WE ARE THE
CompTIA®
Community

WELCOME & INTRODUCTIONS

VANESSA SORENSON, GENERAL MANAGER MICROSOFT NZ
MJ SHOER, CHIEF COMMUNITY OFFICER, COMPTIA

- **Antitrust**
  You must not engage in discussions that could result in an unreasonable restraint of trade.
  https://www.comptia.org/membership/communities-and-councils/antitrust-statement

- **Diversity**
  We promote an inclusive environment that respects and values all individuals.
  https://comptia.informz.net/COMPTIA/pages/CompTIAATTD

- **Anti-Harassment**
  This is a respectful and safe environment for all. Any verbal, physical, or psychological harassment will not be tolerated. https://www.comptia.org/contact-us/harassment-complaint

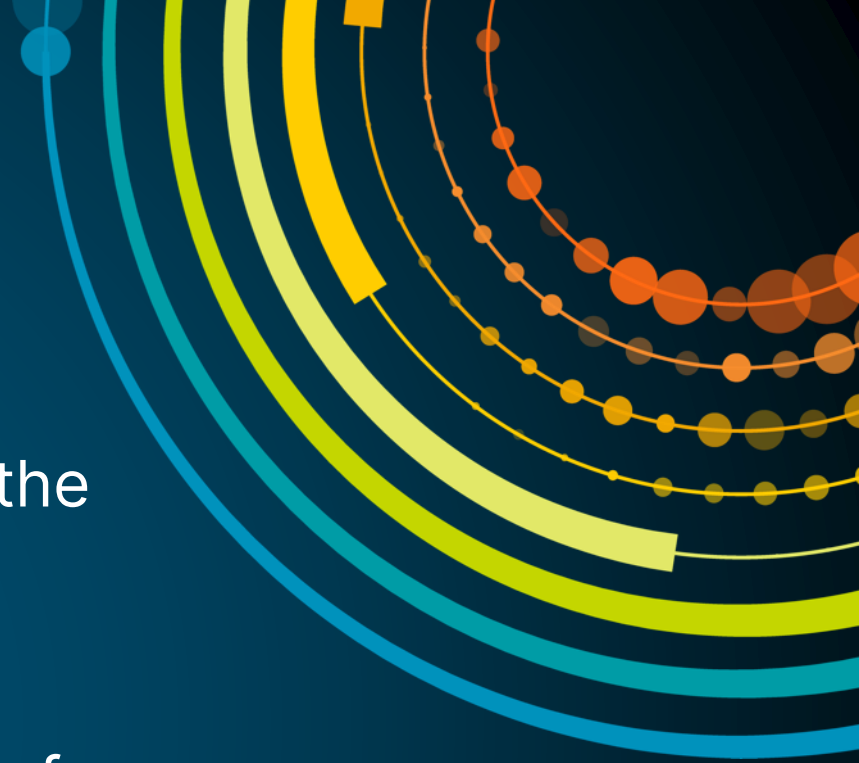# ANTITRUST, DIVERSITY & ANTI-HARASSMENT

PLEASE REPORT ANY VIOLATION OF THE ABOVE POLICIES TO COMPTIA STAFF IMMEDIATELY.
VIOLATORS WILL BE REMOVED FROM THE EVENT OR MEETING

WHO IS CompTIA?

CompTIA is the vendor-neutral, non-profit trade association and leading IT certification provider for the industry and its workforce.

The CompTIA Community is the membership arm of CompTIA. We are an IT Channel Community made up of MSPs/Solution Providers, vendors, distributors, and associate member companies from across the globe.

This is all about **YOU!**

WE ARE THE
CompTIA®
Community

EXECUTIVE COUNCIL MEMBERS

Each region is led by an Executive Council of 12 volunteer leaders who represent the interests of the members in the region and bring real-world perspectives to our member-led content and initiatives. You may express your interest at any time. Email: RStamell@CompTIA.org

CompTIA Community Executive Council ANZ

DAVID NORRIS

Chair
Nortec IT (MSP)

MARIA ARMSTRONG

Vice Chair
Pax8 (Distributor)

SCOTT ATKINSON

TribeTech (MSP)
MSP Interest Group Chair

GERARDO BARANQUERO

Avocado (MSP)

DEAN CALVERT

Calvert Technologies/ BlackbirdIT (MSP)

NICK CLIFT

Tenasaia (MSP)

SCOTT GREEN

Aportio (MSP)

