



**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 & Colaboration 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 OR Gerry Ducharme				