

BMMA 2019 Fall Workshop Agenda

Kimpton Hotel Monaco Denver | 1717 Champa Street | Denver, CO 80202

~ A Special Thanks to Our Event Sponsors ~



Monday, September 23, 2019

6:00 - 7:00 p.m. *Welcome / Meet & Greet Reception*

Kimpton Hotel - Wine Cellar

Tuesday, September 24, 2019

8:00 a.m. *Networking Breakfast*

8:45 Welcome & Introductions

9:30 Keynote Address & Welcome

10:00 *Break*

10:30 State of the BMMA

11:00 BMMA Committee Reports

11:30 *Networking Lunch*

12:15 Board bus for CenturyLink - **Bus departs to CenturyLink Mineral facility at 12:30**

1:30 CenturyLink Tour – Group 1

1:30 Breakout Session - Best and Worst Bundles, Acquisition & Retention Offers

2:30 CenturyLink Tour – Group 2

2:30 Breakout Session - Best and Worst Bundles, Acquisition & Retention Offers

3:30 Board Bus to Networking Events & Day 1 Wrap-up

3:45 Bus departs

Kimpton - Paris B/C

Kimpton - Panzano Restaurant

Ellis Hill, BMMA

Dane Folster, CenturyLink

BMMA Co-Chairs

BMMA Co-Chairs

Panzano Restaurant

CenturyLink 700 W. Mineral Facility

Group 2 (Led by Roger Lewis, GVTC)

Group 1 (Led by Roger Lewis, GVTC)

Stan Romero, BMMA

Tuesday Afternoon Networking Events

Wednesday, September 25, 2019

8:00 a.m. *Networking Breakfast*

9:00 Breakout Session Readout

9:45 Customer Education Best Practices Panel

10:30 *Break*

10:45 Social Media Marketing & Campaigns

11:30 Increased Connectivity and Increased Vulnerability

12:00 *Networking Lunch*

1:00 Perfecting HSI User Experience – Managed WiFi Panel

1:45 New VAS Bundle with IoT/Security

2:15 Operationalizing & Supporting IoT

2:45 After 1 Gbps, What's Next?

3:15 *Break*

3:30 Fast Broadband with Fixed Wireless

4:00 BMMA Member Research Readout

4:30 Day 2 Wrap Up Session

4:45 End Day 2

5:30 – 7:00 *Networking Reception*

Kimpton - Paris B/C

Panzano Restaurant

Team 1 & 2

Kim Frantz, CTL; (Greg Owens)

Jonathan Babbitt, MTA

Olli Bliss, F-Secure

Panzano Restaurant

Kyle Ward, TDS; Scott Terrill, CTL; (Greg Owens)

Brian Ragsdale, Windstream

Roger Lewis, GVTC

Calix

Steve Oberle, Zyxel

Eric Wolbach, BMMA

Stan Romero, BMMA

Wine Cellar

Thursday, September 26, 2019

8:00 a.m. *Networking Breakfast*

9:00 BMMA Benchmarking 1H 2019 Highlights

9:45 Aligning Sales Targets with Compensation

10:15 *Break & Checkout*

10:45 Broadband Issues Roundtable

11:30 FW Wrap Up Session

12:00 End of Workshop

Kimpton - Paris B/C

Panzano Restaurant

Stan Romero, BMMA

Jared Lindman, MTA

Stan Romero, BMMA

Ellis Hill, BMMA