



EMEA Solutions Conference 2013

23-24 October, Paris



Agenda

Wednesday 23 October

Time	Details	Speaker(s)
12.00 – 13.00	Welcome Lunch	
13.00 – 13.35	Welcome & Opening Session	Laurent Binetti , VP & GM, Dell EMEA Channel Sales Michael Collins , VP & GM, Dell EMEA Emerging Markets Greg Davis , VP & GM, Global Commercial Channel
13.35 – 14.15	Keynote Q&A	
14.15 – 14.25	Announcements	
14.25 – 15.05	Transform: Accelerate Adoptions of Virtualization, Convergence, Cloud	Peter Evans , VP, Enterprise Systems Group Marketing Panel Participants: Greg Davis , VP & GM, Global Commercial Channel Bob Skelley , Executive Director Global Channel Marketing & Programs Chris Mullan , Executive Director, EMEA Support & Deployment Services Sales Jaime Perena , WE Modern Datacentre Lead, Microsoft
15.05 – 15.35	Break: Refreshments & Networking	
15.35 – 16.05	Protect: Overcome the Evolving Security Threat and Ensure Compliance	Joanne Moretti , VP Software Marketing & Sales Enablement
16.05 – 16.35	Connect: Embrace Consumerization and BYOD	Neil Hand , VP, Tablet and PC Performance Group
16.35 – 17.05	Inform: Turn Data into Actionable Insights & Partner Panel Discussion	Tony Parkinson , VP & GM, Dell EMEA Server and Storage Technology Solutions Group
17.05 – 17.35	Exec Q&A	
17.35 – 17.45	Wrap up & Close	
17.45 – 18.30	Networking & Visit Expo Area	
19:30	Reception Followed by Dinner	





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Thursday 24 October

Time	Details	Speaker(s)
07.15 – 08.30	Breakfast with Intel	Sam Bellamy , Director Sales & Distribution, RCO EMEA
08.45 – 08.50	Welcome	
08.50-09.20	Intel, Dell and You: A World of Opportunity	Sam Bellamy , Director Sales & Distribution, RCO EMEA
09.20 – 09.30	Wrap Up & Close	Laurent Binetti , VP & GM, Dell EMEA Channel Sales Michael Collins , VP & GM, Dell EMEA Emerging Markets
09.45 – 12.55	Topical Breakout Sessions	
13.00 – 14.00	Lunch	
14.00 – 16.00	Country/Regional Breakouts	
16.00 - 17.00	Networking & Visit Expo Area	
17.00	Departures	

