

## Monday - March 9th, 2020

### Pre-Conference Training

|                                     |  |
|-------------------------------------|--|
| 3:00 - 4:30 Building 8 - Zumba Room | CNI Roadshow   |
| 2:00 - 5:00 Building 8-Meeting Room | Advanced Copper and DSL Testing - Jeff Woodman, Viavi              |
| 5:30 - 8:00                         | Evening Social/Registration - Best Western Plus Havre Inn & Suites |

## Tuesday - March 10th, 2020

|             |  |
|-------------|--|
| 7:30 - 8:30 | <b>Registration</b>                    |
| 8:30 - 9:45 | <b>Opening Session - GM Roundtable</b> |

### 10:00 - 11:00

#### Session 1

|                                |   |
|--------------------------------|---|
| Blue - Building 8-Meeting Room | Marketing best practices - examples of targeting - Gabe Petersen, Calix |
| Red - Building 8-Zumba Room    | Bar Coding in Warehouse and Trucks                                      |
| Green - Warehouse-Bull Room    | Getting Started with SmartTrack - Travis Opdahl, NISC                   |
| Yellow - Warehouse-Lower Level | Locator Training- Mike Thorson, Rycom                                   |

### 11:15 - 12:15

#### Session 2

|                                |  |
|--------------------------------|--|
| Blue - Building 8-Meeting Room | What's New In Smarthub - Brad Benz, NISC                             |
| Red - Building 8-Zumba Room    | Accelerate Network Deployment using Calix - Ray Williamson, 3 Rivers |
| Green - Warehouse-Bull Room    | Wi-Fi Best Practices - Patrick Moreno, Zyxel                         |
| Yellow - Warehouse-Lower Level |  |

### 12:15 - 1:30

#### Lunch Provided by Zyxel/CSSA - Vendor Area

### 1:30 - 2:30

#### Session 3

|                                |  |
|--------------------------------|--|
| Blue - Building 8-Meeting Room | Marketing Cloud - Circles of Success - Gabe Petersen, Calix      |
| Red - Building 8-Zumba Room    | Manage Wi-Fi - What are you doing? What equipment are you using? |
| Green - Warehouse-Bull Room    | Advanced AppSuite Features - Travis Opdahl, NISC                 |
| Yellow - Warehouse-Lower Level | Mimosa Deployments - Matt Dorsey & Vardin Amiri, Airspan         |

### 2:45 - 3:45

#### Session 4

|                                |   |
|--------------------------------|---|
| Blue - Building 8-Meeting Room | Member Appreciation Ideas - Roundtable                |
| Red - Building 8-Zumba Room    | Indoor vs Outdoor ONT's - What are you doing?         |
| Green - Warehouse-Bull Room    | Segment Routing - Kelley Hefner, CCI Systems          |
| Yellow - Warehouse-Lower Level | Advanced Copper and DSL Testing - Jeff Woodman, Viavi |

### 4:00 - 5:00

#### Session 5

|                                |   |
|--------------------------------|---|
| Blue - Building 8-Meeting Room | Maximize Your Messenger - Brad Benz, NISC                                     |
| Red - Building 8-Zumba Room    | Wi-Fi requests to shops and barns. What are you doing?                        |
| Green - Warehouse-Bull Room    | Support Cloud - Circles of Success - Jana Jones, Calix                        |
| Yellow - Warehouse-Lower Level | Mapping - Steps on how to be more efficient and save cost - Dustin Heath, CHR |

### 5:30 - 8:00

#### Evening Social - Best Western Plus Havre Inn & Suites

## Wednesday - March 11th, 2020

### 8:30 - 9:30

#### Session 6

|                                |   |
|--------------------------------|---|
| Blue - Building 8-Meeting Room | SIS Tips & Tricks - Bran Benz, NISC                                       |
| Red - Building 8-Zumba Room    | DDoS Attacks - What are you doing?  |
| Green - Warehouse-Bull Room    | Wi-Fi Troubleshooting - Patrick Moreno, Zyxel                             |
| Yellow - Warehouse-Lower Level | Copper/Fiber Test Units Roundtable - Keith Van Wemmer, Van Tek Consulting |

**9:45 - 10:45**

**Session 7**

Blue - Building 8-Meeting Room

Marketing Cloud - Revenue Edge

Red - Building 8-Zumba Room

Biggest training needs & how do you get it?

Green - Warehouse-Bull Room

Implementing/Integrating IPv6 in Existing Networks - Ryan Lynch, Insight

Yellow - Warehouse-Lower Level

OTDR - Keith Van Wemmer, Van Tek Consulting

**10:45 - 11:45**

**Session 8**

Blue - Building 8-Meeting Room

Upselling, cold calling, adv Wi-Fi - training tips and tricks?? Roundtable

Red - Building 8-Zumba Room

Mapping/Staking with GIS Maps, using GPS - What are you doing?

Green - Warehouse-Bull Room

Yellow - Warehouse-Lower Level

Fiber Characteristics Overview - Keith Van Wemmer, Van Tek Consulting

**12:00 - 1:00**

**Lunch Provided by Border States - Vendor Area**

**1:00 - 2:30**

**Closing Session - Contractors Roundtable & Prizes**

**Post Conference Training**

**2:30 - 5 Building 8-Meeting Room**

Post Conference Training - Benefits and Challenges of Adding QOS to Networks and Responding to DDOS Attacks/Mitigation Plans - Ryan Lynch, Insight

**2:30 - 5 Building 8 - Zumba Room**

Post Conference Training - MDOT UPAS Process

**Thursday - March 12th, 2020**

**8:30 - 11:00 Building 8-Meeting Room** Post-conference Training - Calix Road Show