AGENDA

YUNEX TRAFFIC

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

October 5 | Monday Evening

Time	Topics
6:00 – 8:00 PM	The Clubhouse - Connect with your fellow players before we hit the course

Tuesday October 6 | Playing the Front Nine

Time	Topics
9:00 – 9:30 AM	**The First Tee** Setting the stage for the meeting, reviewing objectives and opportunities ahead.
9:30 - 10:00 AM	**The Global Leaderboard** A global perspective on Yunex Traffic's direction, strategic priorities, and commitment to continued growth in the U.S. market.
10:00 - 10:30 AM	**The Scorecard So Far** A look back at FY26 performance, wins, lessons learned, and where partnerships drove success.
10:30 - 10:45 AM	Break | Turn Stop
10:45 - 11:45 AM	**Take the Shot** Positioning Blade for success through differentiated value, edge intelligence, and real-world customer applications.
11:45 - 12:15 PM	**Adjust to Different Conditions** How an adaptive market calls for new sales strategies
12:15 - 1:15 PM	Lunch | Refresh at Clubhouse
1:15 - 2:15 PM	**Read the Course: Yutraffic Studio** Leveraging network-wide visibility, cloud capabilities, and modernization initiatives to drive customer conversations.
2:15 - 3:15 PM	**Play Through** Connected vehicle applications, priority use cases, and how agencies are preparing for the future of mobility.
3:00 - 3:15 PM	Afternoon Break | Back on the Course
3:30 PM - 5:00 PM	**Choose Your Line : Breakouts** Collaborative discussions focused on regional opportunities, market challenges, and winning sales strategies.
6:00 pm	Awards Dinner - Puttshack

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Wednesday October 7| 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 – 11:15 AM	**Your Caddie Team (Engineering Services / Help Desk / SE)** How Yunex engineering, sales engineering, and support resources help distributors win more business.
11:15 AM - 11:45 AM	**Course Conditions Report** Supply chain updates, product lifecycle planning, quality initiatives, and operational readiness.
11:45 AM - 12:45 PM	**Lunch | Refresh at Clubhouse**
12:45 PM - 1:30 PM	**Read the Green** Customer trends, buying behavior, market intelligence, and emerging opportunities that can shape future sales strategies.
1:30 PM - 2:15 PM	**Know the Competition** Competitive positioning, strengths and weaknesses across key solutions, and how to win more opportunities.
2:15 PM - 2:30 PM	**Afternoon Break | Back on the Course**
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.