

Partner Meetup Agenda



10:00 am	Welcome & Totara Business Update
10:20 am	New Partner Programme Overview & Partner Consultation Process
10:40 am	Partner Insight: What you've told us at recent partner events!
11:00 am	Partner Relationship Management via HubSpot - Planned Roadmap
11:15 am	An Introduction to the Roundtable Discussions
11:20 am	Coffee, Tea and Networking
11:40 am	Roundtable Session 1
12:10 pm	Roundtable Session 2 DACH Partner Roundtable session
12:40 am	Lunch and Refreshments
1:30 pm	Roundtable Session 3
2:00 pm	What's Next in Totara v20
2:15 pm	Key Takeaways & What's Ahead (6–12 months)
2:30 pm	Drinks
3:00 pm	Finish

All sessions run in parallel. Choose a session that interests you.

TOPIC A:

What ongoing engagement practices (e.g., QBRs, webinars, roadmap previews) seem to have the greatest impact on customer satisfaction and longevity?

TOPIC B:

What steps have you taken to embed Academy usage in customer onboarding or ongoing support?

TOPIC C:

Could having access to a Totara 'development as a service' capability make a difference? If so, how would you envision using this service?