



AGENDA

YUNEX
TRAFFIC

2026 Channel Partner Meeting - Every Shot Counts
One Team. Better Outcomes

Monday Evening

Time	Topics
8:00 – 8:45 PM	The Clubhouse - Connect with your fellow players before we hit the course

Day 1 - Playing the Front Nine

Time	Topics
9:00 – 9:45 AM	The First Tee Setting the stage for the meeting, reviewing objectives and opportunities ahead.
9:45 – 10:15 AM	The Scorecard So Far A look back at FY26 performance, wins, lessons learned, and where partnerships drove success.
10:15 – 10:30 AM	Break Turn Stop
10:30 – 11:00 AM	Take the Shot Positioning Blade for success through differentiated value, edge intelligence, and real-world customer applications.
11:00 – 11:30 AM	Adjust to Different Conditions How adaptive traffic management addresses evolving customer challenges and opens new sales opportunities.
11:30 – 12:30 PM	Read the Course: Yutrafic Studio Leveraging network-wide visibility, cloud capabilities, and modernization initiatives to drive customer conversations.
12:30 – 1:30 PM	Lunch Refresh at Clubhouse
1:30 – 2:30 PM	Play Through Connected vehicle applications, priority use cases, and how agencies are preparing for the future of mobility.
2:30 – 2:45 PM	Afternoon Break Back on the Course
2:45 – 4:45 PM	Choose Your Line : Breakouts Collaborative discussions focused on regional opportunities, market challenges, and winning sales strategies.
6:00 pm	Awards Dinner



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Day 2 - Playing the Back Nine

Time	Topics
9:00 – 10:00 AM	Clear Line to the Hole : awareAI Using AI-driven insights to improve operations, identify opportunities, and create new customer value.
10:00 – 10:30 AM	Morning Break Turn Stop
10:30 – 11:30 AM	Your Caddie Team (Engineering Services / Help Desk / SE) How Yunex engineering, sales engineering, and support resources help distributors win more business.
11:30 – 12:00 AM	Course Conditions Report Supply chain updates, product lifecycle planning, quality initiatives, and operational readiness.
12:00 – 1:00 PM	Lunch Refresh at Clubhouse
1:00 – 1:45 PM	Read the Green Customer trends, buying behavior, market intelligence, and emerging opportunities that can shape future sales strategies.
1:45 – 2:30 PM	Know the Competition Competitive positioning, strengths and weaknesses across key solutions, and how to win more opportunities.
2:30 – 3:15 PM	The Next Round FY27 priorities, growth initiatives, and the strategy for expanding market success.
3:15 – 3:45 PM	Refecting on the Round Key takeaways, commitments, and next steps as we move into FY27 together.