



Partner Exchange 2017 US - Agenda At-A-Glance

Mandalay Bay Hotel - Las Vegas, Nevada

Saturday, August 26 – Partner Bootcamps

6:30 AM - 8:00 AM	Breakfast for Bootcamps Attendees	
6:30 AM - 5:00 PM	Registration	
8:00 AM - 5:00 PM	NSX Livefire Bootcamp	PAR4395BCU
8:00 AM - 5:00 PM	EUC Livefire Bootcamp	PAR4396BCU
8:00 AM - 5:00 PM	VMware Technical Solutions Professional – Network Virtualization (VTSP-NV)	PAR4397BCU
8:00 AM - 5:00 PM	VMware Technical Solutions Professional – Hyper-Converged Infrastructure (VTSP-HCI, formerly VTSP-SDS)	PAR4398BCU
8:00 AM - 5:00 PM	VMware Technical Solutions Professional – Management Automation (VTSP-MA)	PAR4399BCU
8:00 AM - 5:00 PM	VMware Technical Solutions Professional – Mobility (VTSP-Mobility)	PAR4400BCU
8:00 AM - 12:00 PM	VMware Technical Solutions Professional – Desktop Virtualization (VTSP-DV)	PAR4402BCU
8:00 AM - 12:00 PM	Strategic Awareness and Enablement Update	PAR4404BCU
8:00 AM - 12:00 PM	VMware Technical Solutions Professional – Server Virtualization (VTSP-SV)	PAR4421BCU
12:00 PM - 1:00 PM	Lunch for Bootcamps Attendees	
1:00 PM - 5:00 PM	VMware Sales Professional – Hyper-Converged Infrastructure (VSP-HCI, formerly VSP-SDS)	PAR4401BCU
1:00 PM - 5:00 PM	VMware Sales Professional – Network Virtualization (VSP-NV)	PAR4403BCU
1:00 PM - 5:00 PM	Technical Deep Dive: Workspace ONE App Access and Security	PAR4405BCU
5:00 PM	End of Day	

- View [Content Catalog](#) for detailed descriptions of all the partner bootcamps
- Agenda is subject to change. Please check VMworld Content Catalog for the latest session information and schedules



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Sunday, August 27

7:00 AM - 8:30 AM	Partner Exchange Breakfast	
7:00 AM - 7:00 PM	Registration	
8:30 AM - 9:30 AM	VMware Solution Selling for Partners: Modernize Data Centers – Automate IT (Part 1 of 2)	PAR4350BU
8:30 AM - 9:30 AM	VMware Solution Selling for Partners: Modernize Data Centers – Modernize Infrastructure (Part 1 of 2)	PAR4352BU
8:30 AM - 9:30 AM	VMware Solution Selling for Partners: Empower Digital Workspace – Simplify App Access and Management (Part 1 of 2)	PAR4354BU
8:30 AM - 9:30 AM	Architecting vCloud Availability	PAR4361BU
8:30 AM - 9:30 AM	NSX Assessment-Led Selling	PAR4376BU
8:30 AM - 9:30 AM	How To Grow Your Business With vSphere/vSOM 6.5	PAR4381BU
8:30 AM - 9:30 AM	Embracing VMware Cloud on AWS – How Can You Deliver Value to Your Customers	PAR4382BU
8:30 AM - 9:30 AM	What's New and What's Next from Cloud Management Platform?	PAR4386BU
8:30 AM - 9:30 AM	An Insider's View Into Windows 10 Management with VMware AirWatch	PAR4391BU
8:30 AM - 9:30 AM	Increasing NSX Value with SDDC Automation for Partner Solutions	TAP4372BU
9:00 AM – 5:00 PM	Partner Exchange Lounge (Open All Week)	
9:45 AM - 10:45 AM	VMware Solution Selling for Partners: Modernize Data Centers – Automate IT (Part 2 of 2)	PAR4351BU
9:45 AM - 10:45 AM	VMware Solution Selling for Partners: Modernize Data Centers – Modernize Infrastructure (Part 2 of 2)	PAR4353BU