WARWICK GREY

Fabric Partners NZ (MSP)
EmTech Interest Group Chair

AARON JACOBS

Sophos (Vendor)

KELLY JOHNSON

Acronis (Vendor)
Cybersecurity Interest Group Chair

KAREEM TAWANSI

Solentive (MSP)

SHAUN WITHERDEN

Kaseya (Vendor)

CompTIA Community Team

MJ Shoer

Chief Community Officer

Wayne Selk

VP, Cybersecurity Programs

Estelle Johannes

Senior Director, Regional Groups

Kris Nagamootoo

Senior Director, Member Experience

Rose Stamell

Manager, ANZ and ASEAN Regional Groups

WE ARE THE
CompTIA.
Community

Regional Groups

CompTIA
Community

CompTIA
Community
NORTH AMERICA
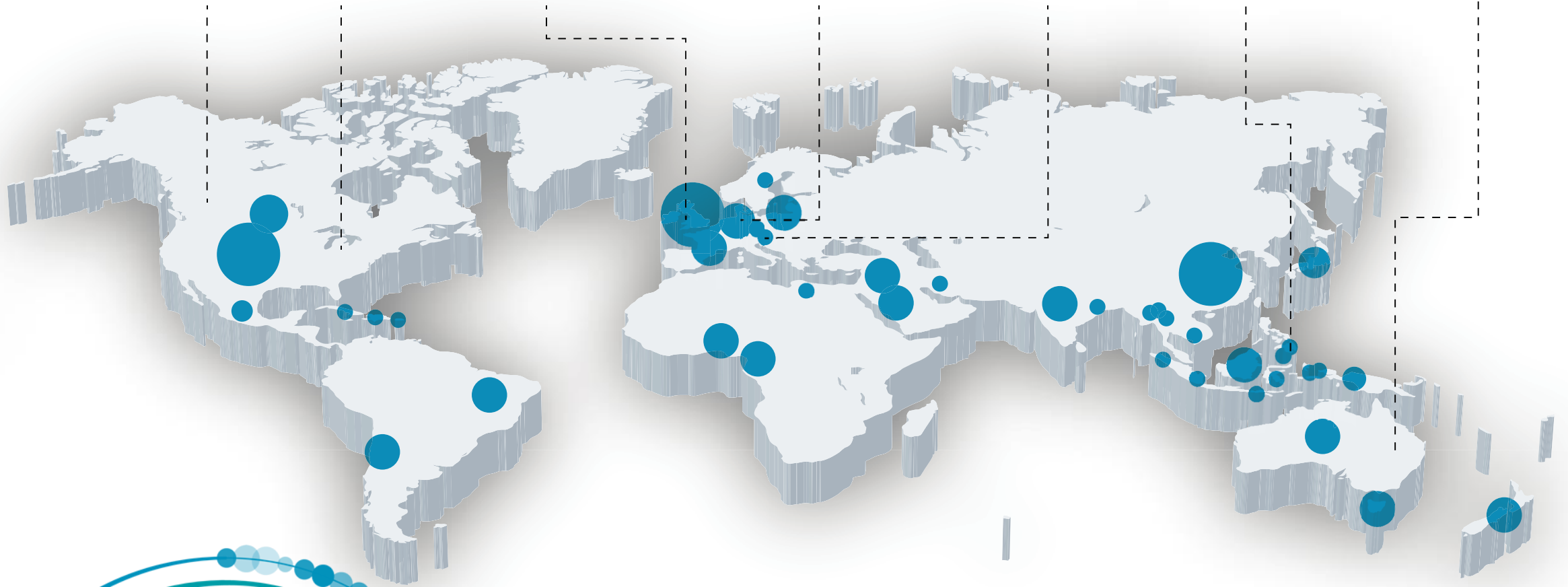
CompTIA
Community
UK & IRELAND

CompTIA
Community
BENELUX

CompTIA
Community
DACH

CompTIA
Community
ASEAN

CompTIA
Community
ANZ

Regional Groups

CompTIA Community

CompTIA Community NORTH AMERICA	CompTIA Community UK & IRELAND	CompTIA Community BENELUX	CompTIA Community DACH	CompTIA Community ASEAN	CompTIA Community ANZ
Canada	United Kingdom	Belgium	Germany	Brunei Darussalam	Australia
United States	Ireland	Netherlands	Austria	Cambodia	New Zealand
		Luxembourg	Switzerland	Indonesia	
				Lao PDR	
				Malaysia	
				Myanmar	
				Philippines	
				Singapore	
				Thailand	
				Viet Nam	

