



Kick Off 2024

23/25 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

GENERAL

VULKI

TARKO

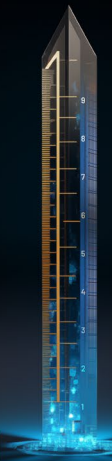
January 23rd

January 24th



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Sales & Marketing Kick Off

[@Museo Musa](#)

9:00 am 10:00 am	Sales Methodology			
10:00 am 11:30 am	Coffee Break with your Teams. Let's Prepare your SEFA Questions on your Cases and Get Ready to Play!			
11:30 am 12:15 pm	Let's Play Real Cases on Stage			
12:15 pm 1:00 pm	Akeron GTM for 2024			
1:00 pm 2:00 pm	Lunch			
2:00 pm 3:00 pm	VULKI	Pricing & Licensing	TARKO	Competitive Landscape Panel Discussion
3:00 pm 4:00 pm		Competitive Landscape Panel Discussion		Pricing & Licensing
4:00 pm 4:30 pm	Closing			

January 25th