Agenda

PARTNER MEETUP
Barcelona, 19 November 2026

totara

12:00 pm	**Arrival & Networking Lunch**	60
1:00 pm	**Welcome, Strategy & Vision** | Iain An introduction to the day's key themes, with an update on Totara's business and our strategy for 2027 and beyond.	15
1:15 pm	**Partner Update** | Meredith Hear the latest on the new Partner Programme, opportunities with Totara Skills, and progress on upgrades towards N-2. We'll also introduce our new deal registration initiative to help reduce any potential channel conflict in the UK market and our new partner rebate programme to reward revenue growth	20
1:35 pm	**Update on the Totara Plugin Marketplace Pilot** | Rachel An update on the Plugin Marketplace pilot and the key lessons we've learned. Hear how those insights are shaping our thinking on how Partners share and distribute their extensions.	10
1:45 pm	**Totara Technology and Product Strategy** | Andy Explore Totara's technology and product direction for 2027, and what this means for our collective speed of innovation, meeting customer demand in a sustainable , scalable and secure way.	30
2:15 pm	**Coffee & tea break**	30
2:45 pm	**The HCM squeeze: what we are seeing, what we are doing, and how we win together |** Matt More customers are moving learning into their HR suite as part of wider consolidation decisions. This session covers what we are seeing, what Totara is doing about it, and how we can work together to keep more customers.	15
3:00 pm	**Bringing Agentic AI to Totara: AI Knowledge Assistant & AI Experts** | Mario and Eva from Actua Discover how Agentic AI takes Totara beyond conventional chatbots. Join Actua for a live demo of a new Knowledge Assistant, delivering accurate, source-backed answers from Totara content, and AI Experts, enabling organizations to create specialized assistants tailored to specific knowledge domains and audiences. Explore how these innovations enhance knowledge access and unlock new AI-powered opportunities for Totara partners and their clients.	15
3:15 pm	**Plugin Tapas: Small Plates, Big Impact** | Michael from LearnChamp Four small plates from real Totara projects: tracked video and PDF learning without SCORM, clickable learning-path maps, 22 upgrade-safe plugins on standard multi-tenancy at Bayernwerk, and manager evidence recording at SPAR. For the chef's special, see how Scholé brings role-based AI upskilling straight into Totara, so learners stay on one platform.	15
3:30 pm	**Coffee & tea break**	30
4:00 pm	**Empowering Learners, Growing Sales: Whitelabeling enoAssist AI for Totara Partners** | Mark from Enovation Discover enoAssist, a white-label AI learner assistant built for Totara. Explore how it uses course content to provide contextual support for learners, while helping partners expand their offering and create new recurring revenue opportunities.	15
4:15 pm	**From Strategy to Impact: Actua's Approach to Co-Marketing with Totara** | Adri from Actua Join Actua for an honest, data-backed look at how structured co-marketing with Totara delivered sales-qualified leads and pipeline opportunities in 2026. Discover how Actua leverages MDF co-funding, executes targeted inbound campaigns, and uses major industry events to convert prospects into enterprise LMS clients. Packed with real conversion metrics and transparent takeaways, this session offers practical lessons to elevate your own partner marketing strategy.	20
4:35 pm	**Totara Q&A** | Iain, Meredith & Andy Bring your questions for an open discussion with the Totara team.	15
4:45 pm	**Coassemble Course Creation: New AI Authoring Tools, SCORM, and MCP** | Coassemble Your clients need great content, not just a great platform. See how adding AI course authoring to your offer makes you more relevant to every client, with agent-based authoring, native SCORM transformation and an MCP integration that lets AI assistants build courses directly. Plus a first look at what's next on the Coassemble roadmap.	15
5:00 pm	**Drinks & canapés (sponsored by Coassemble)**	60
6:00 pm	**Finish**	60
7:00 pm	**Barcelona Food Tour** Join us for tapas, drinks and a guided walk through Barcelona! Free to attend, places are limited. Register for the food tour here.	



Please note: the agenda is indicative and may be subject to change.