

AGENDA

2026 Marketplace Exchange Google Cloud

SPEAKERS



Vince Bryant
Partner Manager,
Business
Applications and
SaaS Partnerships
Google Cloud



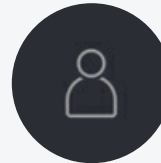
Dai Vu
Managing Director,
Cloud Marketplace
Google Cloud



**Naveen
Punjabi**
Director, Data Cloud
& AI Partnerships
Google Cloud



Marc Harpster
Strategic Initiatives
Lead, Marketplace
Google Cloud



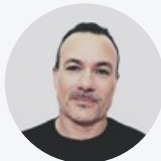
Brad Carlson
Global AI Practice
GTM Architect
Google Cloud



Chris Kirwin
Strategic Global
Partner
Development
Manager
Google



Sunny Walia
Staff Solutions
Consultant
Google Cloud



Keith Vidal
Head of Partner
Solution
Engineering,
Marketplace
Google Cloud



Oliver Schulz
Business
Development
Manager,
Marketplace
Google Cloud



**Christian
Moreno**
Business
Development
Manager,
Marketplace
Google Cloud



Kayla Spiess
Director, Global ISV
& Tech Partner
Marketing
Google Cloud



**Scott
Densmore**
Sr. Director of
Engineering
Google Cloud

[Click Here to Register](#)



October 20, 2026

Pacific Time

Breakfast & Registration

8:00 AM-9:00 AM

Opening Remarks

9:00 AM-9:20 AM

Welcome to 2026 Marketplace Exchange.

KEYNOTE

9:20 AM-10:00 AM

Unlocking Agentic Outcomes with Google Cloud Marketplace

SPEAKER



Dai Vu

Managing Director,
Cloud Marketplace
Google Cloud

KEYNOTE

10:00 AM-10:30 AM

Solving for Business Needs with Agentic Solutions

SPEAKER



**Naveen
Punjabi**

Director, Data Cloud
& AI Partnerships
Google Cloud

KEYNOTE

10:30 AM-10:50 AM

Co-Selling with Google Cloud in the Agentic Era

Networking Break

10:50 AM-11:05 AM

FIRESIDE CHAT

There's an Agent for That

11:05 AM-11:30 AM

PANEL

Sponsorship Panel

11:30 AM-12:00 PM

PANELIST



Marc Harpster

Strategic Initiatives
Lead, Marketplace
Google Cloud

Lunch & Networking

12:00 PM-1:30 PM

VISION VOICES

What's Next: Agentic Product Roadmap
Overview

1:30 PM-2:00 PM

SPEAKER



**Scott
Densmore**

Sr. Director of
Engineering
Google Cloud

DISRUPTOR

2:00 PM-2:30 PM

Activating your Agents: Building a Successful Agentic GTM Strategy

SPEAKER



Kayla Spiess

Director, Global ISV
& Tech Partner
Marketing
Google Cloud

Networking Break and Move to Break out Sessions

2:30 PM-2:45 PM

Please choose from any of the 3 Breakout session rooms below

THOUGHT LEADERSHIP

2:45 PM-4:00 PM

Breakout Room 1: Agent, GTM, Activation, and Incentives

Learn how to drive agent adoption via Google Cloud Marketplace by deep diving GTM strategies, activation best practices, and incentives to help you grow your business.

SPEAKERS



Brad Carlson

Global AI Practice
GTM Architect
Google Cloud



Chris Kirwin

Strategic Global
Partner
Development
Manager
Google



Vince Bryant

Partner Manager,
Business
Applications and
SaaS Partnerships
Google Cloud

THOUGHT LEADERSHIP

Breakout Room 2: Agent Build Best Practices

2:46 PM-4:00 PM

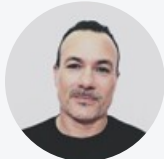
Hear from the Marketplace solutions team on best practices for building and listing Agent as a Service solutions.

SPEAKERS



Sunny Walia

Staff Solutions
Consultant
Google Cloud



Keith Vidal

Head of Partner
Solution
Engineering,
Marketplace
Google Cloud

THOUGHT LEADERSHIP

Breakout Room 3: Agent Marketplace & Gemini Enterprise Business Strategy

2:46 PM-4:00 PM

Whether you are starting your agent journey, or looking to refine your agentic strategy, this session will help you build a strategy for success with Google Cloud Marketplace and Gemini Enterprise.

SPEAKERS



Oliver Schulz

Business
Development
Manager,
Marketplace
Google Cloud



**Christian
Moreno**

Business
Development
Manager,
Marketplace
Google Cloud

Closing Remarks

4:00 PM-4:10 PM

Cocktail Reception & Networking

4:10 PM-6:00 PM

TOGETHER WITH

