



User Group

SWM Agenda

September 13, All Times U.S. Central Time

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- 9:00 am** **Opening Remarks and Revenera Updates**
- 9:10** **Software Monetization Trends and Revenera Roadmap Drivers**
Product Management Panel discussing Revenera's cloud and data strategy and trends for cloud and local licensing
PANELISTS: Victor DeMarines (Revenera), Scott Niemann (Revenera), Ravi Anil Trivedi (Revenera)
- 9:40** **Monetization Data Access and Analytics**
Revenera and customer panel discussing data access strategies and reporting and analytics use cases
PANELISTS: Jason Lassaline (Ansys), Heather Gittings (Qlik)
- 10:15 pm** **BREAK**
- 10:20** **Licensing in Virtualized / Containerized Environments**
Best practices for detecting overuse and managing access in virtualized/containerized environments
PANELISTS: Erce Kose (Revenera), Ravi Anil Trivedi (Revenera)
- 10:45** **Product Access Strategies**
Join us for a preview of Revenera's strategy for product-aware access for SaaS applications and devices
PANELISTS: Scott Niemann (Revenera)
- 11:10** **Quote-to-Cash Automations**
Systems and integrations needed to run a seamless and automated monetization process from quote to renewal
PANELISTS: Nataliya Galenko (Revenera), Julian Smith (Revenera)
- 11:35 am** **BREAK**
- 11:40** **Managing the Software Bill of Materials**
Tools and processes to automate and streamline the management of Software Bill of Materials to improve growing Supply Chain demands from your customers
PANELISTS: Alex Rybak (Revenera)
- 12:00 pm** **Best Practices for Managing Licenses for Air Gapped Devices**
What to consider when managing licensing in disconnected environments
PANELISTS: Peter Loft (Schneider), Linda Johnson (Agilent), Bao Nguyen (Ciena)
- 12:35** **Data-Driven Insights into Usage, Overuse and Piracy**
Learn what data and insights you can derive about usage and overuse of your products so you can optimize your solutions and capture revenue
PANELISTS: Paul Wickman (Golden Software), Rob Neff (Revenera), Victor DeMarines (Revenera)
- 12:55** **Event Wrap-Up**