



**GEN-The Global Executive Network** 

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# A Selection of GENs Global Customers



















**BLUE COAT** 





























EPICOR

**FACTSET** 

FICO.

FLEXERA

GENPACT













Information Builders





















































































websense





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# **Sponsor Statements**

"It was a great event, very well organized. Valuable contacts, right size, right mix.

We appreciated the collaboration and look forward working with you again in the future."

Key Account Manager

Oracle

Switzerland (Executive Dinner delivered in Zurich)



"Thank you so much for the final figures and 3 fantastic events! Our sales leaders enjoyed the tour a lot! As said, I will recommend this initiative to my US colleagues and in Europe, we are planning to consider this activity for our UK operations – probably in autumn. Thanks again and talk soon!"

**Head EMEA Marketing** 

**SugarCRM** 

Germany (3 Executive Roundtables delivered exclusively for SugarCRM in Munich, Frankfurt and Dusseldorf)



"I believe the event overall was a success with an intimate group of people who were willing to share their experiences, quite surprisingly very open. The location, food and service was excellent. The car service to the airport was also exceptional."

Industry Solution Director – Asia Pacific & Japan **Software AG** 

Sydney (Executive Dinner delivered in Hong Kong)



"My team lead onsite told me that the dinner last night was the best marketing event he had ever been to. I am so glad we could make it happen and I hope Munich tonight will be as good."

Territory Account Manager

**TIBCO Software** 

United Kingdom (Executive Dinner delivered in London)



"It was also a pleasure for me to meet you yesterday. I thought the event was very good, we had excellent conversations with the customers."

Sr. Marketing Manager

Autodesk

**United States of America** 

(Executive Dinners delivered in New York and Chicago)







"Thank you for a great event. Please find my details below. Jim."

General Manager-Asia Pacific

#### **Telogis**

Australia (Executive Dinner delivered in Sydney)



"In light of the positive feedback from last night's event (London), can I please ask for a list registered company names and job titles, split by region for Australia? This will enable me to discuss confirming the other 2 events on my call with Australia tomorrow."

Director, International Marketing

#### **Telogis**

United Kingdom (Executive Dinner delivered in London)



"Appreciated the Executive Dinner, good networking and many thanks."

Account Executive

#### **Pegasystems**

France (for an Executive Dinner delivered in Paris)



"The Executive Dinner run well from my point and view and we had good discussions with the crowd. I appreciated that it was easy and convenient to mingle with the various attendees, as we were not constantly sitting on a table which would have limited the possibilities. Also the people were really high level, C level people, from the business side not IT side, and from various verticals which is good."

Responsable Commercial Domaine Banque Assurance

Informatica

France (Executive Dinner delivered Paris)



"Thank you again for organising this very interesting industry gathering."

Sales Director Life Sciences, Europe

Model N

**Switzerland** (Executive Dinner delivered in Frankfurt)







"We have a hot opportunity to engage with one of the customers that requires immediate attention."

Director of Partner Recruitment and Enablement, Cloud Solutions **SAP** 

SAP

Canada (United States of America, Executive Dinner delivered in New York)

"Thanks, I'm looking to run an event for our Oil and Gas accounts across the EMEA region and am looking to work with a 3rd party. We've had success running events with yourselves and I wanted to perhaps meet/have a call to discuss our plans and ascertain whether it is something that GEN would be able to work with us on."

Senior Marketing Manager **Oracle** 



"Thx, my pleasure too. Very interesting experience. I found out a very good organization and your support was really helpful to drive the networking in an effective manner.

The clients were really active in the discussion and that's the main goal to achieve in these events, in my opinion. Hope to have other opportunities to participate to executive dinners in EMEA."

Client Principal **Hewlett Packard**Italy (Executive Dinner delivered in Milan)



"It was a pleasure to participate in the EdgeVerve Executive Dinner in Amsterdam on Tuesday. I think the event was very well and professionally executed."

Business Development Executive **EdgeVerve** (an Infosys company)

United Kingdom (for Executive Dinner delivered in Amsterdam)

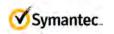


"It gave me a multi-faceted view of an issue which I previously thought was one dimensional. Thank you for arranging this event and I'm looking forward to joining you in the future."

