



IBM Lotus SMB Business Partner Sales Academy

8:30 AM - 9:00 AM - Registration and Coffee

- **09.00 – 10.00** Intro & Welcome, Keynote: The Opportunity in SMB!
- **10.00 – 11.00** Introducing IBM Lotus Foundations! Your Foundation for Growth in SMB
- **11.00 – 11.15** Break
- **11.15 - 12.15** Lotus Collaboration Portfolio - The sum is greater than the parts
- **12.15 – 1.00** Lunch
- **1.00 - 2.00** Unified Communications and Collaboration
- **2.00 – 3.00** Portals and Web 2.0 for Business
- **3.00 – 3.15** Break
- **3.15 - 4.30** Compete and Win with the Lotus Portfolio
- **4.30 – 5.00** Wrap -up and Next Steps to success

**** Note: Times subject to change ****