

INSIDERS' EXCHANGE

DRIVING RESULTS THROUGH TRANSFORMATION

May 23 – 25 | Phoenix, AZ

Tentative Agenda

Tuesday, May 23, 2017		
2:00 – 3:00 p.m.	Registration	Arizona Grand Ballroom Foyer
3:00 – 5:00 p.m.	<p>Opening General Session Opening – “Tech Data and Technology Solutions: The Value of Our Winning Combination” Jeff Bawol, SVP, Enterprise Solutions, Tech Data</p> <p>“How to Capitalize on the Digital Transformation Trillion-Dollar Opportunity” Sergio Farache, SVP, Strategic Business Units, Enterprise Solutions, Tech Data</p> <p>In this section, Tech Data will introduce our unique value proposition to support and accelerate your business providing vertical industry expertise and technology specialization in the high growth areas.</p> <p>“Monetize the Cloud Tipping Point” Stacy Nethercoat, VP, Product Marketing, Cloud, Tech Data</p> <p>For the first time, organizations can foresee a time when more than half of their IT environment will be in the cloud. Organizations have made the shift to a “cloud-first” mindset, and this shift has made IT more relevant in their businesses. Learn how to partner with Tech Data Cloud and Technology Solutions on how to use the cloud’s momentum to deepen your customer relationships.</p> <p>“Create. Share. Do. With Cisco Spark Board” Brett Harrison, Collaboration Lead - Americas Distribution, Cisco</p> <p>Meeting rooms reimaged. Everything you need for team collaboration - all at the touch of a finger. Join to learn more about the revolutionary Cisco Spark Board, the all-in-one collaboration device that provides everything you need to collaborate with your teams.</p> <p>Closing - Jeff Bawol, SVP, Enterprise Solutions, Tech Data</p>	Arizona Grand Ballroom E
5:00 – 5:15 p.m.	Group Transition	
5:15 – 6:00 p.m.	<p>Business Breakout Session “Solutions & Tools to Monitor, Access, and Manage Data Centers, Colo’s and the Exploding ‘Edge of the Network” Greg Stover, Software & Solutions Manager, Western US, Vertiv</p> <p>Grow your sales (and margins) by enabling clients to more effectively manage their rapidly evolving infrastructure and technology needs (Cloud, Colo, On-Prem, DR and IoT/Edge). A</p>	Acacia

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look at services, integrated solutions, remote management tools, and microdata centers that solve real problems and position you to win!

Bougainvillea

“Enabling the Enterprise Digital Transformation”
Jessica Jorgensen, Channel Account Manager, Mitel

Digital transformation has become a top initiative for business and IT leaders. In a digital business world, sustainable market leadership is no longer based solely on which company has the best products or even the best people. Come learn how Mitel is leading the Enterprise Digital Transformation and how you can join in.

Copperwood

“Opportunities across Public, Private, and Hybrid Cloud with Tech Data Cloud”
Mike Ward, Director, Product Marketing, Cloud, Tech Data and Michael Mattal, Director, Cloud Sales

Tech Data & Avnet Technology Solutions are a winning combination from the data Center to the living room. We will discuss our new capabilities across private, public and hybrid cloud, enhanced innovations in our platform, and demo both our exciting new availability of Azure on the ACM platform and our new Azure Small Business Cloud Server. We'll review our offerings across Azure, AWS, Bluemix, and other cloud Software and SaaS applications. Come see what's new and exciting with TD Cloud.

6:00 – 6:30 p.m.

Break

6:30 – 9:00 p.m.

Welcome Reception & Dinner

Paseo West

Wednesday, May 24, 2017

8:00 – 8:45 a.m.

Breakfast

Palm Court

8:45 – 10:45 a.m.

General Session

Arizona Grand Ballroom E

Opening - Joe Quaglia, President, the Americas, Tech Data

“Leveraging IBM IoT Industry Solutions to Create Your Own Unique Customer Value”
Annette Miller, IBM Partner Client Executive

Your clients are looking for guidance on how to integrate data from an unprecedented number of connected devices and use the insight that they gain to transform their businesses. The time to act is now, and IBM has the industry solutions and offerings to get you started. See an overview and learn where to go to help determine where you fit within the IBM Watson IoT Ecosystem. Extending Watson IoT industry solutions with your technology, solving IoT use case challenges with your value add, and transforming business processes are just some of the possibilities.

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“Smart City Technology and Business Models”

Bart Giordano, Vice President, Business Development & Strategic Partnerships, Brocade Ruckus

As cities around the world face aging infrastructure and growing populations, leaders are using connectivity to improve civic services and better engage citizens without cost to taxpayers. Learn more about the technologies and trends shaping Smart Cities today.

“IoT: Trigger for Transformation”

Seth Robinson, Senior Director of Technology Analysis, CompTIA

At first glance, Internet of Things seems like another buzzword generated by the tech industry. In reality, IoT carries a tremendous amount of potential. The principles behind IoT adoption will drive transformation for every company and eventually the entire IT industry.

Wrap-up & Closing - Joe Quaglia, President, the Americas, Tech Data

10:45 – 11:00 a.m.

Group Transition

11:00 – 11:45 a.m.

Business Breakout Session

“Making Money in the Cloud”

Brian Troy, Senior Marketing Manager, ConnectWise

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The move to the cloud is a huge shift in the industry, and one that technology solution providers (TSPs) need to be ready to support. But how can TSPs stay profitable in the cloud? Join this session to discover how you can create value around your services, resulting in increased profitability.

