



UNSTOPPABLE

ONE TEAM EXTENSION - EMEA VIRTUAL EVENT | 21 to 22 APRIL 2020

All times local Central European time (CET) | Session titles subject to change

Tuesday, April 21	
13:00-14:00	General Session – Part 1
14:15-15:15	General Session – Part 2
15:30-16:30	Industry Keynotes <ul style="list-style-type: none"> • AEC Keynote – Part 1 (Design) • Design & Manufacturing Keynote • Media & Entertainment Keynote
16:45 - 17:30	Industry Keynote: AEC Keynote – Part 2 (Construction) Breakout Session: Selling the Value of Subscription Plans for Named Users Breakout Session: "Say Yes to More" - Help Your Film and TV Customers Grow with the Media & Entertainment Collection
17:45 - 18:30	Breakout Session: Selling the Value of Subscription Plans for Named Users (Repeat) Breakout Session: Best Practices for Selling and Opening Doors with Generative Design in Fusion 360

Wednesday, April 22	
9:00-9:45	AEC Sales Track: Partnering for Success with ACS D&M Sales Track: Leverage BIM to Win and Expand in Building Product and Fabrication DMG Sales Track: Sales Strategy & Objectives Customer Success Sales Track: Uncovering Services Business Justification Customer Success Tech Track: Introduction to Consulting Accelerators Marketing Track: Autodesk Marketing Keynote AEC Technical Track 1: BIM 360 for Infrastructure AEC Technical Track 2: Construction 101 – Linking Business Outcomes to Technology AEC Technical Track 3: The Generative Generation AEC Technical Track 4: Uncover What Really is Going Through Your Customers Mind Using Discovery Techniques D&M Technical Track 1: What's new Vault 2021 Overview D&M Technical Track 2: Inventor 2021 What's New D&M Technical Track 3: PCB Design in Fusion360 D&M Technical 4: Breaking Down the Silos Between the Industries D&M and AEC DMG Technical: CAM Companions to Improve Productivity M&E Track: Maya Overview
10:00-10:45	AEC Sales Track: Creating BIM 360 Design and Docs Opportunities in your AEC Accounts D&M Sales Track: Grow in Core Design with PD&M Collection DMG Track: DMG Sales Play: Part 1 Customer Success Sales Track: Selling Consultancy Services Customer Success Tech Track: Aligning Accelerators with Customer Outcomes Marketing Track: Discover What's Possible - Marketing the Value of Plans Based on People AEC Technical Track 1: Design Automation for Infrastructure AEC Technical Track 2: Why BIM 360 Design for Construction Companies AEC Technical Track 3: BIM Without Borders – Cloud Connecting All Teams

	<p>AEC Technical Track 4: How to use BIM Standards and ISO 19650 to Sell More</p> <p>D&M Technical Track 1: Autodesk Vault PLM</p> <p>D&M Technical Track 2: Winning against the competition with PDMC</p> <p>D&M Technical Track 3: Getting started with CAM in Fusion360</p> <p>D&M Technical 4: Create and Manage the Digital Factory</p> <p>DMG Technical Track: Design to Cost</p> <p>M&E Track: 3ds Max Overview</p>
11:00-11:45	<p>AEC Sales Track 1: Business Outcomes for Building Engineering</p> <p>AEC Sales Track 2: Selling the value of BIM to your Construction customers</p> <p>AEC Sales Track 3: Selling into Airport Owner Accounts</p> <p>D&M Sales Track: Win with Data - Positioning Autodesk's Data Management solutions</p> <p>DMG Sales Track: DMG Sales Play: Part 2</p> <p>Customer Success Sales Track: Driving Customer Outcomes</p> <p>Customer Success Tech Track: Executing Services Plans</p> <p>Marketing Track: Account Based Sales & Marketing Session</p> <p>AEC Technical Track 1: The Convergence of BIM & GIS</p> <p>AEC Technical Track 2: Thousands of Reasons to Move to the AEC Collection</p> <p>AEC Technical Track 3: Connecting Engineers to BIM with MEP Analysis & Sustainability</p> <p>AEC Technical Track 4: Model Performance - BIM Interop Tools</p> <p>D&M Technical Track 1: Fusion Lifecycle: Next Gen NPI & Change Management plus further App Store Highlights</p> <p>D&M Technical Track 2: Design Automation with iLogic</p> <p>D&M Technical Track 3: Generative Design – The Cost of Trade-offs</p> <p>D&M Technical 4: BIM for Design and Manufacturing</p> <p>DMG Technical Track: Upfront Simulation for Plastic Design Engineers</p> <p>M&E Track: Rendering with Arnold</p>
12:00-12:45	<p>AEC Sales Track 1: Driving New Opportunities in Civil Engineering</p> <p>AEC Sales Track 2: How to Lead Architects to the Future of Design in the Era of Disruption</p> <p>D&M Sales Track: Expand your Conversations in Existing and New accounts with Fusion 360</p> <p>DMG Sales Track: Credible Discovery: LUMA4MAKE</p> <p>Customer Success Sales Track: Building Services Plans</p> <p>Customer Success Tech Track: Ongoing Customer Engagement & Support</p> <p>Marketing Track: Inbound Marketing Best Practices</p> <p>AEC Technical Track 1: AEC Collection! The Leatherman for Infrastructure Construction Companies!</p> <p>AEC Technical Track 2: What is Autodesk Construction Cloud?</p> <p>AEC Technical Track 3: Engineering BIM-Centric Integrated Structural Workflows</p> <p>AEC Technical Track 4: Forge Use Cases, Real World Examples</p> <p>D&M Technical Track 1: Manage BIM for Manufacturing workflows with Autodesk Vault 2021</p> <p>D&M Technical Track 2: Extending PDMC with Partner Solutions</p> <p>D&M Technical Track 3: Fusion 360 Manufacturing Extension</p> <p>D&M Technical Track 4: Telling the Whole Story</p> <p>DMG Technical Track: Packaged Service Offerings & Robotic Machining</p> <p>M&E Track: Introducing Maya Bifrost</p>
13:00-13:30	<p>Closing & Partner Awards</p>