



Partner Day and Partner Track Schedule

Monday, 17 October - Partner Day

10:30 – 12.00

Keynote Session – Hall A

12:00 – 13.00

Lunch - Hall A Foyer

	Break Out 1 - Auditorium 15	Break Out 2 - Auditorium 10	Break Out 3 - Auditorium 11
13:00 – 14.00	<p>PAR2368 - What's New with vSphere 5.0 Licensing and Pricing</p> <p>Presenter - Rory Choudhuri</p>	<p>PAR4880 - Energize your Business with EMEA Partner Marketing Programs</p> <p>Presenter - Benjamin Caller</p>	<p>PAR3227 - Management Overview Part 1 of 2: Portfolio Overview and Sales Strategy</p> <p>Presenter - Lionel Cavalliere</p>

14:00 – 14.30

Coffee Break

14:30 – 15.30	<p>PAR2377 - Accelerate Desktop Virtualization Sales</p> <p>Presenter – Betty Junod</p>	<p>PAR2373 - Looking for ways to increase your profitability and leverage all the tools available to you as a VMware Partner?</p> <p>Presenter - Uta Haller</p>	<p>PAR3245 - Management Overview Part 2 of 2: Whiteboarding the Customer Value Prop</p> <p>Presenter - Lionel Cavalliere</p>
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15:30 – 16.00

Coffee Break

16:00 – 17.00	<p>PAR2944 - Business Case for Trusted Hybrid Cloud</p> <p>Presenter – Ravi Kumar</p>	<p>PAR2438 - Selling the value of VMware's solution portfolio to SMBs</p> <p>Presenter - Martin Niemer</p>	<p>PAR2496 - Success in virtualization of business critical applications - announcing a new Solution Competency from VMware Partner Network</p> <p>Presenter - Iain Buchan</p>
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17:30 – 20.30

Partner Appreciation Reception

Tuesday, 18 October - Partner Track

	Break Out 1 – Room 17	Break Out 2 – Room 18
09:00 – 10.00	PAR2120 - Navigating the Infrastructure Cloud Landscape Presenter - Eric Horschman	PAR3269 - Zimbra - The New SMB Game Changer Presenter - Bernd Weber
10.30 – 11.30	PAR3166 - Partner Training on vSphere 5 - Navigating your Education/Certification using VMware Partner University Presenter - Dan Masters	PAR2372 - Selling the New vSphere Storage Appliance Presenter - Rory Choudhuri
12.00 – 13.00	PAR3251 - Selling VMware for Business Critical Applications Presenter - Shruti Bhat	PAR3340 - Selling vCenter Site Recovery Manager 5 & vSphere Replication Presenter - Gil Haberman/Gaetan Castelein
13:30 – 14.30	PAR2341 - Best Practices for Selling vSphere Enterprise Plus Presenter - Rory Choudhuri	PAR3128 - Selling the VMware Advantage for Business Continuity and Security Presenter - Eric Horschman/Ravi Kumar/Gaetan Castelein
15:30 – 17.00	General Session – Hall A	

Wednesday, 19 October - Partner Track

09:00 – 10.00		General Session – Hall A	
		Break Out 1 – Room 17	Break Out 2 – Room 18
10.30 – 11.30	PAR3227 - Management Overview Part 1 of 2: Portfolio Overview and Sales Strategy Presenter - Lionel Cavelliere	PAR3383 - How to Sell and Deliver Services Powered by VMware vCloud Presenter - Joe Andrews	
12.00 – 13.00	PAR3245 - Management Overview Part 2 of 2: Whiteboarding the Customer Value Prop Presenter - Lionel Cavelliere	PAR3219 - Product and Feature Adoption Trends in Enterprise Customers Presenter - Aditya Phadke	
13:30 – 14.30	PAR2438 - Selling the value of VMware's solution portfolio to SMBs Presenter - Martin Niemer	PAR3128 - Selling the VMware Advantage for Business Continuity and Security Presenter - Eric Horschman/Ravi Kumar/Gaetan Castelein	
15:00 – 16.00	PAR2368 - What's new with vSphere 5.0 Licensing and Pricing Presenter - Rory Choudhuri	PAR2843 - How ISVs can leverage vFabric and Cloud Foundry to deliver better apps in less time Presenter - David McJannet	
16:30 – 17.30	PAR2373 - Looking for ways to increase your profitability and leverage all the tools available to you as a VMware Partner Presenter - Uta Haller	PAR4140 - Winning with VMware End User Computing Solutions Presenter - Garry Owen	

Thursday, 20 October - Partner Track

09:00 – 10.30	General Session – Hall A	
	Break Out 1 – Room 17	Break Out 2 – Room 18
11.00 – 14.30	Solution Track – vSphere 5.0 Presenter - Mike Dargos	Solution Track – View 5.0 Presenter - Vivek Chhabria/Jim Barrett
15:00 – 16.00	PAR2377 - Accelerate Desktop Virtualization Sales Presenter - Betty Junod	PAR3069 - VMware's Competitive Strategy with Partners Presenter - Jenny Fong