

Join us at the Alliances Summit for an exceptional experience that offers exclusive insights, updates and networking opportunities with industry leaders.

Why you should attend



Collaborate

Connect with Hyland leadership and executive peers to network, exchange ideas and strategize on optimizing your current business practices.



Learn

Benefit from the collective expertise and experiences of industry professionals.



Activate

Discover new opportunities for growth and collaboration.

Schedule

Note: All times are PDT.

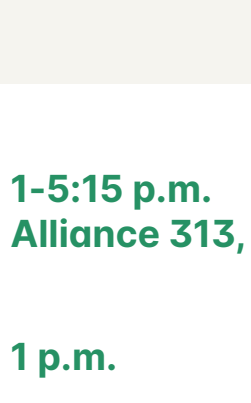
Monday, October 2

Arrival and welcome

9 a.m.–noon: Arrival
CommunityLIVE Registration, Caesars FORUM

Noon: Lunch and welcome remarks
Alliance 310, Caesars FORUM

Join us for lunch to fuel up before the afternoon sessions. Seize this opportunity to connect with fellow attendees.



Drew Gresco

AVP, Strategic Alliances

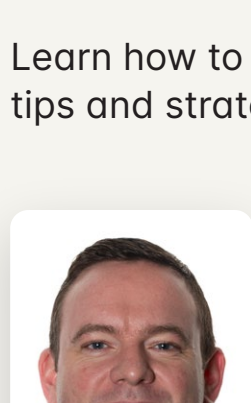
Drew Gresco is the leader of Hyland's Strategic Alliance Team, responsible for overseeing and managing the company's "co-sell" partnerships.

His journey with Hyland began after the Perceptive Software acquisition in 2017. With over 20 years of global experience in partner management and leadership, Drew has excelled in leading various partner relationships, encompassing systems integrators, cloud providers, technology partners of diverse types, VARs and OEMs.

1–5:15 p.m.
Alliance 313, Caesars FORUM

1 p.m.

Get inspired for an engaging day ahead with an introduction and opening remarks by Brian Schlosser, VP of Global Partner Programs.



Brian Schlosser

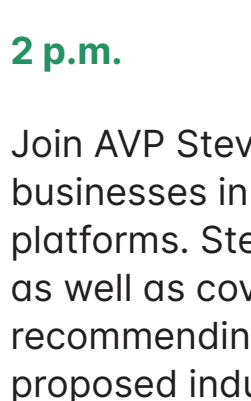
VP, Global Partner Programs

A software industry veteran with over 30 years of experience, Brian was recently appointed as Hyland's VP of Global Partner Programs in June this year. Brian has 15 combined years of experience in charge of various sales functions at FileNet and EMC and has served as CEO at several companies, including DatStat, Attenex and Intellective.

At Hyland, Brian is in charge of Channel Sales and Alliances, along with Hyland's global partner programs and partner recruitment, where he'll be growing partnerships with customers in over 50 countries.

1:30 p.m.

Learn how to make the most of your CommunityLIVE itinerary by discovering tips and strategies to enhance your experience at the conference.



Glenn Gibson

Director, Global Technology Evangelist

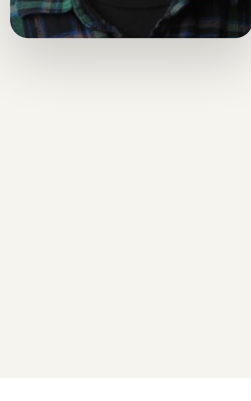
Glenn is an award-winning presenter and author of the book *Before the Mic*. Glenn is a keynote speaker and coach at Hyland, and specializes in crafting captivating content for keynotes, sales pitches, analyst briefings, and board and team meetings. He also serves on the board of directors at the Presentation Guild.

Throughout his decades-long career in technology — leading product evangelist, marketing and training teams — Glenn has pursued his passions for public speaking and coaching in every role and has picked up technical certifications from VMware (VCP), Citrix (CCM) and Microsoft (MCP) along the way. Born and raised in Scotland, Glenn now lives in Avon, Ohio, with his wife, two boys and West Highland terrier.

Industry overview sessions

2 p.m.

Join AVP Steve Comer and experience his passion for transforming businesses in the financial services and insurance industries using Hyland platforms. Steve will review key market developments, trends and strategies, as well as cover resources that are available from his team. He will also be recommending specific CommunityLIVE sessions that best align with his proposed industry strategies.