WE ARE THE
CompTIA Community

Our Member Regions Across The Globe

New groups representing additional regions are always being considered.
For current information on member groups, visit **connect.comptia.org.**

Interest Groups

CompTIA Community

CompTIA Community **NORTH AMERICA**	**CompTIA** Community **UK & IRELAND**	**CompTIA** Community **BENELUX**	**CompTIA** Community **DACH**	**CompTIA** Community **ASEAN**	**CompTIA** Community **ANZ**
Advancing Women in Tech	**Advancing Women in Tech**	**Advancing Women in Tech**	**Cybersecurity**	**Cybersecurity**	**Cybersecurity**
Diversity, Equity & Inclusion	**Diversity, Equity & Inclusion**	**Diversity, Equity & Inclusion**	**Emerging Tech**	**Emerging Tech**	**Emerging Tech**
Cybersecurity	**Cybersecurity**	**Cybersecurity**	**Managed Services**	**Managed Services**	**Managed Services**
Managed Services	**Emerging Tech**	**Emerging Tech**			
	Managed Services	**Managed Services**			

WE ARE THE **CompTIA** Community

Interest Groups Across The Globe

New groups representing additional regions are always being considered.
For current information on member groups, visit **connect.comptia.org.**

Record Setting Events in Every Region

CompTIA Community

ASEAN

ANZ Spotlight Awards

EMEA Member and Partner Conference

ChannelCon

Benelux

CompTIA Community Forum

DACH

YOUR MISSION TODAY – TALK TO PEOPLE

rstamell@comptia.org   #CompTIACommunity

MENTORSHIP?

Mentors need to be working for a CompTIA Community Member Company.
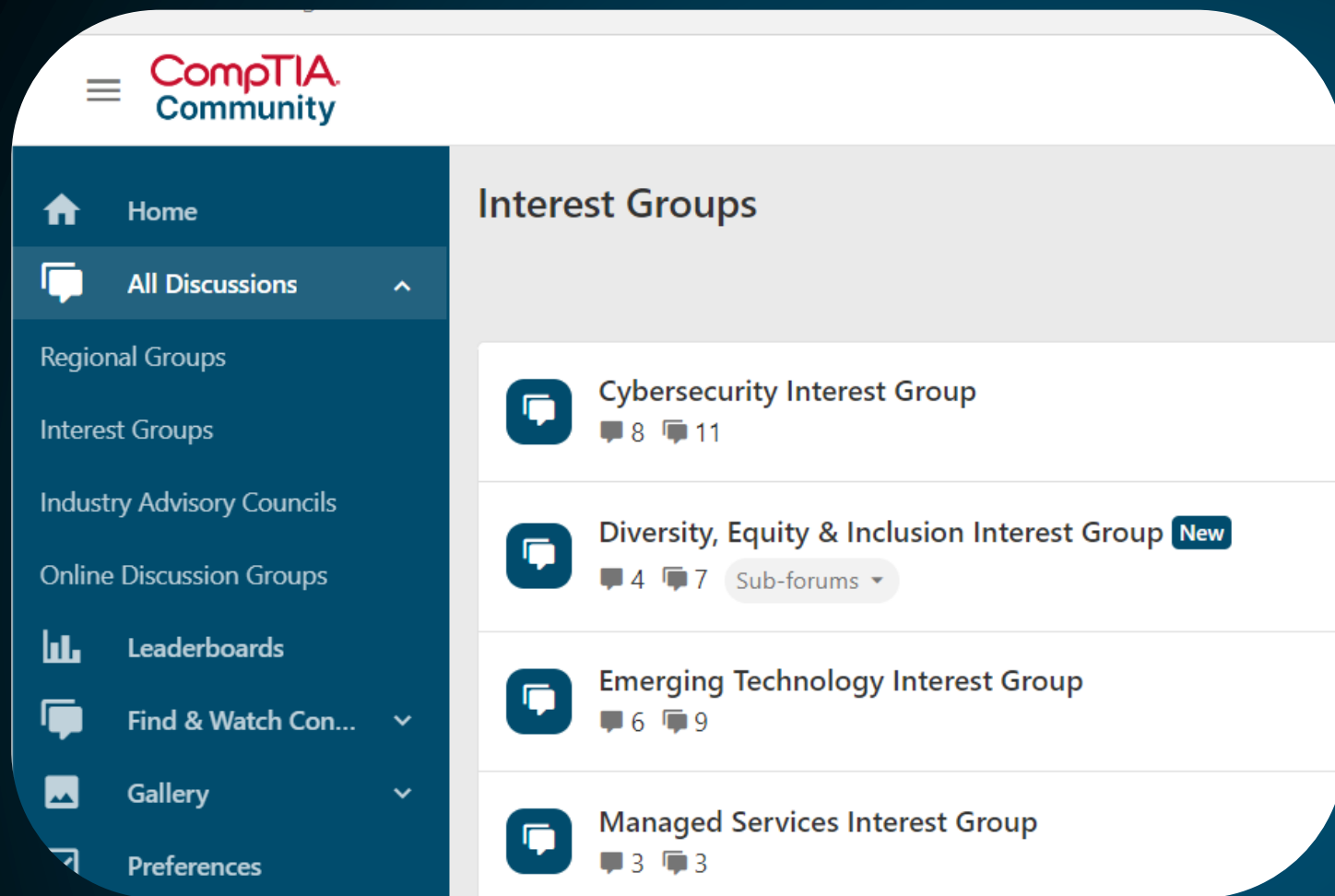
Mentees can be anyone in the community.

