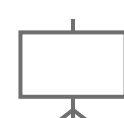
Agenda

Martes 16



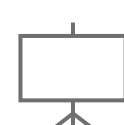
10:00 hs.
a 10:10 hs.

Bienvenida
Belén Roel | Marketing Manager



10:10 hs.
a 10:40 hs.

Terminando 2021, ¿y la pandemia también?
Federico Perez Acquisto | Chief Operating Officer (COO)



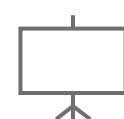
10:40 hs.
a 11:00 hs.

Hoja de ruta en 2022
Jerónimo Varela | Sales Manager



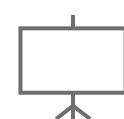
11:00 hs.
a 11:15 hs.

BREAK



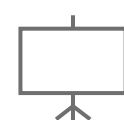
11:15 hs.
a 11:40 hs.

Estrategia de negocios 2022: segmento business
Valentina Milano | Business Segment Sales Leader



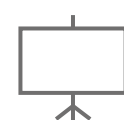
11:40 hs.
a 12:00 hs.

Las claves del éxito para vender EDR
Leandro González | Product Manager



12:00 hs.
a 12:20 hs.

CYBERSOC: tecnología y expertise al alcance de tus clientes
Camilo Gutiérrez | Head of Awareness & Research
Federico Malenoski | Business Development Professional Services



12:20 hs.
a 12:50 hs.

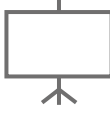
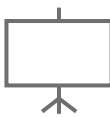
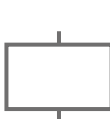
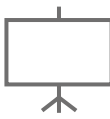
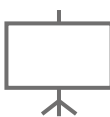
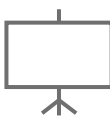
SIAT: historia de éxito ESET Enterprise Inspector
Valentina Milano | Business Segment Sales Leader
Oswaldo Rosa | Representante de ESET Guatemala



12:50 hs.

Fin del evento - Día 1
Belén Roel | Marketing Manager

Miércoles 17

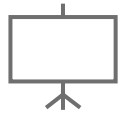
	10:00 hs. a 10:05 hs.	Bienvenida Belén Roel Marketing Manager
	10:05 hs. a 10:30 hs.	Presente y futuro de la nueva oferta B2B Leandro González Product Manager
	10:30 hs. a 10:50 hs.	Optimizando las tasas de retención: estrategias enfocadas para cada segmento Jesica Cordoba Inside Sales & Renewal Specialist Valentina Milano Business Segment Sales Leader
	10:50 hs. a 11:00 hs.	BREAK
	11:00 hs. a 11:20 hs.	EDTD como visión de seguridad desde la óptica de ESTRATEGIA Y TECNOLOGÍA THO Carlos Eng Channel Manager Juan Ramón López Ruiz ESTRATEGIA Y TECNOLOGIA THO, México
	11:20 hs. a 11:40 hs.	Mano a mano con Lockbits... ¿cómo alcanzar la nube? Augusto Bainotti Country Manager South Cone Andre Goujon Lockbits, Chile Francisco Martínez Lockbits, Chile
	11:40 hs. a 12:00 hs.	End Of Life: un nuevo punto de partida Gustavo Quiñones Support Coordinator & Info SO Leandro González Product Manager Valentina Milano Business Segment Sales Leader
	12:00 hs. a 12:20 hs.	Lead Evolution: la vida después de la campaña Belén Parragués Lead Management Analyst Verónica Rubio Online Marketing Coordinator
	12:20 hs. a 12:50 hs.	Comprender al cliente: la clave para alcanzar el máximo potencial del negocio Melina Gvozdenovich Sr. Marketing Analyst
	12:50 hs.	Fin del evento - Día 2 Belén Roel Marketing Manager

Jueves 18



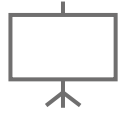
10:00 hs.
a 10:05 hs.

Bienvenida
Belén Roel | Marketing Manager



10:05 hs.
a 10:25 hs.

Estrategia de negocios 2022: segmento consumer
Mauricio Gioffre | Consumer Segment Sales Leader



10:25 hs.
a 10:45 hs.

Estrategia para la seguridad del hogar
Franco Fabricatore | Product Marketing Analyst



10:45 hs.
a 11:00 hs.

BREAK



11:00 hs.
a 11:20 hs.

Progress. Protected.
Tobias Keller | Director of Global Marketing



11:20 hs.
a 11:40 hs.

Consumo: del Aparador al ESD
Luis Arturo Vazquez | Country Manager México



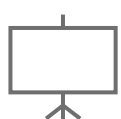
11:40 hs.
a 12:00 hs.

Tendencias 2022: ciberseguridad en la nueva normalidad
Cecilia Pastorino | Security Researcher
Miguel Mendoza | Security Researcher



12:00 hs.
a 12:20 hs.

¿Por qué la diversidad es un buen negocio?
Carolina Kaplan | Sustainability Responsible
Marcelo Carnero | Finance, HR and Sustainability Manager



12:20 hs.
a 12:35 hs.

Concluyendo otra LPC virtual
Federico Perez Acquisto | Chief Operating Officer (COO)



12:35 hs.

Fin del evento - Día 3
Belén Roel | Marketing Manager