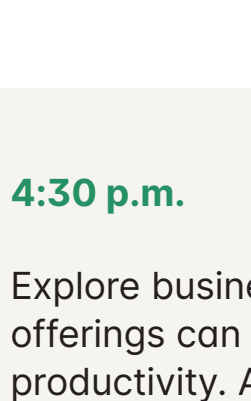
Steve Comer

AVP, Financial Services and Insurance Sales

Steve has been with Hyland since 2005. He has been dedicated to helping the financial services and insurance industries transform their business using Hyland's enterprise platforms, leveraging industry-leading solutions and capabilities in enterprise content management (ECM), content services, business process management (BPM), intelligent document and data processing, as well as case management capabilities.

2:45 p.m.

Shift gears and explore the realm of Hyland's public sector. Gain insights into the unique demands, opportunities and best practices within government and higher education. AVP Kevin Flanagan will be sharing an overview of his team and go-to-market approach, which includes the ideal government and higher ed customer profile for Hyland's product suite. He will also cover his sales teams' approach to identifying and targeting prospective customers, and how he envisions his team working alongside the partner community.



Kevin Flanagan

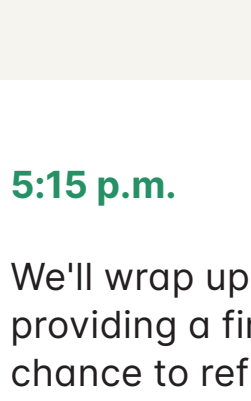
AVP, Government and Higher Education Sales

Kevin has been in the Hyland ecosystem for 19 years, working directly with Hyland for most of that time. Kevin worked for one of Hyland's value-added reseller (VAR) partners, reselling Hyland's products to end-user government organizations in the State of Arizona. Kevin returned to Hyland (and Cleveland) after his time with the reseller to start his family. Upon his return in 2012, he assumed leadership of Hyland's government sales practice.

He now leads government and higher education sales in the U.S. and Canada, which includes specialty teams covering federal government, eastern and western SLED and strategic accounts.

3:45 p.m.

Explore the healthcare industry by delving into its specific needs, digital transformation initiatives and success stories with AVP Chance Gerfen. Dive deeper into Hyland's healthcare solutions and uncover how they drive innovation and efficiency within this critical sector.



Chance Gerfen

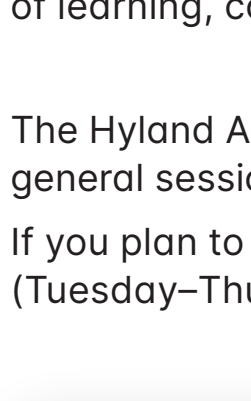
AVP, Healthcare Sales

Chance has been with Hyland for over 17 years, focusing specifically on healthcare solutions. He started off as a project manager, helping to implement enterprise content management solutions for larger integrated healthcare organizations, and now brings new strategies to the table on top of streamlining existing solutions.

Chance received both his Bachelor of Arts and Doctor of Law from Cleveland State University. He continues to be based in Cleveland, Ohio.

4:30 p.m.

Explore business solutions and discover how Hyland's versatile and scalable offerings can empower your organization, streamline processes and improve productivity. AVP Rob Scott will demonstrate Hyland's new automation solutions in action, share insights from success stories with other technology vendors and partners and explain how to work and drive joint successes with Hyland's cross-industry team.



Rob Scott

AVP, Business Solutions Sales

Rob leads our cross-industry sales vertical, which encompasses several industries across the commercial spectrum. The objective of the cross-industry vertical is to help automate back-office operations and critical line-of-business operations with Hyland solutions.

Rob joined the Hyland family via the Perceptive Software acquisition in 2017, where he led the Perceptive Healthcare vertical. Prior to working at Perceptive, Rob worked at Cerner Corporation selling electronic medical records (EMRs) to physician practices affiliated with large healthcare integrated delivery networks (IDNs). He also has previous experience in sales and marketing at Dell. Rob graduated from the University of Kansas with double majors in business administration and finance.

5:15 p.m.

We'll wrap up the day's sessions by summarizing key takeaways and providing a final opportunity for questions and discussions. This is your chance to reflect on the valuable insights gained throughout the Hyland Alliances Summit.

5:30–7:30 p.m.
Vista Cocktail Lounge, Caesars Palace

Join us for happy hour. Relax and network with fellow attendees, Hyland leaders and industry experts in a casual, social setting. Enjoy refreshing drinks and appetizers while continuing conversations, fostering new connections and deepening existing relationships.

Tuesday, October 3

9–10 a.m.
Summit 216, Caesars FORUM

Don't miss this exciting opening general session that sets the tone for an exceptional CommunityLIVE experience. Join us as we embark on a journey of learning, collaboration and innovation.

The Hyland Alliances summit allows you to stay through the CommunityLIVE general session on Tuesday, October 3 (9–10 a.m. PDT).

If you plan to attend the main CommunityLIVE conference (Tuesday–Thursday), please register separately.

