

IMPACT

SUMMIT

THE YEAR OF AI

2025

May 14, 2025, San Francisco

AGENDA

AI-POWERED STRATEGIES FOR
SCALABLE, PREDICTABLE GROWTH

Growth Is Back



8:00AM

Doors open, Welcome from concierge — breakfast and networking



9:00AM

Accelerating Growth in the Age of AI

Welcome to the Impact Summit. Explore how AI is redefining Go-To-Market for a new era of sustainable, predictable growth.



Speakers: Jacco van der Kooij



9:30AM

AI-Driven Revenue Growth Trends

Unveil the latest GTM growth research and AI adoption benchmarks from top-performing companies.



Speakers: Jacco van der Kooij, David Spitz



9:45AM

From The Top: Private Equity AI Expectations Uncovered

A candid conversation with leading investors on how AI drives value creation and informs deal strategies.



Panelists: Pablo Dominguez Insight Partners, Erik Kristjanson Vista Equity, Ken Yagen, Warburg Pincus, Lia Wayman PSG, AJ Gandhi GTM Leader Society.
Moderator: Lauren Goldstein



10:30AM

Networking Break + Executive Briefing Center - AI Lab



10:40 **VelocityEngine** How to Break Through Bowtie Bottlenecks with AI Content That Converts

What's Possible With AILG

AI-Led Growth



11:00AM

Growth Guidance Model

Learn how to align teams around a unified growth assurance model for visibility and momentum.



Speakers: Jacco van der Kooij, Dan Patterson



11:30AM

AI Readiness Assessment

Learn how to align teams around a unified growth assurance model for visibility and momentum.



Speakers: Shari Johnston & Dan Smith



12:00PM



Networking Lunch + Executive Briefing Center - AI Lab

12:10 **Pocus** Supercharging reps prospecting workflow with AI

12:30 **Vivun** Increasing Sales Engineering Capacity, Coverage and Conversion in the Middle of the GTM Bowtie

12:50 **People.ai** Modern Sales Rituals: Powering Closed Won

How to Architect Growth



1:15PM

AI on the Left Side of the Bowtie

Explore how AI is transforming lead generation, inbound/outbound, and prospecting workflows.



Moderator: Dave Boyce, **Speakers:** Jim Hopkins



1:45PM

AI on the Right Side of the Bowtie

Discover how AI powers customer success, expansion, and advocacy with real-world applications.



Moderator: Dave Boyce, **Speakers:** David Ellin



2:15PM

Build Your 2025 AI GTM Strategy

Hands-on workshop to create your AI-powered GTM playbook for the year ahead.



Facilitators: Dave Boyce and Walter Velazquez Taboada



3:15PM

Afternoon Break + Executive Briefing Center - AI Lab

Take a breather, join a demo, or connect over coffee with peers in the AI Lab.



3:25 **Marketbridge** New Research Unveiled: The Impact of AI on Go-to-Market

A Vision For The Future



3:45PM

Vision – The AI GTM Roadmap for 1, 3, and 5 Years

Where is AI headed next? Walk away with a strategic roadmap to stay ahead.



Speakers: Jacco van der Kooij



4:10PM

GTM AI Awards Ceremony

Celebrating innovation in GTM AI excellence:

- Excellence in AI powered Marketing
- Best AI in Sales
- AI Transformation for Customer Success
- RevOps AI Excellence
- AI Leadership in Go To Market People and Culture
- Best AI-Driven GTM Excellence



Hosts: Dominique Levin & Jared Brickman



4:30PM -6PM



Networking Happy Hour

Enjoy live jazz and a signature Bowtie cocktail

THANK YOU TO OUR SPONSORS

Pavilion Pocus VelocityEngine vivun. people.ai FATHOM marketbridge MIND WINN[®]

CERTIFIED PARTNERS

BENCHSIGHTS FATHOM Grain momentum SaaSTrack una vasco



SCIENCE TO SALES