



Tempo Partner Enablement Day EU

Full-Day Enablement + Workshop | Hilton Munich City
Tuesday | March 24, 2026

9:00–10:00 AM Registration | Breakfast

Partner Enablement Kickoff & Program Overview

10:00–10:15 AM

We'll focus on where partners can grow in 2026, how to capture new opportunity in the evolving Atlassian ecosystem, and how we win enterprise deals together.

Travis Dion, SVP Global Channel/Alliances & Shannon Mason, Chief Strategy Officer

Building the Future Together: *Tempo's Vision for Growth*

10:15–10:45 AM

Where the ecosystem is headed and how we grow stronger commercially and strategically together.

Vic Chynoweth, CEO

Tempo Solution Portfolio Update & Roadmap

10:45–11:15 AM

Tempo's solution portfolio and roadmap, with emphasis on how partners can position our capabilities to win new customers and expand within existing accounts.

Shannon Mason, Chief Strategy Officer

Positioning Tempo with your Clients: *Sales Plays & Partner Motion*

11:15 AM–12:30 PM

Working session focused on how partners can increase deal size, shorten sales cycles, and drive expansion revenue with Tempo.

Hitesh Bechar, Sr. Solutions Engineering
Travis Dion, SVP Global Channel & Alliances

Morning Sessions Q&A

12:30–12:45 PM

Open discussion to address questions, reinforce key takeaways, and transition from go-to-market strategy into technical enablement.

Hitesh Bechar, Sr. Solutions Engineering
Travis Dion, SVP Global Channel & Alliances
Shannon Mason, Chief Strategy Officer

12:45–1:15 PM

Lunch | Networking

Part II : Technical Enablement & Hands-On Workshop

Audience: SEs & Implementation Consultants. AEs welcome (optional)

Welcome & Technical Kickoff

1:15–1:30 PM

Technical orientation including objectives, structure, expectations for participation, and how the hands-on session will reinforce the morning's sales and positioning discussions.

Hitesh Bechar, Sr. Solutions Engineering

Tempo Collections – Technical Orientation

1:30–2:00 PM

Introduction to Project, Program, and Portfolio Collections using a Venn-diagram approach with Portfolio as the focal point. For each Collection, we'll cover:

- Core problem it solves
- When partners should lead with it
- How it aligns to customer maturity

Hitesh Bechar, Sr. Solutions Engineer

End-to-End Solution Demo: *Cross-Collection Workflow*

2:00–2:45 PM

Live walkthrough of realistic customer scenario centered on Portfolio, showing how data flows across Collections and how each layer supports enterprise decision-making.

Hitesh Bechar, Sr. Solutions Engineer & Sid Subramani, Sr. Solutions Engineer

Hands on Workshop: *Solving Real Customer Scenarios*

2:45–3:30 PM

Participants work in pre-configured demo environments to solve 1 of 3–4 customer scenarios using Tempo Collections. The focus is on applying concepts and partner use cases—not perfect configuration. Solutions will emphasize storytelling, customer expansion strategy, and positioning.

Hitesh Bechar, Sr. Solutions Engineer & Sid Subramani, Sr. Solutions Engineer

3:30 - 4:00 PM

Break

Partner Group Presentations

4:00 - 4:30 PM

Teams will present their proposed solution strategy, including: target customer profile and pain point | solution positioning and product mix | expansion or revenue opportunity unlocked

Hitesh Bechar, Sr. Solutions Engineering

Tempo Certification Path

4:30 PM –5:00 PM

Overview of the post-event certification program, including:

- LMS modules (self-paced)
- Testing and timelines
- What “Tempo Certified” means in 2026
- How continued enablement supports expansion and cross-sell success

Aleksandr Kliuchnikov, Product Expert

5:00 PM –6:30 PM

Welcome Reception & Networking