



**RAJANT**  
**MESHING  
TOGETHER**

**Maximizing Mission-Critical Relationships**

2021 Rajant Partner Summit  
& Charity Golf Tournament  
**Americas**

**PROGRAM**

Rancho de los Caballeros  
May 11-14, 2021 • Wickenburg, AZ

# RAJANT MESHING TOGETHER

Maximizing Mission-Critical Relationships

## 2021 Rajant Partner Summit & Charity Golf Tournament Americas

Rancho de los Caballeros  
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### Contents

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Meshing Together. Maximizing Mission-Critical Relationships .....	3
Keynote Speakers .....	4
Summit Agenda .....	5
Summit Mobile App .....	10
Summit Activities .....	11
Summit Events .....	13
Accommodations & Meals .....	14
Register to Attend .....	15
Exhibit at the Technology Showcase .....	16

## Meshing Together. Maximizing Mission-Critical Relationships.

Join us at our next annual partner event to learn the latest on our ever-evolving technology and new insights to maximize your business opportunities with Rajant.

You'll have the chance to network with Rajant end-users and technology partners, see exciting innovations powered by Kinetic Mesh® technology, share your insights and learn all the ways you can leverage Rajant's Living Network to drive real customer ROI and business impact.

### Top reasons to attend:



Educational  
Sessions



Keynote  
Speakers



Product Map  
& Demos



Insightful  
Perspectives



Partner &  
Product Info



Networking  
Activities

- Learn about Rajant's new applications and products
- Listen to this year's case studies, which cover various applications across markets
- Interface with Rajant's various partners and end customers to learn more about their applications and experiences with Rajant's technology
- Mingle with the technology exhibitors who are bringing *new* products and applications to be leveraged by Rajant partners, e.g. two-way radio over Wi-Fi
- Have valuable time with Rajant co-founders and Rajant top executives to discuss specific applications and needs



**“The most valuable part of this conference  
is meeting with other partners and  
distributors and making those relationships.”**

—Tyler Booth, President, Northwest Tower

## Keynote Speakers



Tuesday, May 11, 2021

### **ROBERT SCENA** Chairman & CEO | Rajant Corporation

A trailblazer in wireless communications, Robert “Bob” Scena is CEO and co-founder of Rajant Corporation and Chairman of the company’s board of directors. A visionary and a serial entrepreneur, Mr. Scena has over 30 years of groundbreaking technology and thought leadership experience and an extensive background in successfully cultivating visionary technology companies, including Rajant, Airclic, FutureVision of America, and World Wide Packets, a Gigabit Ethernet company. He has a strong record of achievements in multiple business endeavors in areas including the integration of sophisticated digital broadband technology, building alliances with technology vendors and strategic partners, operations, fund raising, content acquisition, negotiations with regulators, development of billing and provisioning systems, and public relations.



Wednesday, May 12, 2021

### **COL. DAN ROONEY** F-16 Fighter Pilot | U.S. Air Force

An American hero, Lt Col Dan “Noonan” Rooney is an aggressor pilot with three combat tours in Iraq, a PGA professional, the author of *A Patriot’s Calling: Living Life Between Fear and Faith*, and the founder of Folds of Honor that has raised over \$125 million in scholarships for families of soldiers killed or disabled in combat. A decorated military aviator, his is a two-time recipient of the Top Gun award and has received the Air Force Commendation Medal, Air Medal, Anti-terrorism Medal, Combat Readiness Medal and Air Expeditionary Medal. Lt. Col. Rooney has also received numerous honors for his philanthropy and patriotism including *People Magazine’s* “Hero of the Year”, *Money Magazine’s* “Hero of the Year” and *ABC World News Tonight’s* “Person of the Year.” A motivational speaker for two U.S. Ryder Cup teams, he is a frequent guest on FOX News.