Regional Manager, Gulf & Levant

Symantec Corporation

Dubai (Executive Dinner delivered in Dubai)







"It was a pleasure getting connected to so many experienced people. Many thanks to you and GEN for this event, well done!"

Director Sales Consulting

Oracle

BU Identity Management – ORACLE

Germany



"It was a great discussion on customer experience and clearly topical for all the delegates who freely shared their challenges and experiences. Please could the guest list be sent this week so that we can follow up while conversations are still fresh in the delegates' minds."

Pega Marketing & Decisioning Specialist

**Pegasystems Limited** 

United Kingdom (Executive Dinner delivered in London)



"Thanks for the great results! I am really happy that it worked out this time so smooth."

Marketing Manager, EEUR, CH, AT

**Palo Alto Networks** 

Czech Republic (Executive Dinner delivered in Zurich Switzerland)



"Likewise and great event overall!"

Strategic Account Executive

Perceptive Software | from Lexmark
United Kingdom



"I think the small group setting really works to produce quality & focused discussions, that will prompt more discussions & approaches surrounding this topic. The combination of Juergen's technical background with my marketing one is able to produce well rounded views on AI in technical aspects, finance as well as use cases in marketing. I shared case studies, trends, adoption (& barriers to) as well as the development of AI in Asia & the world. This included some in-depth discussions of the use of chatbots in the brand world. Overall, I think it works."

Managing Director & Head of Digital LEWIS

China (Executive Dinner delivered in Hong Kong)







"Was great to meet last night and well done to you and the team on a great event! I thought the event was very well organized, the location (room sizing etc.) was perfect. As regards the agenda, the duration and content was both relevant and succinct. It was great to see audience participation and high attendance – I know that certainly in my group there was a lot of sharing of data and we hope to connect some of these companies more formally off the back of the event.

Well done again!

Can you please connect me with your local Singapore team so that I can leverage off any additional value they can bring."

VP Sales Engineering Asia Pacific and Middle East

Singapore



"It was a good event. The audience was on target although I would have liked more there. Our 2 sales reps were happy. Marina and her colleague were first rate. True professionals. Cheers."

**Director Industry Strategy & Business Development** 

Oracle

United States of America (regarding an Executive Dinner held in Moscow)



"The pleasure was mine! Thank you again for facilitating such an excellent event.

As I mentioned, the consensus at my table was that the event was very well managed from invitation through execution. The format was very conducive to encouraging conversation and developing relationships, and the attendees would be willing to attend another GEN event in the future and recommend it to their colleagues. Mark and I agreed that one of the highlights was your personal participation and facilitation."

**Head of Marketing** 

**SAP Canada** 

Canada (Executive Dinner delivered in Toronto)



"Feedback: I think it was a very good mix of industries, enjoyed the laid back atmosphere and conversations. Looking forward to more events like this."

Strategic Marketing EMEA **Adobe Systems** 

Germany (in regard to an Executive Dinner held in Mexico City)







"Everything went well with the Executive Dinner in Buenos Aires, good level of the participants and very well feedback coming from their side. Yesterday I was talking to Anita (great and professional host of GEN) about the activity and I believe we coincide on the results. Today we will have Chile Executive Dinner and we will continue with the same format."

Senior Executive Leader | Managing Director Latin America & Caribbean | Business | Strategy | Sales | VP Infoblox Mexico (Executive Dinner delivered in Buenos Aires, Argentina)



"Thanks for following-up, I have enjoyed the Executive Dinner last night and we had interesting conversations with the attendees. (...) The event was a very good opportunity to personally meet executives, spend a whole evening with them (we were engaging with them from 6–10PM) and discuss what's on their agenda, from business to personal opinions - which helps to engage in a personal way and for a more profound kind of networking.

I am looking forward for a next Executive Dinner with GEN."

Regional Sales Manager

Palo Alto Networks

Switzerland
(Executive Dinner delivered in Zurich)



"We are super appreciative that your team is able to pull out such prompt reply and nice artwork within the short frame of time.

Please send my thanks to the team."

Regional Events Manager, APAC Region

# **HERE Technologies**

(Demand generation support for a industry-specific conference in Japan)



"There was a good mixed audience with genuine interested in new innovation. We had engaging discussion with all participants. Organization was well done! Great choice of restaurant – good food. The service of the GEN facilitator was well done! Very Friendly."

