



Kick Off 2024

23/24 January

Lucca, Pietrasanta
Italy

Partners Pre-Session

@ Villa Bassotta

12:00 pm
12:15 pm

Welcome coffee

12:15 pm
1:00 pm

Overview Akeron Platforms

1:00 pm
2:00 pm

Lunch

2:00 pm
2:45 pm

Vulki best practice

2:45 pm
3:30 pm

Tarko best practice

3:30 pm
4:15 pm

Kautha best practice

4:15 pm
4:30 pm

Closing Session

Akeron Kick Off

@Teatro Del Giglio

5:00 pm
6:45 pm

Keynote Speech by Manuel & Marco

Kick Off Party

@Paradis Agricole

7:30 pm
10:30 pm

Kick Off Party

Management Meeting with Partners

@Museo Musa

9:30 am
10:00 am

Welcome to the Management Meeting with Partners Intro

10:00 am
12:30 pm

Leisure Time

12:30 pm
1:30 pm

Lunch

2:00 pm
2:30 pm

Partner's Customer Success Programme: Let's succeed together!

2:30 pm
2:45 pm

Lovers of innovation: R&D in 2024

2:45 pm
3:15 pm

Go-to-market plan: get ready to achieve Q10 together!

3:15 pm
3:45 pm

Coffee break

3:45 pm
4:45 pm

Panel discussion: international perspective of sales office from different countries

4:45 pm
5:30 pm

Vulki Value prop

5:30 pm
6:00 pm

Be ready to talk about the new customer

6:00 pm
6:30 pm

Closing

Common trends in the AEC and professional services markets

Tarko Value Prop

The way to go from a development point of view: the plug-in model

Closing