# Summit Agenda



Tuesday, May 11, 2021

START	END	EVENT	LOCATION
9:30 am	1:30 pm	<b>Group #1 of Optional Extra Day of Golf</b> Enjoy an added day of golf on Big Wick, an 18-hole, par-71 championship course at Wickenburg Ranch Golf & Social Club. <i>(must pre-register)</i>	<b>Wickenburg Ranch Golf &amp; Social Club</b>
10:40 am	2:30 pm	<b>Group #2 of Optional Extra Day of Golf</b> Enjoy an added day of golf on Big Wick, an 18-hole, par-71 championship course at Wickenburg Ranch Golf & Social Club. <i>(must pre-register)</i>	<b>Wickenburg Ranch Golf &amp; Social Club</b>
12:00 pm	4:00 pm	<b>Optional Old West Mining Town Tour with Rajant CEO Bob Schena</b> Take a private tour of a genuine old western town once owned by Rajant CEO's family. <i>(must pre-register)</i>	<b>Depart from Rancho de los Caballeros</b>
4:00 pm	5:00 pm	<b>Check-in at the Los Caballeros Hotel</b>	<b>Rancho de los Caballeros</b>
5:00 pm	6:00 pm	<b>Welcome Reception</b> Join us outdoors on the patio for cocktails and conversations. It's a great way to kick-off the Summit by greeting familiar and new faces.	<b>Los Caballeros Golf Club</b>
6:00 pm	7:00 pm	<b>State of Rajant "Around the World" with Rajant CEO Bob Schena</b> In-person storytelling of Bob's 35-day, summer 2019 trek meeting with customers and partners in 11 countries on six continents.	<b>Main Dining Room Los Caballeros Golf Club</b>
7:00 pm	9:00 pm	Dinner at Los Caballeros Golf Club	Los Caballeros Golf Club Dining Room

## Wednesday, May 12, 2021

START	END	EVENT	LOCATION
7:00 am	8:00 am	<b>Sunrise Yoga</b> Jump start your day and wake up your body with an outdoor yoga class. Soak up the fresh air and leave feeling energized. Tailored for all levels.	<b>Tennis Courts</b> <b>Rancho De Los Caballeros</b>
7:00 am	9:00 am	Breakfast	Back Dining Room in Main Hall
7:30 am	12:30 pm	Charity Golf Tournament (must pre-register)	Los Caballeros Golf Club
8:00 am	8:30 am	<b>AM Daily Horse Run</b> Watch 80+ horses run by you as the Los Cab wranglers move the herd of horses from their nightly pasture to the corral.	<b>West of the 300 Building</b> <b>Rancho De Los Caballeros</b>
9:00 am	1:00 pm	Alternative Leisure Activities (must pre-register)	Various Meeting Locations at Los Cab
1:00 pm	3:00 pm	Lunch with the Technology Showcase	Sonoran Patio
3:00 pm	4:00 pm	Keynote Guest Speaker	Sonoran Conference Center
4:00 pm	5:00 pm	<b>Technology Showcase Spotlight</b> Rajant strategic partners take the stage with a three-minute pitch showcasing their technology and the channel opportunities available working together.	<b>Sonoran Conference Ctr.</b> <b>Rancho De Los Caballeros</b>
5:00 pm	6:00 pm	<b>Robotics Rodeo</b> Air-to-ground robots and drone swarms in action for this indoor/outdoor demonstration of how Rajant makes communication, mobility and data transfer possible.	<b>Riding Arena</b> <b>Rancho De Los Caballeros</b>
6:00 pm	6:45 pm	Cocktail Party with Technology Showcase	Sonoran Conference Center
6:45 pm	7:00 pm	Hayride to Dinner	Meet Outside of Sonoran Conference Center
7:30 pm	9:30 pm	Cowboy Cookout with Lasso Demo	Outdoor Campfire Site

