

Maximizing Mission-Critical Relationships

2021 Rajant Partner Summit & Charity Golf Tournament International

PROGRAM

Toscana Resort Castelfalfi September 27-30, 2021 • Tuscany, Italy

RÂJANT MESHING TOGETHER

Maximizing Mission-Critical Relationships

2021 Rajant Partner Summit & Charity Golf Tournament

International

Toscana Resort Castelfalfi

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Meshing Together. Maximizing Mission-Critical Relationships.

Join us in Italy for our next 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 _____



Monday, September 27, 2021

ROBERT SCHENA Chairman & CEO | Rajant Corporation



A trailblazer in wireless communications, Robert "Bob" Schena is CEO and cofounder of Rajant Corporation and Chairman of the company's board of directors. A visionary and a serial entrepreneur, Mr. Schena 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.

Tuesday, September 28, 2021

INMA MARTINEZ Digital Pioneer and A.I. Scientist



Hailed as one of the world's top digital media strategists by Time, Fortune and Fast Company, Inma Martinez is a pioneer in the mobile industry since the 2000s, where she was part of the core data team that created mobile personalization. One key achievement was the creation of the personalization engine, "Sesami", the first mobile personalization system to perform tasks in real-time, and many key technological innovations since. In 2010, she was appointed by the British government to serve as a spoke person on technology development and entrepreneurship at the UK Trade & Industry Catalyst Program. She is a member of the Expert Group at The Global Partnership on Artificial Intelligence (GPAI), an OECD and G7 initiative for AI, and an advisor to leaders in business and government on how to turn digital transformation into competitive advantage and contribute to societal progress.

Wednesday, September 29, 2021

JEROEN VAN DER VEER Former CEO I Royal Dutch Shell



Van der Veer joined Shell in 1971 and worked in manufacturing and marketing in the Netherlands, Curaçao and the United Kingdom before becoming CEO in 2004. He retired as chief executive of Royal Dutch Shell 2009 and remains on the board of directors. He also is a non-executive director of Unilever and chairman of Platform Bèta Techniek (which organized the 2010 Science & Technology Summit in The Hague, which had Neil Armstrong and Steve Wozniak as keynote speakers, an event which Van der Veer headlined). In 2009, Van der Veer was appointed a member of the supervisory board of Philips. In 2015, van der Veer was appointed honorary global chairman of London Speaker Bureau, with whom he is also a speaker. In 2019, van der Veer was appointed as a member in the board of directors of Prorsum. a Swiss sustainable investment advisor.

Summit Agenda _____



Monday, September 27, 2021

START	END	EVENT	LOCATION
3:00 pm		Hotel check-in	Toscana Resort Castelfalfi
6:00 pm	7:00 pm	Welcome Cocktail Reception Pick up your registration packet and meet Rajant CEO Bob Schena and fellow attendees at the Welcome Cocktail Reception. Enjoy hors d'oeuvres, wine, and live Italian music on the patio overlooking the greens of the largest golf course in Tuscany.	Terrace at the Country Clubhouse Castelfalfi
7:00 pm	10:00 pm	Partner Awards Dinner Experience a delicious four-course Italian dinner prepared by the chefs of Castelfalfi followed by the presentation of the Rajant Partner Awards.	Country Clubhouse Castelfalfi



Tuesday, September 28, 2021

START	END	EVENT	LOCATION
7:00 am	8:00 am	Sunrise yoga overlooking the Tuscany countryside (must pre-register)	Terrace
7:00 am	9:00 am	Networking breakfast buffet with a view	La Via del Sale
Activities: N	/lust pre-regist	ximate.	
7:45 am	11:00 am	Electric bike tour with a farm breakfast at Diacceroni	Borgo
8:15 am	12:30 pm	Charity golf tourney on largest golf course in Tuscany	Golf Club Castelfalfi
8:45 am	11:30 am	Hunt for white truffles with truffle hunter Matteo	Ghizzano
10:45 am	12:30 pm	Wine and olive oil tastings with vineyard tour	Barriccaia
10:15 am	1:30 pm	Pizza making class and lunch with your makings	II Rosmarino
10:15 am	1:30 pm	Pasta making class and lunch with your makings	La Rocca
12:30 pm	2:30 pm	Networking lunch in a medieval castle	La Rocca
2:30 pm	3:30 pm	Keynote Guest Speaker Inma Martinez Digital Pioneer and A.I. Scientist Inma Martinez will be delivering the keynote, "How Artificial Intelligence Intermingles with IloT/IoT", which will include the need for quality communications with a high capacity and how it benefits the artificial intelligence industry.	Sala Honovere
3:30 pm	4:30 pm	Technology Showcase "Live" Demos - Experience indoor and outdoor demonstrations from our strategic partners enabled by Rajant Kinetic Mesh.	Sala Honovere
4:30 pm	4:45 pm	Afternoon refreshment break	Sala Honovere
4:45 pm	5:45 pm	Case Studies End-users from ports, mining, and heavy construction will share valuable deployment details leading to ROI achievements.	Sala Honovere
5:45 pm	6:45 pm	Cocktails with the Technology Showcase	Sala Unique
7:00 pm	10:00 pm	20th Anniversary Dinner with live Italian music	La Rocca