INTEREST GROUPS

Are you a Subject Matter Expert?

Do you want to lead regular community discussions?

INTEREST GROUPS

Lead an Interest Group in the "Chair" role

Support the Interest Group in the "Vice Chair" role

Auckland Agenda

TIME	TOPIC
09:30 – 09:45 AM	Welcome & Introduction: Vanessa Sorenson, General Manager Microsoft NZ MJ Shoer, Chief Community Officer, CompTIA
09:45 – 10:30 AM	Keynote: "Will AI Deliver business value? No, really." Brett Roberts
10:30 – 11:00 AM	**MORNING TEA & NETWORKING BREAK**
11:00 – 11:15 AM	Service Agreements – A fresh approach to contracts to help MSPs reduce risk. Sarah Tohill, Marketing Manager, IT Agree
11:15 AM – 12:00 PM	Risk Management for your business. Part 1. Wayne Selk, VP Cybersecurity Programs, CompTIA
12:00 – 12:05 PM	**QUICK BREAK**
12:05 – 12:55 PM	State of the Channel, with ANZ Perspectives. Maria Armstrong, Manager of Academy APAC, Pax8 State of Cybersecurity. David Norris, Managing Director, Nortec IT
1:00 – 1:55 PM	**LUNCH & NETWORKING**

But wait there's more…

Auckland Agenda

TIME	TOPIC
1:55 – 2:15 PM	Accelerating Aotearoa. Judy Speight, Daniel, Danielle and Warwick Grey
2:15 – 3:10 PM	How to grow and sell an MSP business, getting from $2M-$8M t/o Warwick Eade, CEO, DeskDirector
3:10 – 4:00 PM	Risk Management for your business. Part 2. Wayne Selk, VP, Cybersecurity Programs, CompTIA
4:00 – 4:05 PM	**QUICK BREAK**
4:05 – 5:00 PM	Harbourside Chat MJ Shoer & Wayne Selk – CompTIA
5:00 – 6:00 PM	**NETWORKING DRINKS & CANAPES – Sofitel Hotel, Salon Aviz (beside the main bar)**

Let's get going!

17

WE ARE THE CompTIA® Community

9:45 - 10:30 AM

KEYNOTE: "WILL AI DELIVER BUSINESS VALUE? NO, REALLY."