Thursday, May 13, 2021

START	END	EVENT	LOCATION
7:00 am	8:00 am	<b>Sunrise Yoga</b> Rise with the sun and start your day with an outdoor yoga class. Leave with a positive mind and a strong body. Tailored for all levels.	<b>Tennis Courts</b> <b>Rancho De Los Caballeros</b>
8:00 am	8:30 am	<b>AM Daily Horse Run</b> Watch 80+ horses run by you as the Los Cab wranglers move the herd of horses from their nightly pasture to the corral.	<b>West of the 300 Building</b> <b>Rancho De Los Caballeros</b>
8:00 am	9:00 am	Breakfast with Technology Showcase	Sonoran Conference Center
9:00 am	10:00 am	<b>Family Feud</b> Interactive, team competition focused on collaborative mindshare to get to know Rajant products and one another better.	<b>Sonoran Conference Ctr.</b> <b>Rancho De Los Caballeros</b>
10:00 am	11:30 am	<b>How to Sell Against the Competition</b> Subject matter experts in mining, seaports, oil & gas, rail, underground mining, and public safety provide selling tactics to overcome objections and highlight Rajant competitive differentiators.	<b>Sonoran Conference Ctr.</b> <b>Rancho De Los Caballeros</b>
11:30 am	11:45 am	Refreshment Break	Sonoran Conference Center
11:45 am	12:45 pm	<b>New Marketing Strategies and Tactics</b> Review of 2019 achievements and highlights of 2020 initiatives, inclusive of Concierge Marketing.	<b>Sonoran Conference Ctr.</b> <b>Rancho De Los Caballeros</b>
12:45 pm	1:45 pm	Lunch with the Technology Showcase	Sonoran Conference Center Patio
1:30 pm	3:30 pm	<b>Leadership Roundtable</b> (end-user and technology partner only) One-on-one time for customers and strategic partners to share product and process insights with Rajant leadership.	<b>Main Hall Dining Room</b> <b>Rancho De Los Caballeros</b>
1:45 pm	2:15 pm	<b>Channel and Partner Portal</b> (partners/distributors only) Building on the channel enhancements of 2019, new 2020 training and engagement tools will be shared to amplify your selling success.	<b>Sonoran Conference Ctr.</b> <b>Rancho De Los Caballeros</b>

2:15 pm	3:15 pm	<b>Expanded Product Roadmap</b> <i>(partners/distributors only)</i> Refresh on the hardware and software introductions over the last twelve months, inclusive of Lifetime Software Updates, BC Assurance, and BC Enterprise, with an eye to what's coming next and working examples of what products work best for certain applications.	<b>Sonoran Conference Ctr.</b> <b>Rancho De Los Caballeros</b>
3:15 pm	3:30 pm	Refreshment Break	Sonoran Conference Center
3:30 pm	5:00 pm	<b>Case Study Panel Discussion #1</b> End-users from ports, rail, oil & gas, mining, water utility, public safety, and more will share valuable deployment details leading to ROI achievements.	<b>Sonoran Conference Ctr.</b> <b>Rancho De Los Caballeros</b>
6:00 pm	10:00pm	<b>Transport to and from Offsite Dinner</b> A Los Cab minivan will take attendees to the Wickenburg Ranch Golf & Social Club, just a few miles down the road. The service runs every 15 minutes.	<b>Meet at Front Lobby</b>
6:30 pm	10:00 pm	Party Under the Stars! Summit Last Night Blowout Dinner with The Walkens Band	Wickenburg Ranch Golf & Social Club



## Friday, May 14, 2021

START	END	EVENT	LOCATION
7:00 am	8:00 am	<b>Sunrise Yoga</b> Join us for a refreshing outdoor class to kick start the last Summit day and a great way to relax your body and mind! Tailored for all levels.	<b>Tennis Courts</b> <b>Rancho De Los Caballeros</b>
8:00 am	8:30 am	<b>AM Daily Horse Run</b> Watch 80+ horses run by you as the Los Cab wranglers move the herd of horses from their nightly pasture to the corral.	<b>West of the 300 Building</b> <b>Rancho De Los Caballeros</b>
8:00 am	9:00 am	Partner & Distributor Awards Breakfast	Back Dining Room in Main Hall
9:00 am	10:30 am	<b>Case Study Panel Discussion #2</b> End-users from ports, rail, oil & gas, mining, water utility, public safety, and more will share valuable deployment details leading to ROI achievements.	<b>Sonoran Conference Ctr.</b> <b>Rancho De Los Caballeros</b>
10:30 am	11:30 am	<b>Harvesting the Field</b> The sales channel's time to take the mic offering bright ideas directly to Rajant's development team for product and process enhancements to capitalize on IIoT applications.	<b>Sonoran Conference Ctr.</b> <b>Rancho De Los Caballeros</b>
11:30 am	12:30 pm	<b>Summit Feedback</b> Voice-of-customer input provides the foundation for our Partner Summit success. Let Rajant know what worked and what can be improved as we plan for Summit 2021.	<b>Sonoran Conference Ctr.</b> <b>Rancho De Los Caballeros</b>
12:30 pm	1:30 pm	<b>Networking Lunch</b> Time for one-on-one sales meetings with Rajant staff, channel, and technology partners.	<b>Sonoran Conference Ctr.</b> <b>Rancho De Los Caballeros</b>
1:30 pm		Departures	



## Download our event app

Coming April 22, 2021! Get our official event app for your android or iPhone mobile phone, available on Google Play and the Apple App Store to view the day's agenda and receive notifications.