Wednesday, September 29, 2021

START	END	EVENT	LOCATION
7:00 am	8:00 am	Sunrise yoga overlooking the Tuscany countryside (must pre-register)	Terrace
7:00 am	9:00 am	Networking breakfast buffet with a view	La Via del Sale
8:30 am	9:00 am	State of Rajant with Rajant CEO A look back on 2020 and the future opportunities for our worldwide partners.	Sala Honovere
9:00 am	10:00 am	Keynote Guest Speaker Jeroen van der Veer Jeroen van der Veer, Former Chief Executive Officer of Shell, will be delivering a keynote speech, "To Energise Your Thoughts on Technology Management and Investment" with allotted time for Q&As.	Sala Honovere
10:00 am	10:15 am	Morning refreshment break	Sala Honovere
10:15 am	11:15 am	Rajant Value and ROI End-Customer Benefits Translate and quantify what Rajant means to customers in an array of industries across the globe.	Sala Honovere
11:15 am	11:45 am	Rajant and Artificial Intelligence Get to know Rajant's new Artificial Intelligence (AI) team and the integration of this know-how with Kinetic Mesh.	Sala Honovere
11:45 am	12:30 pm	Global Channel & Sales Tool Overview What are the enhancements for recruiting, engaging, and retaining partners in 2021 and what to expect into 2022, plus a detailed look at new "sales aids & tools" to improve selling efforts.	Sala Honovere
12:30 pm	1:00 pm	What's New in Marketing Content Highlights of initiatives, events, website/digital, and content changes for 2021, plus how to take advantage of concierge services to amplify your promotional efforts.	Sala Honovere
1:00 pm	2:30 pm	Networking lunch with a view of Tuscany	La Via del Sale
2:30 pm	2:45 pm	New Emerging Global Markets Demands for mobile, autonomous connectivity are extending and expanding Rajant's market reach. Find out what markets and solutions we have added and why.	Sala Honovere
2:45 pm	3:45 pm	Ports 101 Deep dive into the finer points of selling Rajant Kinetic Mesh M2M advantages into the digitalization and automation of seaports.	Sala Honovere



3:45 pm	4:00 pm	Afternoon refreshment break	Sala Honovere
4:00 pm	5:00 pm	Expanded Product Roadmap Refresh on the hardware and software introductions over the last 18 months, including 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 specific applications.	Sala Honovere
5:00 pm	6:00 pm	Technology Showcase	Sala Unique
6:00 pm	7:00 pm	Cocktail reception with live music	La Rocca
7:00 pm	10:00 pm	Renaissance dinner with live entertainment	La Rocca



Thursday, September 30, 2021

START	END	EVENT	LOCATION
7:00 am	8:00 am	Sunrise yoga overlooking the Tuscany countryside (must pre-register)	Terrace
7:00 am	9:00 am	Networking breakfast buffet with a view	La Via del Sale
9:00 am	10:00 am	One-On-One Wrap Up Meetings	Sala Honovere
10:00 am	11:00 am	Refreshment Break.	Sala Honovere
11:00 am		Hotel Check-out, Covid tests, and departures	



Whova

Download our event app

Coming September 2021! Get our official event app for your android or iPhone mobile phone, available on Google Plan 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

Once registered for the Summit, email kpepple@rajant.com to sign up for one of the below activities, included in your registration. Advance registration is required.



CHARITY GOLF TOURNAMENT

Play a round of 18 holes on Golf Club Castelfalfi's championship Mountain and Hill Courses with enchanting views of the Castle of Castelfalfi.



HUNTING FOR TRUFFLES

Tuscany is one of the most important regions in Italy for truffles. Join a local expert Teo Tartufi and his dogs trained to find truffles in Tuscany's woodlands.



PASTA MAKING CLASS

The class at La Rocca is with Michele Rinaldi, a Michelin star chef. Recipes vary depending on the season. Includes lunch from class makings.



E-BIKE TOUR

Take an unforgettable bike tour through the countryside and savor the surrounding landscape of Tuscany. Includes breakfast on a nearby farm.



WINE & OLIVE OIL TASTINGS

A unique tasting experience for wine lovers. Includes visit to the vineyards, fermentation tanks and tasting room for wines produced by Castelfalfi.



PIZZA MAKING CLASS

Learn how to make Italian pizza at II Rosmarino! Chef Andrea will share his secrets and techniques to prepare a delicious pizza. Lunch is included.