Regional Director Switzerland

### **Pegasystems**

Germany (Executive Dinner delivered in Frankfurt)







"I would like to say about the executive dinner: This was a real and unique opportunity to meet with a very large panel of C Level people coming from different branches of the industry.

On the top of that the location was great and the organization was perfect. Many thanks. All the best."

Major Account Executive

Oracle

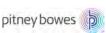
France (Executive Dinner delivered in Paris)



"There's so much value in the discussion at these networking dinners that I'd really like to capture some of it."

Global Director of Product Marketing, Identify **Pitney Bowes** 

United Kingdom (Executive Dinners delivered in multiple cities)



"Reg. the HR event in Boston: Great event and great dialogue."

Regional Sales Manager

**Cornerstone On Demand** 

United States of America (reg. an Executive Dinner held in Boston)



"The event was great and very good level of participants."

Global Account Manager Financial Services

**Pegasystems France** 

France (Executive Dinner delivered in Paris)



"Domittilla (comment of GEN: Senior level on-site facilitator of GEN) has been very professional and she positioned GEN in an executive way. It has been a pleasure working with her. Also the hotel was good and the catering and the dinner. I hope my sales will transform some contacts in opportunities so I ll be able to replicate this event.

Thanks again."

Security Marketing Manager for South - Med Security Business Group

CISCO

Italy (for an Executive Dinner delivered in Milan)

www.cisco.





"My first GEN event. The event was put together in a very professional way, venue was great, and the team was meticulous. The attendees were a mix of professional not necessary working in the same executive function but sharing a common issue which was the topic of discussion of the night. "Pleasure working with you."

Sr. Solutions Consultant

SAP, HCM, Cloud

United Arab Emirates (Executive Dinner delivered in Abu Dhabi)



"Absolutely likewise, nice meeting you and Barbara. My first experience with GEN was a positive one."

Client Manager CEM

(CRM-Service-Commerce-Search/Navigation - Knowledge - Live Help)

Oracle Applications—Manufacturing, Retail, Distribution & Life Sciences

The Netherlands (Executive Dinner delivered in Amsterdam)



"I have used the GEN-Global Executive Network (GEN) across Asia and Europe to great effect. Although the events are expensive, and the exposure of your brand and product is limited to a small number of attendees, GEN makes sure that they are the RIGHT executives. Every event has generated favourable leads and has often resulted in sales. The opportunity to spend several hours in conversation with 8 or more potential customers is incredibly valuable. One of my veteran salesmen told me that the GEN event he attended in London was ,the best marketing event he had ever attended."

Marketing Director

TIBCO Mashery API Management
(Multiple Executive Dinners delivered in Asia incl. Australia as well as in EMEA)



"It was a good mix of senior and mid-level executives. We had a good discussion on many points especially around how do we explain loss of jobs because of digital revolution to the workforce and we got a very diverse viewpoint on this topic; I also had a few good pre event conversations with some of the participants. The venue was very impressive."

Engagement Manager

Mindtree

Germany (Executive Dinner delivered in Frankfurt)







"Thank you. It was indeed a great event and I enjoyed it."

Head of Customer Success
Intel-Mashery API Management
United States (Executive Dinner delivered in Sydney, Australia)



"Thank you for all the team GEN did to make it a successful event."

Principal - Insurance Global Insurance Services HCL America

United States of America (Executive Dinners delivered in Chicago and New York)



- "Regarding the dinner, I thought it went very well. General feedback is as follows:
- · Great location
- · Service was excellent
- · Good wine (my headache is telling me so!)
- · Food was okay I enjoyed the crab but the lamb was quite tough
- · Note pads would have been good just to scribble down some comments / thoughts / observations etc.
- · Well organised"

Head of European Projects

## **iTradeNetwork**

United Kingdom (Executive Dinner delivered in London)



"The venue was perfect and event was well organized. Audience was a good mix, two no shows but I had interesting and fruitful discussions with new contacts."