- View the latest event schedule
- Access session locations and speaker
- Provide feedback with post-presentation surveys
- Learn more about our sponsors and exhibitors



## Summit Activities



Tuesday, May 11, 2021

Arrive early and enjoy either a round of golf at the breathtaking Wickenburg Ranch or step back in time and experience the Old West the way the cowboys once did.



### OPTIONAL BONUS DAY OF GOLF AT WICKENBURG RANCH

9:30 am & 10:40 am starts

Enjoy an added day of golf on Big Wick, an 18-hole, par-71 championship course at Wickenburg Ranch Golf & Social Club, just a quick 15-minute drive from Rancho de los Caballeros. With immaculately manicured greens, lush fairways, and challenging play, the course offers an unforgettable golfing experience that would impress even the most sophisticated golfers.

**\$200 pp**

**\$500 pp** to include hotel stay on May 11

- Must pre-register
- Includes: greens, clubs, balls, cart, drinks
- Please wear appropriate golf attire
- Not included Partner Summit Registration
- Limited to 32 participants.



### OPTIONAL OLD MINING TOWN TOUR WITH RAJANT CEO

12:00 – 4:00 pm

Stroll the streets a genuine old western town with a personal tour by the Rajant CEO who once had ties to the town. This unique location is surrounded by the second largest Saguaro cactus forest in Arizona and encompasses some of the most extensive Yavapai Apache petroglyphs in the state. Tour includes an authentic cowboy lunch of burgers, chicken, chili, corn, potato salad, and more.

**Complimentary**

- Must pre-register; expected to fill
- Includes: transportation, tour, and lunch
- Wear comfortable walking shoes
- Not included in Partner Summit Registration
- Limited to 20 participants.

Wednesday, May 12, 2021

Sign up for one of the below listed activities, included in your registration. All activities start at 9:00 am except for golf, which tees off at 7:30 am. Early sign up is highly recommended.



### CHARITY GOLF TOURNAMENT

Play on the Los Caballeros Golf Club's championship course with incredible views of the Bradshaw Mountains and Vulture Peak.



### DESERT JEEP TOUR

Explore the Sonoran Desert in a comfortable open Willys Jeep, the perfect vehicle to leisurely view the scenery around Wickenburg.



### CATTLE PENNING – NEW!

Enjoy a thrilling game of team penning! Ride on horseback to navigate steers into a pen. Previous experience not required.



### SHOOTING RANGE

Improve your shooting accuracy at the Wickenburg Sportsmen's Club while enjoying the breathtaking views of the Sonoran Desert.



### TRAIL RIDE ON HORSEBACK

Enjoy a morning ride on the trails in the Sonoran Desert with beautiful views. Previous experience not required.



### SPA PAMPERING

Relax and experience the healing properties of The Spa at Los Caballeros, a luxurious oasis of relaxation in the heart of Arizona's desert.



## Summit Events

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**Tuesday, May 11, 2021**

### THE STATE OF RAJANT

5:00 pm – 9:00 pm | Los Caballeros Golf Club Dining Room

Arrive at 5:00 pm to enjoy cocktails on the patio followed by The State of Rajant at 6:00 pm. Rajant CEO Bob Schena will share his travels and takeaways during his 35-day, summer 2019 trek meeting with customers and partners in 11 countries on six continents. Dinner with an international flair will be served at 7:00 pm.



**Wednesday, May 12, 2021**

### COWBOY COOKOUT WITH LASSO DEMO

6:45 pm – 9:30 pm | Outdoor Campfire Site

Take an old-fashioned hayride from right out front of the Sonoran Conference Center to the campfire site at Rancho De Los Caballeros to enjoy a home-style cookout. An added special treat will be a lasso demonstration to learn how to swing a loop like a cowboy.



**Thursday, May 13, 2021**

### PARTY UNDER THE STARS!

#### LAST NIGHT BLOWOUT DINNER WITH THE WALKENS BAND

6:00 pm – 10:00 pm | Wickenburg Ranch Gold and Social Club

Transportation begins departing at 6:00 pm for a festive evening “under the stars.” The dinner event starts at 6:30 pm and features the award-winning Walkens Band, is one of the most sought after premiere bands in Phoenix and the Southwest and playing everything from Top 40 and country to classic rock to Motown and more.