Summit Events _____

Monday, September 27, 2021

20 YEAR REVIEW OF RAJANT & AWARDS DINNER

 $6:00\ pm-10:00\ pm$ | Golf Club at the Country Clubhouse

Arrive at 6:00 pm to enjoy cocktails on the patio and Italian live music followed by the "20 Year Review". Rajant CEO Bob Schena will share the company's journey and takeaways during the past two decades, from establishing Rajant Corporation and getting the first customer through the company's two decades of changes, growth, and direction. Dinner be served at 7:00 pm. Partner Awards to follow.



Tuesday, September 28, 2021

20th ANNIVERSARY DINNER CELEBRATION

7:00 pm - 10:00 pm | La Rocca, Lower Level

Following a wine tasting with the Technology Showcase, enjoy a night of elegance, style and sophistication as we celebrate the 20th Anniversary of Rajant at the Castle of Castelfalfi, the most charming historic building of the region situated at the edge of an ancient village. Enjoy spectacular panoramic views, a memorable Italian dinner, delicious wines and live Italian music.



Wednesday, September 29, 2021

RENAISSANCE MASQUERADE DINNER

7:00 pm - 10:00 pm | La Rocca, Upper Level

Return to the Castle for the stunning views once again and one last night of celebration, this time wearing an optional Venetian mask—your own or one at the event. Chef Michele Rinaldi will work his magic again and prepare a meal that embraces tradition and the most authentic products to convey the true essence of Tuscany in the most delicious and innovative ways.



Accommodations _____



Hotel Information

Accommodations are included in your registration. Check in is 3:00 pm on Monday, September 27, 2021. Check out 11:00 am on Thursday, September 31.







Toscana Resort Castelfalfi, 50050 Montaione, Firenze – Florence, Italy

Toscana Resort Castelfalfi takes its guests on a magical journey through time, from the historical charm of its medieval heritage to the luxury of its 5-star hotel that invites guests to immerse themselves in the nature of the 2,700 acres of pristine Tuscan countryside that surrounds it. Born from the combination of a modern building and the renovation of an old tobacconist, the hotel visits the past in the light of a sustainable future. Each of the 151 rooms boasts free high-speed Wi-Fi, LCD screens, minibars and climate controls. Castelfalfi's guests can customize their stay thanks to a wide range of eno-gastronomic and wellness experiences available on-site.

Meals

All meals, snacks and beverages are provided throughout the conference are from one of the four restaurants on the Estate, which serve the flavors of Tuscany and Italy. If you have a dietary restriction or an allergy, please send an email to lgyuris@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.

Travel to Italy

Rajant has adopted a "COVID vaccination required" approach for all attendees, exhibitors, and Rajant staff for the 2021 Rajant Partner Summit International. Please be aware of possible additional COVID-19 requirements that may be in place for the October event. Foreigners traveling to Italy must abide by the travel rules and restrictions set forth by the Italy's Foreign Ministry. Click here for the lists of countries from which entry to Italy is subject to varying restrictions. Italy is also accepting the digital green pass/certificate from foreigners from select countries. This document is proof that the person traveling in Italy is vaccinated against the coronavirus, has a negative PCR test result or has recovered from COVID. For more travel information, please visit the Italy's Foreign Ministry website. For additional assistance, please contact Liz Gyuris at Igyuris@rajant.com.

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 International and Charity Golf Tournament in Italy is a true collaborative event. We've taken your feedback from past Summits 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, truffle hunting, vineyard tour, wine tasting, cooking class, or electric bike tour

Register now! Pre-payment is required.

•	\$2,500	Early Registration	through June 30, 2021
•	\$3,000	Regular Registration	July 1, 2021 – August 31, 2021
•	\$3,500	Late Registration	September 1-13, 2021

Click to register today > rajant.com/partner-summit-international-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 the Tech Showcase in Europe! This is an exclusive opportunity to exhibit your organization and technology in a new location and before Rajant's global integrators and end-users.

Technology Showcase registration includes:

- Attendance for one to Summit sessions (\$2,700 value)
- Exhibit space, banner, monitor, and electricity
- Networking receptions and evening events
- 3-night accommodations
- All meals during Summit
- Choice of golf, truffle hunting, vineyard tour, wine tasting, cooking class, or electric bike tour

Added benefits:

- Opportunity to be in the technology Showcase Spotlight where Rajant partners take the stage with a three-minute pitch showcasing their technology and channel opportunities available when working together
- Attendees to have dessert and cocktail parties at the Technology Showcase
- Promotion to encourage attendees to visit your exhibit space

Register now! Pre-payment is required.

\$3,400 Early Registration through June 30, 2021
\$3,950 Regular Registration July 1, 2021 – August 31, 2021
\$4,100 Late Registration September 1-13, 2021

Click to register today > rajant.com/ partner-summit-international-exhibit /



Maximizing Mission-Critical Relationships

2021 Rajant Partner Summit & Charity Golf Tournament International



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