BRETT ROBERTS

Auckland Agenda

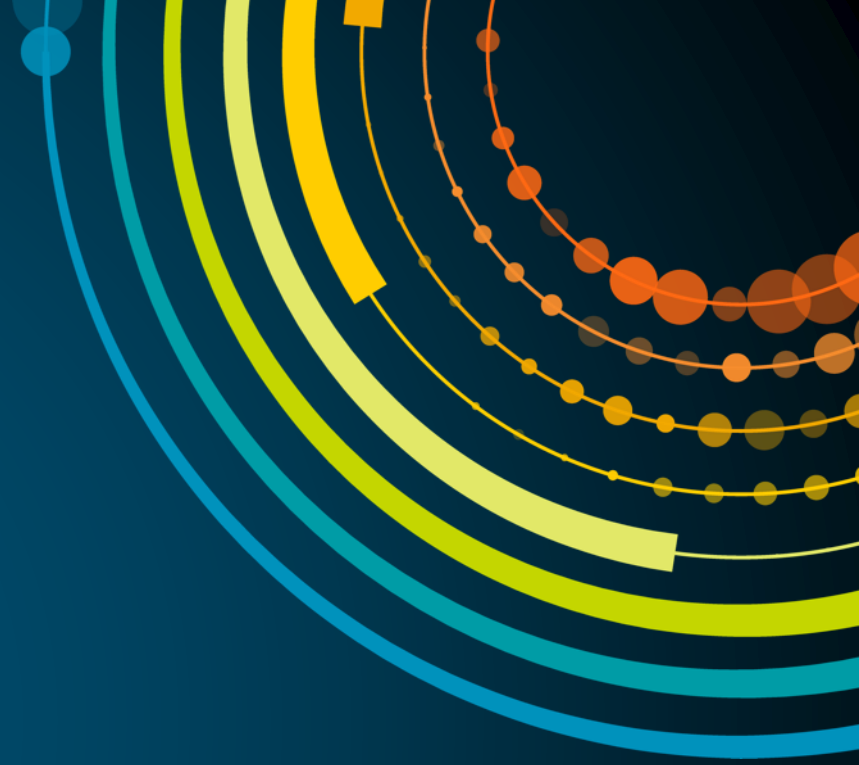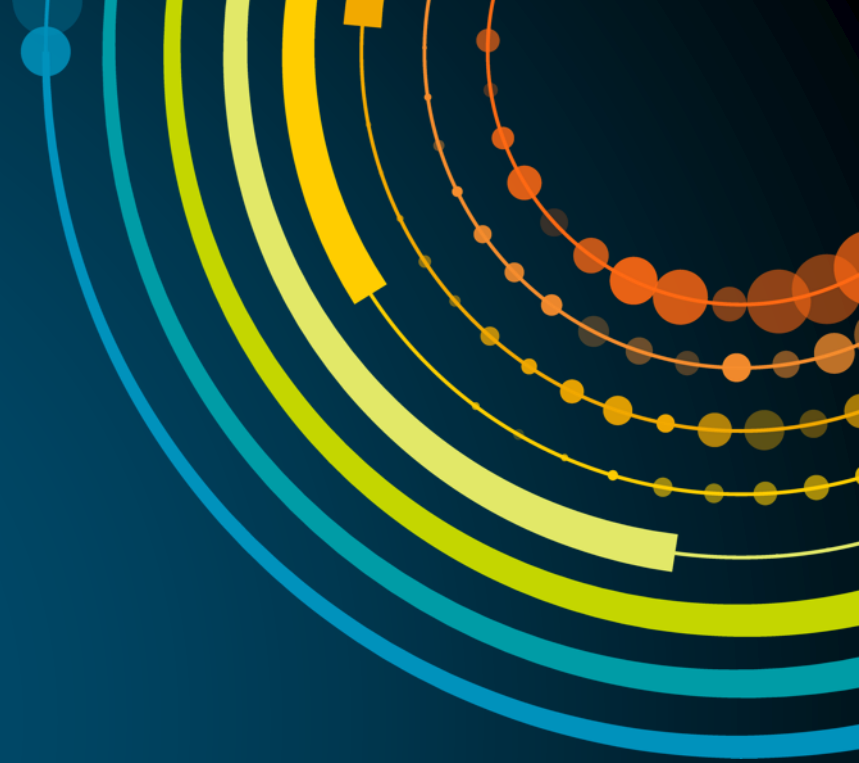| TIME	TOPIC
09:30 – 09:45 AM	Welcome & Introduction: Vanessa Sorenson, General Manager Microsoft NZ MJ Shoer, Chief Community Officer, CompTIA
09:45 – 10:30 AM	Keynote: "Will AI Deliver business value? No, really." Brett Roberts
10:30 – 11:00 AM	**MORNING TEA & NETWORKING BREAK**
11:00 – 11:15 AM	Service Agreements – A fresh approach to contracts to help MSPs reduce risk. Sarah Tohill, Marketing Manager, IT Agree
11:15 AM – 12:00 PM	Risk Management for your business. Part 1. Wayne Selk, VP Cybersecurity Programs, CompTIA
12:00 – 12:05 PM	**QUICK BREAK**
12:05 – 12:55 PM	State of the Channel, with ANZ Perspectives. Maria Armstrong, Manager of Academy APAC, Pax8 State of Cybersecurity. David Norris, Managing Director, Nortec IT
1:00 – 1:55 PM	**LUNCH & NETWORKING**