**Friday, May 14, 2021**

### PARTNER & DISTRIBUTOR AWARDS BREAKFAST

8:00 am | Back Dining Room in Main Hall

Start your day with a hearty breakfast buffet where you can create-your-own omelet, enjoy bananas foster French toast or a south-of-the-border delight like Huevos Rancheros while Rajant Partners and Distributors are honored for their 2019 achievements.



## Accommodations



### Hotel Information

Accommodations are included in your registration. Check in is on May 11, 2021 at 4 pm and check out is 11 am on May 14, 2021. To extend your stay, contact the hotel directly.



### RANCHO DE LOS CABALLEROS 1551 S. Vulture Mine Road Wickenburg, AZ 85390

Located in historic Wickenburg, AZ, Rancho de los Caballeros is an authentic dude ranch, rooted in a long heritage of authentic Southwestern hospitality. Surrounded by the Sonoran Desert, the resort sits on 20,000-acres and offers accommodations known as “casita’s”, which capture Arizona’s sunny spirit with handcrafted southwestern furnishings, artisan décor, and cozy details that make you feel right at home. Amenities include an acclaimed 18-hole golf course, horse stable, tennis courts, heated pool, and day spa with an outdoor labyrinth.



### FLYING E RANCH 2801 W Wickenburg Way, Wickenburg, AZ 85390

Since 1946, the Flying E is an operational dude and cattle ranch with quaint lodging set on 20,000-acre desert cattle range at 2,500 ft elevation just west of Wickenburg, AZ and only a few minutes from the Partner Summit site at Rancho de los Caballeros. From the moment you arrive, you will enjoy a true western experience with authentic western hospitality as a very comfortable place to kick off your boots and relax at the end of the day. Amenities include horse stable, jacuzzi, an assortment of activities, and a heated pool for guests balances the cool evening nights.

### Meals

All meals, snacks and beverages are provided throughout the conference. If you have a dietary restriction or an allergy, please send an email to [dhayes@rajant.com](mailto:dhayes@rajant.com) so we can accommodate your needs and prepare in advance. If anything does not satisfy your needs while attending the Summit, please reach out to our staff on site for assistance.

## Register to Attend



Learn the latest on our ever-evolving technology and new insights to maximize your business opportunities.



**Join us at our premier event of the year!** Rajant's 2021 Partner Summit and Charity Golf Tournament is a true collaborative event. We've taken your feedback from last year's Summit to build this year's agenda.

Business casual is recommended for daytime sessions and business professional for evening events. Casual or appropriate attire is suggested for leisure activities only.

### Summit attend registration includes:

- Summit sessions
- Technology Showcase
- Networking receptions
- Evening events
- 3-night accommodations
- All meals during Summit
- Choice of golf, Jeep tour, shooting, cattle penning, horseback riding, or spa activity

**Register now!** Pre-payment is required.

- \$1,500 Early Registration April 4, 2019 - June 30, 2019
- \$1,750 Regular Registration July 1, 2019 - March 31, 2021
- \$1,900 Late Registration April 1 - April 11, 2021

[Click to register today > rajant.com/partner-summit-attend/](https://rajant.com/partner-summit-attend/)



## Exhibit at the Technology Showcase \_\_\_\_\_



Join us for an event designed to foster collaboration, connectivity, and new business opportunities.



**Be sure to secure your place at this year's Tech Showcase!** This is an exclusive opportunity to exhibit your organization and technology in a new location – in the Sonoran Conference Center – and before Rajant's global integrators and end-users.

### Technology Showcase registration includes:

- Attendance for one to Summit sessions (\$1,500 value)
- Exhibit space, banner, monitor, and electricity
- Networking receptions and evening events
- 3-night accommodations
- All meals during Summit
- Choice of golf, Jeep tour, shooting, cattle penning, horseback riding, or spa activity

### Added benefits:

- **Technology Showcase Spotlight** where Rajant partners take the stage with a three-minute pitch showcasing their technology and channel opportunities available working together.
- Attendees to have lunch and a cocktail party at the Technology Showcase on April 22
- Attendees to have breakfast and lunch at the Technology Showcase on April 23

**Register now!** Pre-payment is required.

- \$2,000 Early Registration April 4, 2019 - June 30, 2019
- \$2,500 Regular Registration July 1, 2019 - March 31, 2021
- \$3,000 Late Registration April 1 - April 11, 2021

[Click to register today > rajant.com/partner-summit-exhibit/](https://rajant.com/partner-summit-exhibit/)





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