

Agenda



Join us for an exclusive, pre-Knowledge 2019 conference day of learning and inspiration—built specifically for our partner ecosystem.

Whether you resell, build, integrate, or implement solutions that extend the capabilities of the Now Platform®, you'll gain invaluable insights and tools to take work to the next level. You'll hear directly from ServiceNow executives, learn more about important partner program updates, and network with your peers from around the world.

The Global Partner Ecosystem Summit is open to current ServiceNow partners.

Breakfast

8:30 am–9:30 am

General Session Keynote

9:30 am–12:00 pm

Global Partner Ecosystem Summit Luncheon

12:00 pm–1:00 pm

Accelerate Time to Value	Build	Sell	Solve	Deliver	Success
1:00 pm - 1:35 pm	Annuitized Revenue and Your ServiceNow Partnership	Get with the (Partner) Program!	Impactful Customer Conversations- Gamified!	Partner Enablement Evolution: The Unified Partner Enablement Experience	Accelerating Customer Value with ServiceNow Customer Success Packages
1:45 pm - 2:20 pm	Unleash the Power of the NOW Platform® with Our OEM Model—ServiceNow PaaS	Boost Demand Generation Through Co-marketing with ServiceNow	Discover Unknown, Underdog Features of the NOW Platform	Partner Success Center: One Stop Shop for Partner Success	Getting Customers Healthy and Current
2:20 pm - 2:40 pm	Break				
2:40 pm - 3:15 pm	New Service Provider Program – Learn About Key Use Case Insights, Program Features and Benefits	Get with the (Partner) Program!	Idea. Meet Reality. Solving Business Problems with the NOW Platform	Co-delivering Customer Success: It Takes an Ecosystem	Accelerate Sales and Delivery with the Customer Success Center
3:25 pm - 4:25 pm	Product Market Fit: Lessons From Disruptive ISVs	Anatomy of a Successful Sales Cycle with ServiceNow	OMG! Expanding the platform and opportunity through Operating Model and Governance	Using the 4 Cs: Certifications, Competency, Customer Success, and Capability to Your Advantage	Plan for Success: Joint Customer Success Strategy

Breakout Sessions

1:00 pm–4:25 pm

- This year, we're offering twenty sessions across five tracks. Attend all sessions in one track, one from each track, or handpick ones of greatest interest. The choice is yours!
- **Build your agenda now** to lock in your preferred sessions. To access the Content Scheduler, go to your [My Event Details](#) page and select the "Content Scheduler" tab. **Search by GPES in the filter to find these sessions.**

To sign up to attend, select "Global Partner Ecosystem Summit" option when registering for [Knowledge 2019](#).