Auckland Agenda

TIME	TOPIC
09:30 – 09:45 AM	Welcome & Introduction: Vanessa Sorenson, General Manager Microsoft NZ MJ Shoer, Chief Community Officer, CompTIA
09:45 – 10:30 AM	Keynote: "Will AI Deliver business value? No, really." Brett Roberts
10:30 – 11:00 AM	**MORNING TEA & NETWORKING BREAK**
11:00 – 11:15 AM	Service Agreements – A fresh approach to contracts to help MSPs reduce risk. Sarah Tohill, Marketing Manager, IT Agree
11:15 AM – 12:00 PM	Risk Management for your business. Part 1. Wayne Selk, VP Cybersecurity Programs, CompTIA
12:00 – 12:05 PM	**QUICK BREAK**
12:05 – 12:55 PM	State of the Channel, with ANZ Perspectives. Maria Armstrong, Manager of Academy APAC, Pax8 State of Cybersecurity. David Norris, Managing Director, Nortec IT
1:00 – 1:55 PM	**LUNCH & NETWORKING**

Auckland Agenda

TIME	TOPIC
09:30 – 09:45 AM	Welcome & Introduction: Vanessa Sorenson, General Manager Microsoft NZ MJ Shoer, Chief Community Officer, CompTIA
09:45 – 10:30 AM	Keynote: "Will AI Deliver business value? No, really." Brett Roberts
10:30 – 11:00 AM	**MORNING TEA & NETWORKING BREAK**
11:00 – 11:15 AM	Service Agreements – A fresh approach to contracts to help MSPs reduce risk. Sarah Tohill, Marketing Manager, IT Agree
11:15 AM – 12:00 PM	Risk Management for your business. Part 1. Wayne Selk, VP Cybersecurity Programs, CompTIA
12:00 – 12:05 PM	**QUICK BREAK**
12:05 – 12:55 PM	State of the Channel, with ANZ Perspectives. Maria Armstrong, Manager of Academy APAC, Pax8 State of Cybersecurity. David Norris, Managing Director, Nortec IT
1:00 – 1:55 PM	**LUNCH & NETWORKING**

WE ARE THE CompTIA® Community

11:15 AM - 12:00 PM

RISK MANAGEMENT FOR YOUR BUSINESS. PART 1

WAYNE SELK, VP, CYBERSECURITY PROGRAMS, COMPTIA

Auckland Agenda

TIME	TOPIC
09:30 – 09:45 AM	Welcome & Introduction: Vanessa Sorenson, General Manager Microsoft NZ MJ Shoer, Chief Community Officer, CompTIA
09:45 – 10:30 AM	Keynote: "Will AI Deliver business value? No, really." Brett Roberts
10:30 – 11:00 AM	**MORNING TEA & NETWORKING BREAK**
11:00 – 11:15 AM	Service Agreements – A fresh approach to contracts to help MSPs reduce risk. Sarah Tohill, Marketing Manager, IT Agree
11:15 AM – 12:00 PM	Risk Management for your business. Part 1. Wayne Selk, VP Cybersecurity Programs, CompTIA
12:00 – 12:05 PM	**QUICK BREAK**
12:05 – 12:55 PM	State of the Channel, with ANZ Perspectives. Maria Armstrong, Manager of Academy APAC, Pax8 State of Cybersecurity. David Norris, Managing Director, Nortec IT
1:00 – 1:55 PM	**LUNCH & NETWORKING**

