



# STATE OF THE ASSOCIATION

2019 GLOBAL EXECUTIVE SUMMIT

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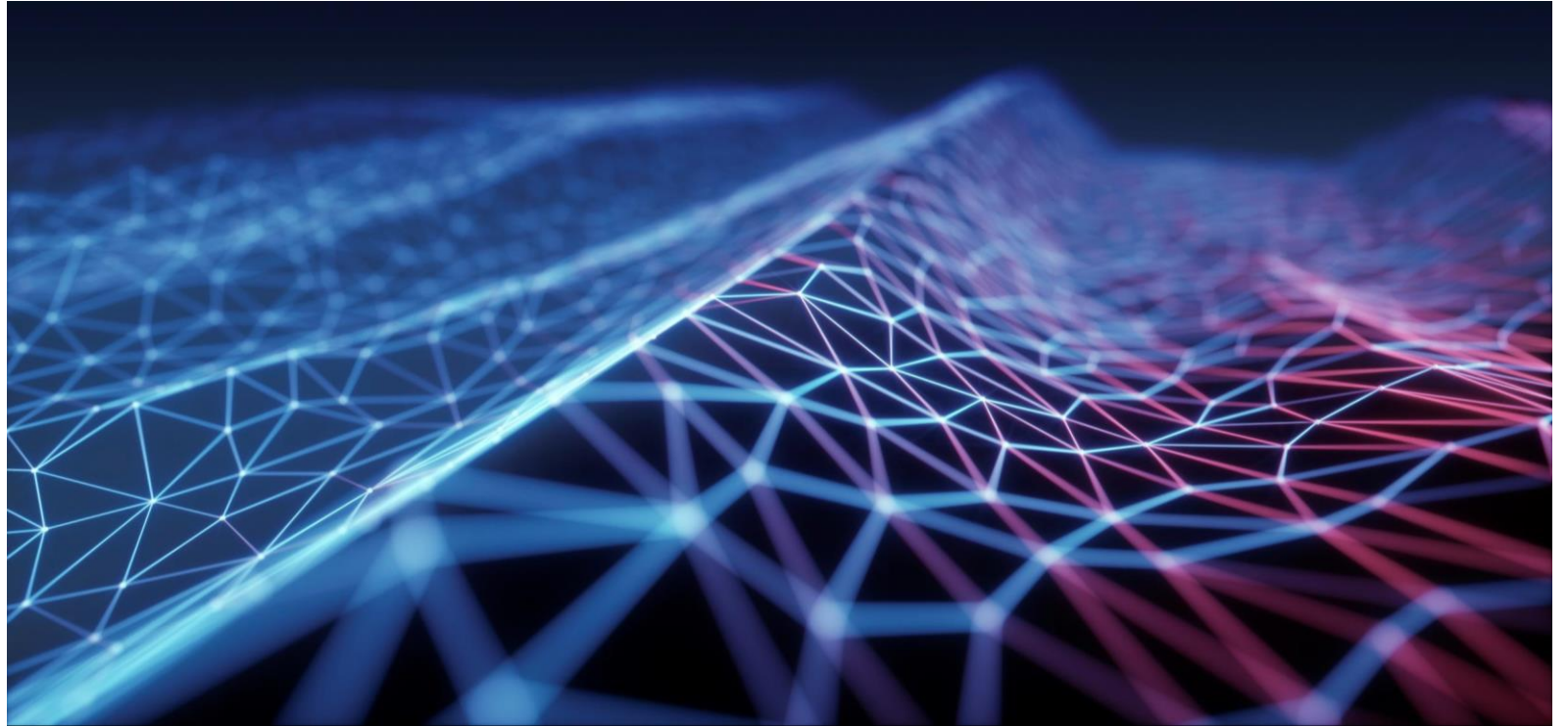
	COMPANY
96	2018 - Current Total Members
34	2018 – Current New Members
38	Members with HQ <b>not</b> in USA
12	Non-Renewing Members
28	Corporate Sponsors
8	Summit Sponsors

# NEW MEMBERS



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# 2018 ACCOMPLISHMENTS

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- ❑ 30% Net growth - 22 companies
- ❑ 34 New member – a record !!
- ❑ Increased global footprint
- ❑ Increased visibility - social media



## 2019 OBJECTIVES

# VISION



- **Vision:** By 2022 the SIA will be the global community where Independent Service Provider executives come for insight, collaboration, and networking





**McKinsey** – Current techno-industrial revolution dwarfs other industrial revolutions in terms of impact, moving at 10 times the speed of the first industrial revolution and having 300 times the power !!

# CORE STRATEGY - INSIGHT



- Buyer trends are moving to horizontal solutions,
- Less complexity, more flexibility
- The world is shifting to XaaS, I,P,S,D

# CORE STRATEGY - COLLABORATION



- 75% of world trade is conducted indirectly
- Selling with, thru, and to partners is the new norm

# CORE STRATEGY - NETWORKING



- Sharing - the most powerful asset we have to leverage !!
- Benefits to your business
- Benefits to your personal growth

# CONCLUSION

PLAYERS  
WIN  
GAMES  
TEAMS WIN  
CHAMPIONSHIPS



THANK YOU