Enterprise Software Sales Executive for Financial Services at Pegasystems **Pega** 

Switzerland (Executive Dinner delivered in Zurich)



"Can you please share my presentation with all people that attended. I have received this request from several attendees of the recent Executive Dinner in Mexico."

Director Regional de Ventas - México

**Cornerstone OnDemand** 

Mexico (for an Executive Dinner delivered in Mexico City)







"It went very well – the 2 onsite GEN event managers were great and I believe the guests also enjoyed. We'll definitely go for another Executive Dinner."

Regional Sales Director, Greater China

#### **Demandware**

China (for an Executive Dinner delivered in Shanghai)



"This event was well organized and the overall quality was completely satisfactory to me. Nice chats, interesting discussions around the main topic and high quality of the guests made this evening perfect to me. Please find below my contact details for sharing with the attendees."

**Account Director** 

# **CA Technologies**

Germany (for Executive Dinners delivered in Frankfurt and Munich)



"Thank you for your hospitality and your kind and professional hosting of the event. I found it a very valuable evening and have extended my network successfully. The quality of the event was high, the location was perfect and the food was excellent."

Senior Account Manager

# **Oracle Nederland**

The Netherlands

(Executive Dinners delivered in Amsterdam and Utrecht)



"As I had mentioned to you, I have a lot of sympathy to continue and enhance the series. If we get earlier indications, we'd approach you. Otherwise, let's touch base in January."

Vice President Central & Eastern Europe TIBCO Software
Germany



"My feedback is really good as this kinds of event can improve your network and your business and can give to you an amazing opportunity to teach learn from the event participants: Change or tune your business mindset. My compliments."

Strategic Alliance Manager &
Subject Matter Expert for Security and Mobility
Symantec
Italy (Executive Dinner delivered in Milan)







"I believe that the event went really well, as we got a lot a very positive feedbacks at the close of the dinner. We really welcome the introductions from every participants as this has leveled up immediately the level of attention from everyone, given the strategic nature of the challenges shared in the room.

Many of the attendees reported that the presentation was spot on, raising the right questions, and suggestion some interesting avenues forward. Those questions boot strapped many fruitful interactions during the dinner.

I want to thank GEN for the professional set up of the event, and the structure of the program. I believe that this is quite unique & provides real opportunities for networking and potential business onwards. The choice of the location in Duesseldorf was also good, as the hotel & restaurant are famous, but just got refurbished, so many local executives were also happy to come and discover the new set up. Please send us the list ASAP as many participants have asked me for the presentation materials."

Vice-President, EMEA CTO

**BMC Software** 

(Executive Dinner delivered in London, Dubai, Munich, Milan, Paris, Madrid)



"A pleasure meeting you as well. Ethan and I felt that the venue, information share, and interest among attendees was positive."

Sr. Enterprise Account Director

OpenMarket, a division of Amdocs

United States (Executive Dinner delivered in New York)



"Thanks Axel, it was also my pleasure. Pls send me asap the email distribution list to be able to send the customers our VMareForum invitation, MJ."

Regional Director, Iberia

**VMware** 

Spain (Executive Dinner delivered in Madrid)



"Thanks for your excellent support!"

Senior Sales Representative Switzerland
Intergraph PP&M Deutschland
Germany (for an Executive Dinner delivered in Basel)







"I was very impressed – it was a great evening and the attendees were above what I expected if I'm honest. Your team on site also did a great job.

Thanks for organizing."

**Country Director** 

Oracle

United Kingdom (for an Executive Dinner delivered in London)



"Thank you very much for your time and feedback on the call this morning. We really appreciate your input and help. We happily accept your offer and will send you our new landing page text for review in the next two weeks. Until then I remain with kind regards."

Marketing Specialist Central Europe, UK & Benelux Intergraph Process, Power & Marine (PP&M)
Switzerland
(reg. an Executive Dinner speech in Basel support by GENs Professional Council)



"I truly enjoyed the event. I thought it was very well planned and organized and the flow was new and refreshing. Great networking opportunity."

Territory Account Manager CA Technologies, New York United States of America



"Nice meeting you also. This was my first experience of such an event with GEN. I really appreciated the event both from a logistics and meeting agenda and follow-up perspective.

I also think the population was correctly selected and particularly liked the size of such event. A limited number of people really helps getting better the contacts for the future.