WE ARE THE

CompTIA®
Community

12:00 - 12:05 PM

QUICK BREAK

Auckland Agenda

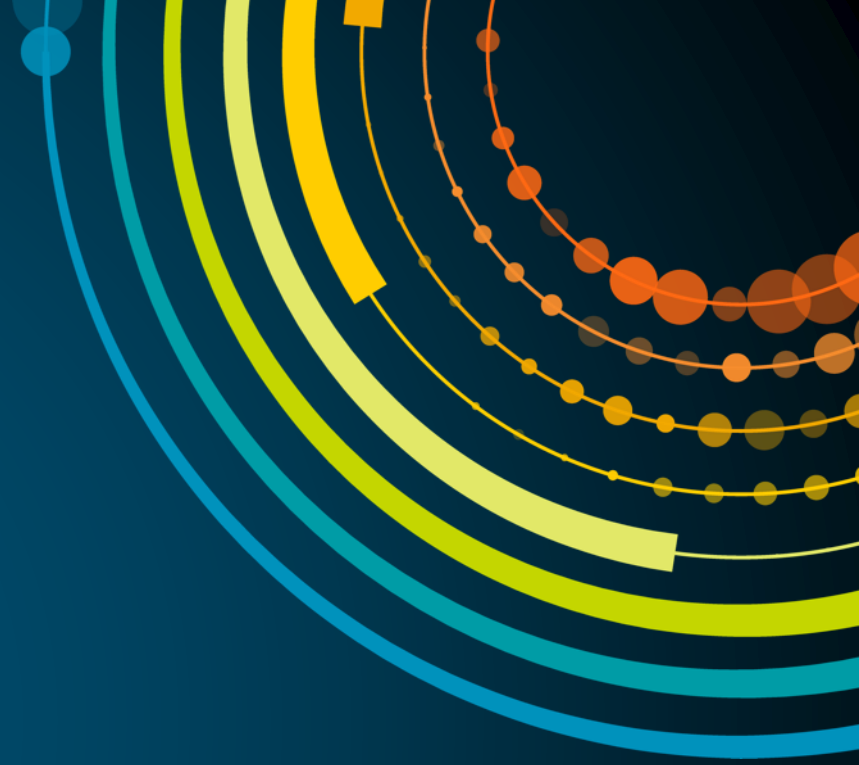| TIME	TOPIC
09:30 – 09:45 AM	Welcome & Introduction: Vanessa Sorenson, General Manager Microsoft NZ MJ Shoer, Chief Community Officer, CompTIA
09:45 – 10:30 AM	Keynote: "Will AI Deliver business value? No, really." Brett Roberts
10:30 – 11:00 AM	**MORNING TEA & NETWORKING BREAK**
11:00 – 11:15 AM	Service Agreements – A fresh approach to contracts to help MSPs reduce risk. Sarah Tohill, Marketing Manager, IT Agree
11:15 AM – 12:00 PM	Risk Management for your business. Part 1. Wayne Selk, VP Cybersecurity Programs, CompTIA
12:00 – 12:05 PM	**QUICK BREAK**
12:05 – 12:55 PM	State of the Channel, with ANZ Perspectives. Maria Armstrong, Manager of Academy APAC, Pax8 State of Cybersecurity. David Norris, Managing Director, Nortec IT
1:00 – 1:55 PM	**LUNCH & NETWORKING**

Auckland Agenda

TIME	TOPIC
09:30 – 09:45 AM	Welcome & Introduction: Vanessa Sorenson, General Manager Microsoft NZ MJ Shoer, Chief Community Officer, CompTIA
09:45 – 10:30 AM	Keynote: "Will AI Deliver business value? No, really." Brett Roberts
10:30 – 11:00 AM	**MORNING TEA & NETWORKING BREAK**
11:00 – 11:15 AM	Service Agreements – A fresh approach to contracts to help MSPs reduce risk. Sarah Tohill, Marketing Manager, IT Agree
11:15 AM – 12:00 PM	Risk Management for your business. Part 1. Wayne Selk, VP Cybersecurity Programs, CompTIA
12:00 – 12:05 PM	**QUICK BREAK**
12:05 – 12:55 PM	State of the Channel, with ANZ Perspectives. Maria Armstrong, Manager of Academy APAC, Pax8 State of Cybersecurity. David Norris, Managing Director, Nortec IT
1:00 – 1:55 PM	**LUNCH & NETWORKING**

Auckland Agenda

TIME	TOPIC
1:55 – 2:15 PM	Accelerating Aotearoa. Judy Speight, Daniel, Danielle and Warwick Grey
2:15 – 3:10 PM	How to grow and sell an MSP business, getting from $2M-$8M t/o Warwick Eade, CEO, DeskDirector
3:10 – 4:00 PM	Risk Management for your business. Part 2. Wayne Selk, VP, Cybersecurity Programs, CompTIA
4:00 – 4:05 PM	**QUICK BREAK**
4:05 – 5:00 PM	Harbourside Chat MJ Shoer & Wayne Selk – CompTIA
5:00 – 6:00 PM	**NETWORKING DRINKS & CANAPES – Sofitel Hotel, Salon Aviz (beside the main bar)**

WE ARE THE

CompTIA®
Community

1:55 - 2:15 PM

ACCELERATING AOTEAROA. COMPTIA 2023 NZ RECIPIENT OF USD$5K DONATION.

