

**SIA Exec. Roundtable at One Ocean Resort, One Ocean Blvd., Atlantic Beach, FL 32233 800 874 6000 or 904 249 7402, December 1, 2016 sponsored by OnForce. Rate $169 with discounted resort fee $17 includes:** WiFi on property, Bottled waters, sodas and snacks in guestrooms replenished daily; freshly brewed gourmet coffee and hot tea delivery available upon request and included;

Complimentary steam pressing and shoe shining available upon request included. Cut off 10/31/2016

**Hotel group code 10010102541, Service Industry Association**

**Link is on our website at end of program “book a room.”**

**SIA Executive Roundtable with Open & dynamic roundtable-format discussions relevant to our industry. Host** 

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| **Type:** |  |

11:00 am Welcome – Tom York, President SIA **& Jimmy Fabiano, Sr. V.P. OnForce**

11:15 am Introductions

11:30 am Competition and New U S Gov. regulations for independent service providers providing

Federal services which came out of the counterfeit parts issue. With an estimated half of members

providing parts, repair services to US Gov. in the supply chain, plus new regulations in the

variable labor market, how will the new reg’s affect our members and what can we do about it?

Todd Bone, President XSi & **Ira Hoffman, Attorney for OnForce from Butzel Long (www.butzel.com)**

12:30 pm Lunch sponsored by OnForce

1:30 pm In Volatility lies Opportunities: Expanding your portfolio – What’s going up, what’s going down

XaaS: how you sell everything as a service focusing on your expertise in the supply chain. This will be

a brainstorming session that will feed into content for the annual summit on challenges and

opportunities in ***expanding your portfolio***, a primary session at the summit. The participants

will then break into 4 groups to develop expansion plans in their area of services:

(1) Depot, (2) Parts, (3) Data center storage & enterprise, (4) Point of sale

2:45 pm Break & presentation by sponsor, OnForce

3:15 pm Continuation of brainstorming content session with results presented to all roundtable delegates

by each of the 4 groups.

4:15 pm Wrap up – Open Discussions (this is meant to bring up any topic you would like input on)

6:00 pm **Cocktail Hour at Hotel sponsored by Onforce**

7:00 pm **Dinner @ The North Beach Fish Camp (Wheel House upstairs) Town Center across street**

**OnForce, Sponsor for cocktails and dinner**