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TechCommunity Workshop

TechCommunity Workshop
15th – 17th of May 2018
Lisbon, Portugal
Join now! »

- Fujitsu TechCommunity Workshop is Fujitsu's technical conference for our top partners' pre-sales consultants and systems engineers

- For the first time we are bringing together the Data Centre, Client Computing Devices and new Digital streams to create the biggest event ever in this series, the TechCommunity Workshop planned for May 14th-17th 2018 in Lisbon, Portugal.

- The venue is the prestigious EPIC SANA hotel http://www.lisboa.epic.sanahotels.com/en

- We recommend that participants and speakers arrive already on the 14th of May as the workshops starts pretty early on the 15th of May

- We will organize an Arrival-Buffet- Dinner – available for you from 19:00 to 21:30 so you can be flexible on your flight arrival time.

Agenda

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- **Technical Keynotes**
  - Technical Keynotes from Fujitsu technology experts will be given during all 3 days

- **Workshop sessions**
  - Technical workshop sessions will be offered throughout the event, including Fujitsu workshop sessions, partner workshop sessions, and channel case study workshops.

- **Get Certified**
  - SELECT Academy will offer the certification exams at the conference to obtain a series of Pre-Sales and Post-Sales certifications with no additional cost.
  - Already certified pre-sales consultants will re-certify automatically without attending an exam. Moreover SELECT Academy will offer the certification exams to advance to a senior level profile with no additional cost.

Agenda

Schedule	Day 1 15th of May	Day 2 16th of May	Day 3 17th of May
09:00 – 09:45	Keynote – CTO Product Business	Keynote - GDPR – What it really means to us	Keynote - IoT – the opportunity
10:00 – 11:30	**Workshop series**	**Workshop series**	**Workshop series**
11:30 – 11:45	Break	Break	Break
11:45 – 13:15	**Workshop series**	**Workshop series**	**Workshop series**
13:15 – 14:15	Lunch	Lunch	Summary and Close
14:15 – 15:45	**Workshop series**	**Workshop series**	
15:45 – 16:00	Break	Break	
16:00 – 17:30	**Workshop series**	**Workshop series**	
17:30 – 18:30	Time to get fresh	Time to get fresh	
18:30 – 23:00	Evening Outdoor- Dinner	Evening Outdoor- Dinner	

KeyNote 1 – Glenn Fitzgerald

Key Note	Headline	Speaker
1	**AI, Machine Learning, Quantum – the realities**	Glenn Fitzgerald, CTO Product Business EMEIA, Fujitsu

Glenn Fitzgerald
CTO Product Business
Fujitsu EMEIA

About the 60-Minute-KeyNote:

Artificial Intelligence, Machine Learning, Quantum Computing and the Internet of Things are the phrases of the moment, in every analyst report and company vision. But what are they really, how do they impact the product world, and what opportunities do thy create for us? During this presentation Glenn will explore what is "under the lid" of these technologies, where Fujitsu is investing and how we can all help our customers exploit these technologies to the full.

About the Speaker:

Glenn joined ICL in 1979 as an apprentice and has worked for the company, now Fujitsu, throughout a varied career, during which he has gained expertise in a wide range of IT fields, including manufacturing and production test, hardware, software and firmware design, infrastructure implementation, project management and business and ITC architecture.
In his role Glenn is responsible for ensuring that the technologies utilised within Fujitsu are an optimum balance of capability and function, delivering industry leading coherent solutions that balance a supporting vision for clients' varied businesses with the "art of the possible" at any point in time; technical feasibility, cost, timescales, risk and flexibility.
Glenn believes that it is essential that such visions are practical, and so is active as an Enterprise Architect. He has used the technology visions developed in his role to define and lead and several major business change programs in the public and private sector delivering significant benefits in terms of business agility, futureproofing, information management and agile collaboration. In this role Glenn works across Fujitsu's global business, technology and delivery partners and client staff at many levels, including senior business and technical decision-makers.
Glenn is honored to hold the appointment of Fujitsu Engineering Fellow, and in that role is particularly active in reaching out to the academic and educational sectors. He promotes new programs to support emerging areas of research, most recently in new connectivity technologies and artificial intelligence. He is an advocate of the promotion of STEM disciplines in UK education and supports curriculum delivery in several establishments
Glenn is a Fellow of the British Computer Society and participates actively in its work, serving on several working groups. He has authored several reports, most recently on topics including cloud computing and datacenter management and consolidation.

KeyNote 2 – Sarah Armstrong-Smith

Key Note	Headline	Speaker
2	**GDPR – What it really means to us**	Sarah Armstrong-Smith, Head Continuity & Resilience

About the 60-Minute-KeyNote
No business exists without data. The GDPR makes it abundantly clear that personal data of all 'subjects who are in the Union', whether it is genetic, health, economic, social, is of paramount importance and all organizations are responsible for the protection of that data, including in their supply chain. We will explore the detail behind the rules for the collection, storage and protection of data and show how good data governance can provide significant business opportunities.

About the Speaker
As well as being a Distinguished Engineer, Sarah leads Fujitsu's Continuity & Resilience practice. She is a business continuity and crisis management specialist which enables her to take a holistic and strategic view of enterprise risk. Over the last year Sarah has also focussed on data protection and is the GDPR professional services lead. She has helped many organisation across the public and private sector understand the threats and opportunities. Sarah is a Member of International Association of Privacy Managers, Business Continuity Institute and British Computer Society

Sarah Armstrong-Smith
Head Continuity & Resilience

KeyNote 3 – Udo Würtz

Key Note	Headline	Speaker
3	**IoT – the opportunity**	Udo Würtz,

About the 60-Minute-KeyNote:

IoT is becoming increasingly important for companies: from devices and vehicle ECU updates to predictive maintenance: IoT is everywhere. This session will show existing customer use cases / PoC´s and how they can be connected to the data center. Topics like: Which infrastructures make sense? How is the topic of security to handle? What does this mean for IT? How to connect IoT2DC?
But most important: what does Fujitsu have to offer here? In fact, much more than many people think; Fujitsu is in a very good starting position here with well-known customers...

