



LAM Distributors Event
May 9th to 12th, 2022
Querétaro, México

| Day | Time | Industrial | Continuous Monitoring Systems | New Markets | Liquid Measurements |
|---------------|--|--|---|---|--|
| 10-May | 17:00 - 18:15 | Welcome Cocktail & Presentation of the participants | | | |
| | 19:00 - 21:00 | Group Dinner | | | |
| 10-May | 8:30 - 8:45 | Welcome, Agenda, Objectives - M. Ouali | | | |
| | 8:45 - 9:30 | Vision & Growth Strategy (Industrial Measurements) - Sampsa Lahtinen | | | |
| | 09:30 - 10:30 | Product talks: MiO (MMT162, MMT338, MMP8 + Indigo520+MM70) Juli | CMS Overview (Jan) | Product talks: MiO (MMT162, MMT338, MMP8 + Indigo520+MM70) Juli | Introduction (Kimmo) Demo Presentation (Jaasiel) Product News (Jutta, Jarkko, Keijo, Markus) |
| | 10:30 - 10:45 | Coffee Break | | | |
| | 10:45 - 11:45 | Product talks: XMT330 -> Indigo500 (Joni) | Distributor Cases | Applications: MiO for transformer, lubricant & hydraulic machines | Product News (Jutta, Jarkko, Keijo, Markus) |
| | 11:45 - 12:00 | Coffee Break | | | |
| | 12:00 - 13:00 | Product talks: Special sensor features (Joni) | | Product talks: MHT410 + Indigo520 | LAM Sales Review (Kimmo) |
| | 13:00 a 14:00 | Lunch | | | |
| | 14:00 a 15:00 | Applications: Hands on Indigo (All) | Distributor Cases | Applications: MHT410 + Indigo520 | Different Measurement Principles: How does Refractive Index compare? |
| | 15:00 -15:15 | Coffee Break | | | |
| 15:15 - 16:30 | Applications: Indigo80 - Portables (Anu) | viewLinc Cloud (Paul) | Product talks & applications: DPT145 | Applications: Food and Beverage | |
| 11-May | 08:30 - 09:30 | Marketing (Programs & Activities & Collaboration for 2022) - Karla Tapia | | | |
| | 09:30 - 10:00 | Success cases: distributors present 1 success case | Open Discussion - Challenges & Concerns | Product talks: OPT100 | What and where: Summary of information from web |
| | 10:00 - 10:15 | Coffee Break | | | |
| | 10:15 - 11:30 | Success cases: distributors present 2 success cases | Regulations (Paul) | Product talks: OPT100 | Applications: Pulp and Paper |
| | 11:30 - 11:45 | Coffee Break | | | |
| | 11:45 - 13:00 | Success cases: distributors present 2 success cases | CMS Q&A (all) | Product talks: Biogas | Applications: Chemicals and Miscellaneous |
| | 13:00 a 14:00 | Lunch | | | |
| | 14:00 - 15:00 | Q&A | Growth in non-regulated markets | Technical support forum | Q&A |
| 15:15 - 20:30 | Outside activity | | | | |
| 12-May | 8:30 - 9:30 | Customer Support & Technical Support & Service & MyVaisala Portal - Abril Solis & M. Ouali | | | |
| | 09:30 - 10:30 | Application talks: Humidity Calculator (Joni) | | Success cases: distributors present 2 success cases | Possible application? How to verify application viability: Best Practices |
| | 10:30 - 10:45 | Coffee Break | | | |
| | 10:45 - 11:45 | Application talks: HVAC (data centers, clean rooms) (Anu) | | Feedback sessions | Applications: Chemicals, Pharmaceutical and biochemical |
| | 11:45 - 12:00 | Coffee Break | | | |
| | 12:00 - 13:00 | Product: HMT370EX (Juli) | Jade - overview and applications | Distributors meetings, open discussions, wrap up | Feedback session: Please bring us feedback from the field! |
| | 13:00 a 14:00 | Lunch | | | |
| | 14:00 - 14:40 | Customer Experience Program & Final Q&A - M. Ouali | | | |
| 14:40 - 15:00 | Closing Remarks - Sampsa Lahtinen | | | | |