

MARCH 10-12, 2021

NAPLES, FLORIDA

Ritz Carlton Beach Resort



MEETING #134

Josh Peterson Bering McKinley, CEO

Let's face it, Josh's 14 years of management consulting experience doesn't mean anything to you, and it shouldn't. People can hold down a job for decades and still not be any good at it. The only thing that matters is results. Josh knows B.S. when he hears it. It's what insulates you from your biggest and most expensive mistakes, tells you that everything will work out just fine when all evidence suggests otherwise and provides the background noise that makes it impossible to focus on the real issues facing your business. He helps you break down the excuses and falsehoods that keep success at bay, delivering a formula that he has implemented thousands of times for IT company success. You can count on him to address your biggest challenges head-on.

Jay Ryerse Connectwise, Vice President of Cybersecurity Initiatives

Jay Ryerse is the vice president of cybersecurity initiatives for ConnectWise. He is responsible for driving cybersecurity initiatives throughout the organization and the MSP market as well as providing education around managing cyber risk for ConnectWise partners and their clients. Jay brings more than 25 years of experience in cybersecurity, information technology and security solutions to businesses of all sizes to ConnectWise. He began his current role in November 2019 following ConnectWise's acquisition of Continuum, where he served as chief technology officer of security products. In this role, Jay was responsible for driving education and awareness of cybersecurity issues and products within Continuum's partner community. Prior to Continuum, Jay served in a number of leadership positions, including the chief executive officer of CARVIR, a managed cybersecurity firm for MSPs. He also served as vice president and general manager of IT Services at Digitel Corporation after selling his MSP in 2014. Jay is the author of a self-published book titled "Technology 101 for Business Owners." He is also the 2014 recipient of MSPmentor.net Industry 250 Executives award and Top 501 MSP's (#201) recognition. He is a Certified Information Systems Security Professional (CISSP).

Matt Fratzke In Time Tec, Executive Vice President and GM

Based near Portland, Oregon, Matt has been involved in the printing and imaging industry for over 25 years. At HP, Matt held several R&D roles working on printer drivers, fleet management, and 3rd party extensibility. Now with In Time Tec, a company he co-founded in 2009, he currently serves as the Executive Vice President and General Manager of their product organization. At In Time Tec, we are dedicated to creating abundance; we just happen to build software.

Michael George Continuum, Former CEO

Coming soon!

Alex Rogers CharTec, Founder and CEO

Alex Rogers is the founder and CEO of CharTec, the channel's leading provider of total business consulting and training in sales, operations, marketing, finance/accounting and HR. Rogers has successfully helped to transform over 10,000 MSPs and IT Service providers across the globe since launching the company in 2009. A revolutionary thinker and Master IT sales expert, Alex consistently fills seats at any event for his stirring trainings on sales strategies and tactics that completely turn around close ratios and build multi-million dollar businesses.

Using his experience as CEO of multi-million dollar MSP, ARRC Technology, the award-winning practice he founded in 1992 with a \$300 investment, he developed CharTec to assist IT service providers with providing and selling equipment under the HaaS model. Since then, CharTec has grown to be the largest MSP training facility in North America focusing on sales, marketing, operations, and culture. Alex has been recognized in the industry as a CRN Channel Chief, the Best Breakout at IT Nation, and Bull's Eye's Innovator of the Year.

A rapidly growing and acclaimed solution provider in the channel, CharTec is continually recognized for its innovation and has achieved numerous accomplishments since its inception such as Best Channel Program awards at IT Nation, Best Revenue Generator at IT Nation, Best in Show at IT Nation, Inc. 500/5000 Fastest Growing Private Companies in America, MSPMentor Top 100 MSPs in North America, Bull's Eye's Master MSP, Best Channel Program by ASCII, a Best Channel Vendor and "Best Channel Product" by Business Solutions Magazine.

Larry Weiss Atlantic, Tomorrow's Office, President

Coming soon!

Michael T. Stramaglio Stramaglio Consulting, President and CEO

A well-known and respected industry leader with more than 45 years of experience in the office imaging & technology channel. However, many of you know him simply as, Mike! Most recently, Mike was President of MWA FORZA business unit after Konica Minolta's acquisition of MWA Intelligence, Inc. in July of 2018.

"Founding MWA Intelligence, developing the FORZA ERP solution, and seeing it acquired by Konica Minolta where it will be an important component of their Workplace of the Future, was a goal I'd spent many years working toward," said Stramaglio. "Now that FORZA is well situated in the channel with a solid team in place to continue its development and implementation, it's time for me to move onto something new. I want to put my experience and knowledge to work to help others in this critical time." And that is exactly what Mike decided to do!

Mike has served the imaging channel well and his roles range in complexity from President & CEO of MWA Intelligence, Inc., President/COO of Hitachi Koki International, VP of America Sales (Ricoh), to VP of Business Equipment Division (Minolta). He has traveled the world throughout his career and has been responsible for full P&L, engineering, sales, operation, marketing & partnerships, and much more. Additionally, he was responsible for offices and employees in the Americas, London, Dublin, Dusseldorf, Milan, Portugal, Romania, Sydney, & others. He has invested a great deal of his career visiting other country managers and considers his international travel as a cornerstone of his career.

Stramaglio has taken a no-time-off attitude and is eager to bring his knowledge, expertise, and skill-set to the imaging channel but in a much different role as Stramaglio Consulting!