

WTG's 8th Partner Event Features Tee & Sea

Nearly 200 guests attended master agency World Telecom Group's 8th Annual Tee & Sea event May 13-14, at the Malibu Country Club in Malibu, Calif.

This year's event started with a luncheon at the Malibu West Beach Club followed by half-hour presentations by sponsoring vendors, such as XO Communications Inc., Level 3 Communications Inc., Qwest Communications International Inc., Time Warner Cable Business Class, Broadview Networks, Equinix and MegaPath. In attendance were some of WTG's top partners including Brad James, Joel St. Germain and Adam Myers. Hot topics discussed included energy, international services and big pipes.

As expected, the weather was beautiful in Malibu. Between presentations, vendors and partners mingled on the deck of the venue overlooking the ocean and beach — the Sea portion of the event. The day ended with a reception on the deck that gave guests a chance to watch the sunset. Afterward, many vendors and attendees ate dinner at local restaurants. (MegaPath was kind enough to include this publisher at their feast at Malibu top spot Guidios.)

The next day kicked off with golf tournament — the Tee portion of the event. For those that didn't play golf, other activities like tennis and wine tasting were available. The golf tournament included contests for putting, closest to the pin and longest drive. All participants met back at the "19th hole" clubhouse for massages and gambling followed by dinner and awards.

Guests are invited to attend WTC Tee & Sea (a wordplay on the contract terms and conditions — Ts and Cs — that are a constant in the telecom industry) based on Partner Perks Awards given to agents for their sales efforts. For sales of \$120,000 or more during the contest period of Oct. 1, 2009, through March 31, 2010, agents received a ticket to the 2010 Tee & Sea. Sales of \$240,000 or more earned extra travel rewards. +

— Mike Saxby



Partners gambling at the 19th Hole



Dinner and awards ceremony with custom WTG wine



Vendor presentations at WTG Tee & Sea



The winner of the putting contest celebrates.



Vendors and partners mingle on the beach club deck.

Motorola Mixes Up Channel Leadership

Motorola Inc.'s Enterprise Mobility Solutions business unit has tapped Mark Kroh as vice president of global channels.

Kroh, formerly Motorola's North American government, commercial and enterprise channel leader, replaces Janet Schijns, who was named worldwide channel chief in September 2009. Schijns will lead Motorola's new Training & Knowledge Management organization, which will deliver worldwide learning academies offering certification and specialization opportunities to channel partners, technology training to customers, and business- and job-based curriculum to employees.

In turn, Mike Devente will replace Kroh as the new North American EMS Channel Leader. Devente lead the Asia Pacific Channel Sales for radio products and wireless broadband solutions for the last three years.

He brings extensive global and regional experience in channel management, marketing, and strategy and will help partners continue to drive the adoption of mobility solutions in North America.

"This leadership change further underscores our commitment to our strategy (related to competency) and the importance of training and certification both for partners and Motorola's own employees," said Bill Abelson, director of communications for Motorola EMS.

"Mark Kroh is the ideal leader to step into the role as Motorola EMS' global channel leader offering 20-plus years of experience developing, driving, supporting and enabling channels and has helped Motorola increase its channel-centricity, improve +

— Khali Henderson