About the Speaker:

Udo Würtz is Chief Evangelist Data Center Business EMEIA at Fujitsu. In this role, he advises customers at C-Level (CIO, CTO, CEO, CDO, CFO) regarding technology and new trends in the IT business. The primarily focus for him are Strategies and Technologies for the Software Defined Data Center (SDDC) and Hyper Converged Infrastructures (HCI). In 2014, he worked temporarily at Fujitsu´s Office in Sunnyvale (Silicon Valley) to advance GTM-activities with VMware in terms of HCI and Software Defined Data Center activities. In this role he counsels customers to develop a better understanding of technology distinctions in the Hyper Converged market and how to setup-up an effective and clear strategy for the Digital Transformation from the Traditional IT Model to Software Defined.
Udo joined Fujitsu in 2014. Prior to this, he was in charge as Head of Global Operations & Infrastructures at Rödl & Partner, a Multinational audit and tax consulting company with offices in 40 countries worldwide and responsible as CEO for their affiliated company cloudgermany.de, a cloud service provider where he was involved as a Co-founder right from the start. In this role, he was appointed to the cloud-task force "Security" of the Federal Ministry of the Economy in Berlin.
Udo began his career in Germany as an engineer and application developer. He joined Libri, an affiliated company of Maxinvest AG (Tchibo GmbH, Beiersdorf AG) as IT Sales and Services Specialist. Working nearly two decades as CIO for DBH/Hugendubel, a huge multimedia Retailer with branch offices in Europe, he became a Managing Partner at Paragon Data, the outsourced IT-division and took the responsibility of the new foundation of two Data Centers, compliant with the rules and guidelines of the BSI, the German Federation Office for Information Security.

Udo Würtz
Fujitsu Technology Solutions

Workshop list by Fujitsu
(work in progress)

	Workshop	Topic	Speaker
1	Fujitsu PRIMERGY	Update on PRIMERGY and ServerView	Jürgen Häckel
2	Fujitsu ETERNUS DX/AF	ETERNUS – the fastest just got faster – and more clever..	Michael Marticke
3	Fujitsu ETERNUS CS	Data volume + Data Value = increased need for Data protection – CS the vital answers	Pedro Pinto
4	Fujitsu NFLEX	NFLEX - Under the covers and the first 60 days: Lessons from selling in the channel	Martin O'Sullivan
5	Fujitsu VCF/vSAN & NSX	Build bridges to the cloud using Innovations for Hybrid and cloud-ready infrastructures based on VMware	Martin O'Sullivan Austin Sweetman
6	Fujitsu Big Data	Artificial Intelligence & Big Data Analytics on PRIMEFLEX for Hadoop	Alexander Kaffenberger Michael Ahn
7	Fujitsu Hybrid IT	Selling Fujitsu in Hybrid Scenarios	Georg Houben
8	Fujitsu SAP	Transition to SAP (S/4)HANA with Fujitsu PRIMEFLEX	Michael Buchholz
9	Fujitsu AI	AI for beginners	Udo Würtz
10	Fujitsu CELSIUS	Workstation for Digital Content Creation	Michael Hausner
11	Fujitsu Future Workplace	New Workplace Scenarios	Heinz Wagner
12	Fujitsu Futro & VDI	New Service offerings for Cloud Computing & VDI	Jürgen Landsperger
13	Fujitsu IoT	Edge computing / intelliedge	Nils Wittler
14	Fujitsu Biometrics	Fujitsu PalmSecure Security Solution	Oliver Reyers

Workshop list by Technology Partners
(work in progress)

	Workshop	Topic	Speaker
1	Brocade	Brocade Storage Networking: GEN6 Fibrechannel - FC-NVMe, Analytics and Automation Consolidation requires Speed, Bandwidth, IO´s, Monitoring and Automation	Ralf Derhardt, Field Applications Engineer | Storage & Networking Partners
2	Commvault	Commvault and Fujitsu from appliance/hyperScale/reference architecture – you choose!	Sai Pavan Kumar Perumalla Arno van der sijde
3	Intel	Path from Big Data to AI	Joachim Aertebjerg
4	Intel	Hybrid Recommendations	Joachim Aertebjerg
5	Microsoft	Driving software defined datacenter with windows server 2019 and PRIMEFLEX S2D	Jürgen Häckel
6	NetApp	How to answer impossible questions with Data Fabric and AI	Fredrik Nygren
7	NetApp	How to build a Data-Savvy strategy in a SaaS and Cloud-first era	Kirk Ryan
8	Nutanix	Nutanix Enterprise Cloud – An OS is just a click away	Kees Baggermann, Willem Essenstam, Udo Würtz
9	Nutanix & Citrix	XenDesktop on Steroids (Citrix on Nutanix)	Bryan Janes, Citrix Kees Baggermann, Willem Essenstam, Nutanix
10	SUSE	SUSE Linux TechInsight Workshop: SUSE, Fujitsu and our Partners –Team up to Win!	Juan Herrera Utande
11	Veritas	Veritas TechInsight Workshop: Holistic data management is not a dream of the future, it´s available today with Veritas	Andreas Bechter - Veritas
12	VMware	Journey to Digital Workspace	Charles Barratt
13	VMware	Journey to Hybrid Cloud	Alex Matthews