JUDY SPEIGHT, DANIEL AND DANIELLE FROM ACCELERATING AOTEAROA & WARWICK GREY, FABRIC PARTNERS.

Auckland Agenda

TIME	TOPIC
1:55 – 2:15 PM	Accelerating Aotearoa. Judy Speight, Daniel, Danielle and Warwick Grey
2:15 – 3:10 PM	How to grow and sell an MSP business, getting from $2M-$8M t/o Warwick Eade, CEO, DeskDirector
3:10 – 4:00 PM	Risk Management for your business. Part 2. Wayne Selk, VP, Cybersecurity Programs, CompTIA
4:00 – 4:05 PM	**QUICK BREAK**
4:05 – 5:00 PM	Harbourside Chat MJ Shoer & Wayne Selk – CompTIA
5:00 – 6:00 PM	**NETWORKING DRINKS & CANAPES – Sofitel Hotel, Salon Aviz (beside the main bar)**

WE ARE THE

CompTIA®
Community

2:15 - 3:10 PM

HOW TO GROW AND SELL AN MSP BUSINESS, GETTING FROM $2M - $8M T/O

WARWICK EADE, CEO, DESKDIRECTOR

Auckland Agenda

TIME	TOPIC
1:55 – 2:15 PM	Accelerating Aotearoa. Judy Speight, Daniel, Danielle and Warwick Grey
2:15 – 3:10 PM	How to grow and sell an MSP business, getting from $2M-$8M t/o Warwick Eade, CEO, DeskDirector
3:10 – 4:00 PM	Risk Management for your business. Part 2. Wayne Selk, VP, Cybersecurity Programs, CompTIA
4:00 – 4:05 PM	**QUICK BREAK**
4:05 – 5:00 PM	Harbourside Chat MJ Shoer & Wayne Selk – CompTIA
5:00 – 6:00 PM	**NETWORKING DRINKS & CANAPES – Sofitel Hotel, Salon Aviz (beside the main bar)**

Auckland Agenda

TIME	TOPIC
1:55 – 2:15 PM	Accelerating Aotearoa. Judy Speight, Daniel, Danielle and Warwick Grey
2:15 – 3:10 PM	How to grow and sell an MSP business, getting from $2M-$8M t/o Warwick Eade, CEO, DeskDirector
3:10 – 4:00 PM	Risk Management for your business. Part 2. Wayne Selk, VP, Cybersecurity Programs, CompTIA
4:00 – 4:05 PM	**QUICK BREAK**
4:05 – 5:00 PM	Harbourside Chat MJ Shoer & Wayne Selk – CompTIA
5:00 – 6:00 PM	**NETWORKING DRINKS & CANAPES – Sofitel Hotel, Salon Aviz (beside the main bar)**

WE ARE THE

CompTIA®
Community

4:00 – 4:05 PM

QUICK BREAK

Auckland Agenda

TIME	TOPIC
1:55 – 2:15 PM	Accelerating Aotearoa. Judy Speight, Daniel, Danielle and Warwick Grey
2:15 – 3:10 PM	How to grow and sell an MSP business, getting from $2M-$8M t/o Warwick Eade, CEO, DeskDirector
3:10 – 4:00 PM	Risk Management for your business. Part 2. Wayne Selk, VP, Cybersecurity Programs, CompTIA
4:00 – 4:05 PM	**QUICK BREAK**
4:05 – 5:00 PM	Harbourside Chat MJ Shoer & Wayne Selk – CompTIA
5:00 – 6:00 PM	**NETWORKING DRINKS & CANAPES – Sofitel Hotel, Salon Aviz (beside the main bar)**

Auckland Agenda

TIME	TOPIC
1:55 – 2:15 PM	Accelerating Aotearoa. Judy Speight, Daniel, Danielle and Warwick Grey
2:15 – 3:10 PM	How to grow and sell an MSP business, getting from $2M-$8M t/o Warwick Eade, CEO, DeskDirector
3:10 – 4:00 PM	Risk Management for your business. Part 2. Wayne Selk, VP, Cybersecurity Programs, CompTIA
4:00 – 4:05 PM	**QUICK BREAK**
4:05 – 5:00 PM	Harbourside Chat MJ Shoer & Wayne Selk – CompTIA
5:00 – 6:00 PM	**NETWORKING DRINKS & CANAPES – Sofitel Hotel, Salon Aviz (beside the main bar)**