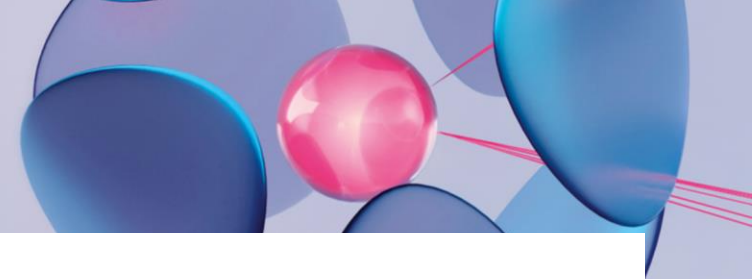


Conference of USU International Partner Summit | June 12th

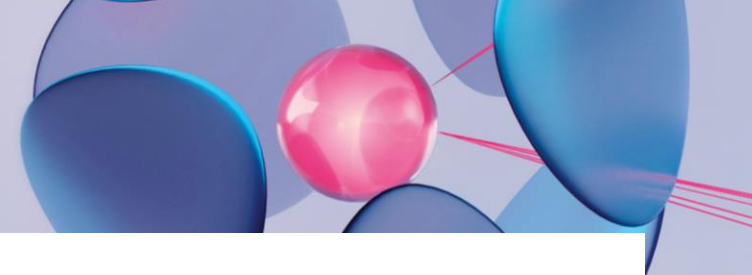


Time	Title	Speaker
9 – 10am	Glad, you made it! Use this time to complete your event check-in and immerse yourself in initial discussions with other participants.	
10 – 10.10am	Welcome to USU World Future 2go!	Anja Lange, Host
10.10 – 10.30am	AI & Cloud as Energy Suppliers: From Castles in the Air to Solutions	Bernhard Oberschmidt, USU Dr. Benjamin Strehl, USU
10.35 – 10.50am	Behind the Scenes: TK Elevator Testturm Rottweil	Beate Höhnle, TK Elevator Innovation and Operations GmbH
10.55 – 11.20am	Beyond IT: The Misunderstanding of Digital Transformation	Christian Bachus, GEMA
11.25 – 11.50am	Digitization in Traditional Companies	Thomas Berger, Baden- Wuerttemberg Police Technology, Logistics and Service Bureau
11.50am – 12pm	Summary & Transition to Lunch	Anja Lange, Host
12 – 1.30pm	Lunch Break	
1.30pm – 5.30pm	USU International Partner Summit (see next slides)	
7pm onwards	Let's celebrate! 15 years of USU World.	

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Time	Title	Speaker
1.30 – 1.45pm	Welcome to USU International Partner Summit 2024	Achim Rudolph, USU
1.45– 2.45pm	Parallel Tracks: - SAM Product Updates & Roadmap - ITSM Product Updates & Roadmap	Fabian Gutschera, USU Johannes Biesing, USU Bert Kondruß, USU Michael Münch, USU Alexander Werner, USU
2.50 – 3.10pm	Updates from the USU Partner Management	Achim Rudolph, USU
3.10 – 3.30pm	Partner Enablement: How USU Solution Sales Works with Partners	Fabian Gutschera, USU Anne Lulley, USU
3.30 – 4.15pm	Coffee break	
4.15 – 4.35pm	Success Story with Fujitsu	Wolfgang Woocker, Fujitsu Michael Petersen, Fujitsu Volker Hennig, USU
4.35 – 5.10pm	USU Technology Spotlight: Portfolio and Platform	Johannes Biesing, USU Peter Stanjeck, USU
5.10 – 5.15pm	Information about our 2nd day	Achim Rudolph



Time	Title	Speaker
9.00 – 10.20am	3 Roundtables: The Customer Journey	Nadine Goldschmitt, USU Volker Hennig, USU Jannis Lehmich, USU Tanja Gilke, USU
	01 Joint Pipeline Building - New Ideas & Lessons Learned	
	02 Deal Qualification - Knowledge Sharing	
	03 Customer Success und Retention - Experience Sharing	
10:30 – 11am	Coffee break	
11am– 11.25am	The Business Value of FinOps Uncovered	Drago Popov, USU
11.25 – 11.45pm	SAM for SaaS - Get ready for the platform!	Lauran van Eyck, USU
11.45 – 12.10pm	Self Service and Knowledge Management - Innovation Talk	Harald Huber, USU
12.10 – 12.40pm	Team Wins! Fueling Joint Success.	Bernhard Oberschmidt, USU Dr. Benjamin Strehl, USU
12.40 – 12.45pm	Farewell and until next year 😊	Achim Rudolph, USU
12.45 pm	End of International Partner Summit & Lunch break (ends at 1.30pm)	