

# ENTERPRISE RETREAT

SUNDAY, MARCH 24	
11:00 am	<b>Golf Tournament</b> ( <i>Half Moon Bay Golf Links</i> )
2:00 pm	<b>Registration</b> ( <i>Salon III – IV Foyer</i> )
6:00 pm	<b>Cocktails and Welcome Reception</b> ( <i>Ocean Lawn</i> )
8:00 pm	<b>Firepit Nightcap</b> ( <i>Ocean Lawn</i> )
MONDAY, MARCH 25	
7:30 – 8:30 am	<b>BREAKFAST &amp; REGISTRATION</b> ( <i>Pre-function B</i> )
8:30 – 9:00 am	<b>Looking Back to Look Forward</b> <b>MR Rangaswami</b> – Founder, Enterprise Retreat ( <i>Salon III – IV</i> )
9:00 – 9:30 am	<b>State of Industry</b> ( <i>Salon III – IV</i> ) <b>Sesh Iyer</b> – Senior Partner and Global Lead for Big Data & AI Technologies, Boston Consulting Group <b>Tom Reichert</b> – Senior Partner and Global Chairman of Digital, Boston Consulting Group
9:30 – 10:15 am	<b>F500 CxO Panel – Creating the New Enterprise</b> ( <i>Salon III – IV</i> ) <b>Cindy Padnos</b> – Managing Partner, Illuminate Ventures, Moderator <b>Laxman Narasimhan</b> – Global Chief Commercial Officer, Pepsi <b>Toby Redshaw</b> – SVP Innovation, Verizon <b>Paula Tolliver</b> – CIO, Intel
10:15 – 10:45 am	<b>BREAK</b> ( <i>Pre-function B</i> )
10:45 – 11:15 am	<b>To Be Public or Not to Be</b> ( <i>Salon III – IV</i> ) <b>Bruce Fram</b> – Moderator <b>Rob Bernshteyn</b> – CEO, Coupa <b>Tien Tzuo</b> – CEO, Zuora
11:15 am – Noon	<b>Private and Large – The New Model</b> ( <i>Salon III – IV</i> ) <b>Tony Zingale</b> – Moderator <b>Ariel Cohen</b> – CEO, Tripactions <b>Jay Fulcher</b> – CEO, Zenefits <b>Girish Mathrubootham</b> – CEO, Freshworks <b>Louis Têtu</b> – CEO, Coveo
12:00 – 12:15 pm	<b>Optimizing Shareholder Value</b> ( <i>Salon III – IV</i> ) <b>Paul Kwan</b> – Managing Director, Morgan Stanley
12:15 – 12:30 pm	<b>BREAK</b> ( <i>Salon III – IV</i> )
12:30 – 1:30 pm	<b>LUNCH</b> ( <i>Salon III – IV</i> )
1:30 – 3:00 pm	<b>Strategy Sessions</b> <b>Byron Deeter</b> – The NEW Rules of Saas ( <i>Miramar 1</i> ) <b>Jay Fulcher</b> – The Hardest CEO Decisions ( <i>Pillar Point</i> ) <b>Peter Sobilloff</b> – P/E Exits – Pros and Cons ( <i>Miramar 2</i> ) <b>Tony Zingale</b> – Scaling Go-To-Market ( <i>Miramar 3</i> )
3:00 – 3:30 pm	<b>BREAK</b> ( <i>Pre-function B</i> )

3:30 – 4:30 pm	<b>Town Hall on Hard Issues (Immigration, Employee Activism, Gender Diversity)</b> <i>(Salon III – IV)</i> – Hosted By Sanjay Poonen, COO, VMware – Opening remarks by – <b>Coco Brown</b> – CEO, Athena Alliance – <b>Karla Monteroso</b> – CEO, Code 2040
4:30 – 5:15 pm	<b>Building A Great Board of Directors - Stakeholders Perspective</b> <i>(Salon III – IV)</i> <b>Craig Conway</b> – Board of Directors (Salesforce/Nutanix) – Moderator <b>Sarah Bird</b> – CEO, Moz <b>Mike Maples</b> – General Partner, Floodgate <b>Manny Medina</b> – CEO, Outreach.io <b>Peter Sobilloff</b> – Managing Director, Insight Ventures
6:00 – 6:45 pm	<b>Cocktails</b> <i>(Foyer)</i>
6:45 pm	<b>Dinner</b> <i>(Salon III – IV)</i>
9:00 pm	<b>Firepit Nightcap</b> <i>(Ocean Lawn)</i>
<b>TUESDAY, MARCH 26</b>	
7:30 – 8:30 am	<b>BREAKFAST</b> <i>(Pre-function B)</i>
8:30 – 9:15 am	<b>Alliances and Business Models in the New World</b> <i>(Salon III – IV)</i> <b>Bruce Richardson</b> – Moderator <b>Chris Curran</b> – CTO, New Ventures, PwC <b>Alex Holt</b> – Global Head, KPMG Media and Telecom <b>Tom Stuermer</b> – Global Managing Director, Ecosystems, Accenture
9:15 – 10:00 am	<b>Fireside Chat</b> <i>(Salon III – IV)</i> <b>Dan'l Lewin</b> – CEO, Computer History Museum, Moderator <b>Aneel Bhusri</b> – CEO, Workday
10:00 – 10:30 am	<b>Keynote</b> <i>(Salon III – IV)</i> <b>Ajit Pai</b> – Chairman, Federal Communications Commission
10:30 – 10:45 am	<b>BREAK</b> <i>(Pre-function B)</i>
10:45 – 11:15 am	<b>Communications and Networks</b> <i>(Miramar 1)</i> <b>Ajit Pai</b> – Chairman, Federal Communications Commission
10:45 – 11:45 am	<b>Turning Products Into Platforms</b> <i>(Miramar 2)</i> <b>Jyoti Bansal</b> – CEO Biglabs/Harness and Founder, AppDynamics
10:45 – 11:45 am	<b>CxO Huddle</b> <b>Laxman Narasimhan</b> – Global Chief Commercial Officer, Pepsi <i>(Miramar 3)</i> <b>Toby Redshaw</b> – SVP Innovation, Verizon <i>(Cabrillo)</i>
10:45 – 11:45 am	<b>Advisory Huddle</b> <b>Chris Curran</b> – CTO, New Ventures, PwC <i>(Pre-function B)</i> <b>Tom Stuermer</b> – Global Managing Director, Ecosystems, Accenture <i>(Pre-function C)</i>
11:45 – 1:00 pm	<b>Closing Panel &amp; Lunch - What did we learn? What is next?</b> <i>(Salon III – IV)</i> <b>MR Rangaswami</b> – Moderator