As we said with Nicolas, we sure would like to reconduct such experience."

Senior Sales Consultant

Oracle Application Sales Business Unit

Switzerland







"Thanks! Just wanted to say my executive team were really pleased with the Executive Dinner. You guys really delivered, so thanks to you and your team.

I believe our marketing director is planning to reach out soon (if he hasn't already) to look into doing some Executive Dinners in Europe. Here's hoping Singapore is as successful!"

Director of Strategy and Business Development Mashery (an Intel company)
Australia (Executive Dinner delivered in Sydney)

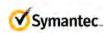


First, I want to thank you for this event yesterday, it was a good event!

Although I had no idea of what I will discover when arriving at the hotel, at the end of the day my perception was positive.

- · Globally very good organization
- · Nice hotel, good food...
- · Good timing (I thought 6:00 PM was too early to start, in fact it was ok) all evening long
- · In French!!!!
- · Good point when you asked to every participant to introduce themselves
- · Various profiles (from VP to RSSI); good exchanges."

Alliances Manager France
Symantec Corporation
France



"Great to read this positive feedback from some of the participants."

Director Field Marketing EMEA, Platform **Pegasystems Inc.** 

Germany (Executive Dinners delivered in Zurich and Munich)



"Very professional and well executed event. Has been a pleasure partnering with you."

APAC Marketing Director **Demandware** Sydney/Australia







"It was a pleasure to meet with you. I very much enjoyed the event."

Business Solution Strategist **VMware**Spain



"Thank you for hosting this event. It was an interesting and funny event with interesting discussions."

Director, Sales

# **CA Technologies**

Germany (for Executive Dinners delivered in Frankfurt and Munich)



"The effort being put in by GEN in inviting the right contacts for the Mumbai event has been commendable. Keep up the good work!!"

Senior Account Manager

#### Oracle

India (Executive Dinners delivered in Mumbai)



"Thanks a lot for organizing this event. It was an excellent event with folks joining us with relevance background/profile."

Senior Manager Sales

EdgeVerve (an Infosys company)

United Kingdom (for Executive Dinner delivered in Amsterdam)



"Likewise Iris, and it was an absolute pleasure meeting you as well in NYC last night—look forward to meeting you again for the encore performance at the Ritz! Safe travels and see you later!"

Global Vice President, Sales

SAP Cloud Customer | Strategic Accounts

**SAP America** 

United States of America (regarding an Executive Dinner held in New York City)







"We have a hot opportunity to engage with one of the customers that requires immediate attention."

Director of Partner Recruitment and Enablement, Cloud Solutions **SAP** 

Canada

(United States of America, Executive Dinner delivered in New York)



"Thank you very much for your support in the event. It was very good and I think the audience liked as well."

Country Manager **Adobe Brazil** 

Brazil (Executive Dinners delivered in Sao Paulo)



"It was my first time using GEN Executive Dinner Organization and my overall satisfaction has been great.

Thanks and hope to see you again soon."

Responsable Commercial Secteur Public

**VMware** 

France (Executive Dinner delivered in Paris)



"Thank you for the hospitality in Amsterdam which made it into an excellent event!"

Marketing & Decisioning Specialist EMEA **Pegasystems** 

The Netherlands



"Fantastic effort recruiting the Hong Kong Dinner event. I would like to proceed with the planning of an event late Feb/early March 2015 for a similar event in Seoul. Please advise next steps."

APAC Marketing Director **Demandware** 

A. . . . . . . . . . . . . . .

Australia







"Thank you for your hard work and what I hope will turn out to have been a successful evening. I had two or three useful conversations."

CTO Office – Client Principal EMEA
HP Enterprise Security Services
HP Enterprise Services UK Ltd.
United Kingdom (Executive Dinner delivered in Paris)



"Thanks for the follow up pictures. It was a very well put together event."

I look forward to the next event."

Account Executive – Bay Area CA Technologies, San Francisco

United States of America (Executive Dinner delivered in San Francisco)



"The pleasure is mine. We will definitely do another Executive Dinner very shortly."

Regional Sales Director, Greater China

Demandware

Shanghai/China (Executive Dinner delivered in Hong Kong)



"Much appreciated the work of GEN in Qatar/Doha."

