



QUESTIONNAIRE



We hope that you have found the Zycko WDS Expert Forum useful and informative. To enable us to provide you with the correct level of information in future, we would appreciate 5 minutes of your time to complete this questionnaire.

To score the event, tick the relevant box where 1 is the lowest and 5 is the highest

1	2	3	4	5
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SALES WORKSHOP – Selling Riverbed 101

Jon Arnold, Regional Sales Director, Northern Europe, Riverbed

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The Market Opportunity

Mark Lewis, Senior Director Marketing and Alliances, EMEA, Riverbed

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Competitive update

Mike Schofield, Sales Engineer, Riverbed

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Deal Qualification / Pre-Sales Methodology

*Paul Bonner, Principal IP Consultant, Zycko
Jon Arnold, Regional Sales Director, Northern Europe, Riverbed
Nigel Lambert, Channel Manager, Riverbed*

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Customer Case Study – Aedas

*Gary Williams, SICL
Ashley Woodman, Technical Director, SICL*

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Riverbed Technology Alliances

Mark Lewis, Senior Director Marketing and Alliances, EMEA, Riverbed

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NEW Partner Programme

Nigel Lambert, Channel Manager EMEA Riverbed

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Riverbed Roadmap (NDA Session)

Mark Lewis, Senior Director Marketing and Alliances, EMEA, Riverbed

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Zycko Training Academy (NDA Session)

*Emily Price, Training Product Manager, Zycko
Peter Barnes, Director of Training Services, Zycko*

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Q&A Panel

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We are also interested in how well organised you found the event. Please rate the following, 1 is the lowest and 5 is the highest

1	2	3	4	5
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Event Organisation and Administration

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Venue and Facilities

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Zycko are intending on holding these events on a quarterly basis each occasion covering different topics. Would you be interested in coming again?

Yes: No: Reason:

Any additional comments/suggestions...

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THANK YOU FOR YOUR TIME

Suzie Drake
suzie.drake@zycko.com
Tel: 01285 868 599
Fax: 0870 242 9829