“From Ransomware to APTs: It’s All About the Money”

David Balcar, Security Evangelist, Kaspersky

Bougainvillea

In this talk you’ll see the threat landscape from ransomware to advanced APTs, including nation state attacks. Hear about the types of attacks and their threat vectors. Threat research and layered security are just the tip of the iceberg. However, all is not lost. Please join our special guest, David Balcar, a globally-recognized security professional, as he will share with you real world experience in the world of cyber security.

“Digital Transformation in the Mobile Era”

Harish Sathisan, Director, Mobility SBU, Tech Data

Copperwood

Join Tech Data’s Mobility Business Unit for an informative discussion around the trends, market drivers, and tremendous channel opportunities within the enterprise mobility space

11:45 a.m. – 1:45 p.m.

Lunch & Vendor Expo

Exhibition Pavilion

1:45 – 2:00 p.m.

Group Transition

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2:00 – 3:00 p.m.

Business Breakout Session

“The Power of the End-to-End Partnership with Lenovo”
 Candace Cecconi, Account Executive - Data Center, Lenovo
 and Nick Christy, Solutions Account Executive, Tech Data

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Work Better. Play better. Integrate better. Connect better. Live better. With Lenovo, different innovates better. Learn how Lenovo is not only different, but is delivering the innovative products and programs you need to grow your business. See how you can leverage the Tech Data and Lenovo relationship to offer end-to-end solutions to your customers.

“To Hybrid Azure”

Matt Hester, Microsoft Technical Solutions Professional

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On-premises AND Cloud: We believe in a world where you're integrating public cloud with your on-premises infrastructure, and using each where it makes sense, in conjunction with each other. Think and, not or. It's not an on-premises OR cloud proposition – it's an AND proposition. And when we say integration, we mean true integration – across infrastructure, apps, identity, and databases. This is what we call hybrid.

“Business Insights: The Current and Future State of IoT and Data Analytics”

Sean Colby, Solutions Consultant Lead, IoT and Colin Blair, Vice President, Analytics and IoT

Copperwood

With so many IoT solutions and platforms available, it is challenging for IT and OT solutions providers to determine which ones are relevant and have business value. Attend this session to learn which verticals and markets are driving demand for IoT solutions, and how you can capitalize on this demand by partnering with Tech Data's IoT Solutions Group.

3:00 – 3:15 p.m.

Group Transition

3:15 – 4:15 p.m.

Business Breakout Session

“Discover Cisco Spark: Built to Make Teams Work Seamlessly”
 Brett Harrison, Collaboration Lead - Americas Distribution,
 Cisco

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Space to create, share, and get work done together. Always available. Cisco Secure. See firsthand how Cisco can help your business improve communications, strengthen relationships, and increase productivity through Next Generation Meetings.

The "Power" of Legrand in the White Space
 Ashley Fox, Director of America's Channels, Raritan

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Raritan and Legrand are shaping the White Space with their Data Center solutions.

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Offer your customers a managed service solution.

“Meet the Hackers Panel”

Tracy Holtz, Director, Product Marketing, Security, Tech Data Copperwood
and Alex Ryals, VP, Security SBU, Tech Data

In a matter of minutes, bad guys buy ransomware or malware as a service on the “Dark Web” to infiltrate your customers every day. What can you do to keep your customers protected? Join us for our “Meet the Hacker” Panel to hear from our cyber security experts why the “Dark Web” is not for the faint of heart and how to leverage today's existing threat landscape to grow your cyber security business.

4:15 – 5:30 p.m.	Break	
5:30 p.m.	Meet to Transfer to Offsite Activity	Arizona Grand Ballroom Foyer
6:00 – 9:00 p.m.	Dinner & Offsite Activity	Corona Ranch
9:00 p.m.	Depart Corona Ranch for Hotel	

Thursday, May 25, 2017

8:00 – 9:00 a.m.	Breakfast	Palm Court
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9:00 – 11:30 a.m.	General Session	Arizona Grand Ballroom E
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Welcome
John O'Shea, SVP, Services, Tech Data

“Transform Your Business with Extreme Networks”
Sal LoSchiavo, Senior Director, Americas Channels, Extreme Networks

Learn how Extreme is changing the networking landscape with their recent acquisitions and how you can benefit from this aggressive channel strategy to transform your business.

“Value for Your Customers. Valuation for Your Company”
John O'Shea, SVP, Services, Tech Data

Learn how Tech Data can help you adapt to new economic models and achieve strategic objectives as your trusted services partner, extending the value you bring to your customers while accelerating adoption of new technologies and enhancing your bottom line.

“Leads are Real People Too”
Christine John, Manager, Marketing Services, resellerCONNECT, Tech Data

If half the leads that your marketing team unearths are not yet sales-ready, you are not alone. One of the first steps to developing a lead nurturing program begins by treating your leads like real people. During this session, you'll learn about best practices to surface quality leads for your sales team and help real prospects become real buyers every step of the way.



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“The eBusiness Advantage”

David Spindler, Director, e-Business, IT, Tech Data

“Please join the eBusiness team as they share new opportunities, recent enhancements, and strategic initiatives designed to elevate your business to the next level. The team will share a sneak peek into their 2017 project portfolio and demonstrate how any partner can achieve the eBusiness advantage!”

Closing

John O’Shea, SVP, Services, Tech Data

11:30 a.m. – 12:00 p.m.

Grab & Go Lunch and Departures

Arizona Grand Ballroom E