Area Manager, North Gulf, Iraq, and Libya

**VMware** 

Qatar (Executive Dinner delivered in Doha)

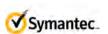


"The event last night was very good. My table was totally engaged, and at one point we had three conversations occurring around risk, security and technology. The evening flew by."

Director, Information Security Strategy – EMEA

**Symantec** 

United Kingdom (Executive Dinner delivered in Milan and Dubai)

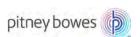


"I got excellent early feedback indeed from the team. They strongly recommended to repeat it. So very positive indeed."

Manager, Demand Generation

Pitney Bowes DCS

France (Executive Dinner delivered in Paris)







"Thank you Rocio. I found this event to be highly valuable in terms of connecting and meeting with prospects. I look forward to any future events here in NY, NY or PA territory."

**Director of International Marketing** 

**CA Technologies**, New York

United States of America (Executive Dinner delivered in New York)



"Your team did an amazing job. I was very impressed with all of the details and would highly recommend that our team use your services again."

Global Director/Industry Principal:

Risk, Compliance and Onboarding with a focus on Global Banking

Switzerland (Executive Dinner delivered in Zurich)



"As mentioned yesterday, I found the dynamic of the Executive Dinner interesting and allowed us to be really close to our customers."

**Territory Account Manager** 

**VMware** 

Mexico



"I really enjoyed the dinner and I hope we can secure some follow on conversations with the other guests."

**Director Customer Success EMEA and APAC** 

**TIBCO Mashery API Management** 

United Kingdom (Executive Dinner delivered in London)



"Thanks Axel, really good event last night, well executed."

**Managing Director** 

**SAP Canada** 

Canada (Executive Dinner delivered in Toronto)







"Thank you for hosting a very successful Networking event yesterday. I hope the Zurich one tonight also will be a success."

Area Vice President Central & Northern Europe **BMC** EMEA (regarding an event delivered in Amsterdam)



"From my perspective the discussions where great and our subject matter expert did a very good job in moderating the group."

Senior Named Account Manager Qlik Germany



"Nice setting, good atmosphere and continuous communication within group. My impression was that audience was fine with the dinner / event / content. People were engaged bringing in their opinions and thoughts around IoT / Industry 4.0. Format to have rather small group is helpful to intensify 1:1 communication. Event opens the path for ongoing exchange for the future."

Senior Executive Manager

Pegasystems

Germany (Executive Dinner delivered in Munich)



"Many thanks for last night the event went well and your facilitation was excellent."

Head of Enterprise Sales **VMware** 

United Kingdom



"Thanks Axel – it was a good event and a pleasure working with you."

Catalyst Engineer (Life Sciences), EMEA

**INTRALINKS** 

**United Kingdom** (Executive Dinners delivered in London, Frankfurt and Basel)







"It was a pleasure share this activity with you and all attendees. I truly believe it was very helpful to develop a business network spending a good time with pairs and colleagues."

Solution Principal – Customer LOB

**SAP** 

Spanish Speaking South America (SSSA) & Caribbean Argentina (Executive Dinner delivered in Santiago/Chile)



"The event was very well run, the format is great and the quality of attendees very high which made for an enjoyable and social evening."

**Regional Director** 

**FactSet Hong Kong** 

China (Executive Dinner delivered in Hong Kong)



"The hotel is very nice and great view. Lupita and Stephanie are good event managers and very kind. Really, really good audience, much participating and collaborating, good conversations.

Reg. the level of the guests and the topic focus of the guests in the room: Wow this was a surprise for me because I could realize that the companies have initiatives in reg. to Digital Transformation for instance Daimler has to a digital transformation area and was very interested how they are working best to get relevant business results.

I liked the event, very productive and the people told me before leaving that the event was different, good format, good networking and very productive. And the Carrasco Engineer asked when we are gonna do another event;)

Thank you very interesting and experience and now we have to use these contacts to do business."

Regional Sales Manager

**INFOBLOX** 

Mexico (Executive Dinner delivered in Mexico City)



"I see a Business opportunity with Heraeus they were very interested in our CPQ and Tender they have some challenges in that area."

Sales Director

Model N

Switzerland (Executive Dinner delivered in Frankfurt)