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9:45 AM - 10:45 AM	VMware Solution Selling for Partners: Empower Digital Workspace – Simplify App Access and Management (Part 2 of 2)	PAR4355BU
9:45 AM - 10:45 AM	Accelerate Your Customers Journey to the Cloud with VMware Cloud Foundation	PAR4363BU
9:45 AM - 10:45 AM	NSX Advanced Security	PAR4377BU
9:45 AM - 10:45 AM	Partner Programs and Incentives: Achieve More Profits and More Value with Your VMware Partnership	PAR4380BU
9:45 AM - 10:45 AM	Delivering Hybrid Cloud Architectures for Your Customers with VMware Cloud on AWS	PAR4383BU
9:45 AM - 10:45 AM	Horizon Trends and Tools: A New Sizing Wizard to Automate Customer Designs	PAR4394BU
9:45 AM - 10:45 AM	The Latest on Android and Chrome OS with VMware in the Enterprise	PAR4409BU
9:45 AM - 10:45 AM	You Want to Be an NSX Technology Partner – Partner Program and Enablement for the SDDC	TAP4369BU
9:45 AM - 10:45 AM	Distribution at the Edge of Evolution: An Exclusive Session for VMware Distributors at the Edge of Evolution (FOR DISTRIBUTOR PARTNERS ONLY)	PAR4415BU
11:15 AM - 12:30 PM	Partner General Session (Oceanside Ballroom A – Level 2)	
12:30 PM - 1:30 PM	Partner Exchange Lunch (Shoreline, Level 2)	
1:30 PM - 2:30 PM	How to Build a Hybrid Cloud Using NSX and vCloud Director – a Service Provider Perspective	PAR4358BU
1:30 PM - 2:30 PM	Why Your Customer's Next Server Refresh Should Also Be Your Next Storage Refresh Opportunity	PAR4364PU
1:30 PM - 2:30 PM	How to Build A Software Defined DR Practice with vSAN	PAR4366BU
1:30 PM - 2:30 PM	NSX Value Selling	PAR4374BU
1:30 PM - 2:30 PM	Automating NSX with vRealize Automation (vRA) and vRealize Orchestrator (vRO)	PAR4379BU



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1:30 PM - 2:30 PM	EUC TestDrive Demo Platform – Pre-configured Demos to Shorten the Sales Cycle	PAR4389BU
1:30 PM - 2:30 PM	Overview of Workspace ONE Deployments and Services IP to Leverage	PAR4393BU
1:30 PM - 2:30 PM	Partnering for Success in APJ – For VMware APJ Partners (Oceanside B)	PAR4407BU
1:30 PM - 2:30 PM	Emerging Technologies with VMware and Pivotal - presented jointly by VMware, Pivotal and Special Guest Speakers from Cognizant and WWT	PAR4411PU
1:30 PM - 2:30 PM	Business Growth Series Keynote – Cloud Computing (Mandalay Bay H – Level 2)	PAR4418KU
1:30 PM - 2:30 PM	Accelerate Your Partner Technology Solution with Ecosystem Services	TAP4368BU
1:30 PM - 2:30 PM	I Want To Be in the SDDC – Partner Program and Enablement for the Quickest Route to Partner Value With vSphere HTML 5 Plugins	TAP4371BU
2:45 PM - 3:45 PM	Cloud Service Provider Platform: Evolution and Future	PAR4360BU
2:45 PM - 3:45 PM	Best Practices You Can Use to Help Your Customers Adopt a Hyper-Converged Infrastructure with vSAN	PAR4365BU
2:45 PM - 3:45 PM	Practical Path to Building Your NSX Practice	PAR4375BU
2:45 PM - 3:45 PM	NSX, AirWatch and Security Beyond Data Center	PAR4378BU
2:45 PM - 3:45 PM	Competitive Positioning for the Cloud Management Platform	PAR4384BU
2:45 PM - 3:45 PM	Positioning VMware’s New Cloud Strategy, SDDC Advantages and Full Portfolio Story to Win More Competitive Deals in 2017-2018	PAR4424BU
2:45 PM - 3:45 PM	vRealize Automation – Building the Foundation for Automating IT Services in Your Cloud	PAR4387BU
2:45 PM - 3:45 PM	Catch the Momentum with the Americas VMware Channel (Oceanside B)	PAR4406BU
2:45 PM - 3:45 PM	Enabling Systems Integrator/Outsourcer Partner Opportunity with VMware Cloud on AWS	PAR4410BU
2:45 PM - 3:45 PM	Business Growth Series Keynote – Embracing Digital Transformation (Mandalay Bay H – Level 2)	PAR4417KU
2:45 PM - 3:45 PM	New Technology Partner Framework and Marketplace Revolution	TAP4357BU



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2:45 PM - 3:45 PM	Are You Ready For Persistent Memory?	TAP4370BU
4:00 PM - 5:00 PM	Leverage Workspace ONE and Other MSP Offerings to Grow Your Service Provider Business	PAR4359BU
4:00 PM - 5:00 PM	Seize the Hybrid Cloud Opportunity Holistically with VMware Cloud Foundation	PAR4362BU
4:00 PM - 5:00 PM	What's New in vSAN 6.6 – A Deep Dive	PAR4367BU
4:00 PM - 5:00 PM	VMware's Cloud Management Platform – Eyes Across the Hybrid Cloud	PAR4385BU
4:00 PM - 5:00 PM	Intelligent Operations – How to Win, Demo Use Cases and Pave the Path to Hybrid Cloud	PAR4388BU
4:00 PM - 5:00 PM	Selling Workspace ONE: Identifying Large Opportunities in the Emerging Digital Workspace Market	PAR4390BU
4:00 PM - 5:00 PM	Technical Deep Dive: Workspace ONE App Access and Security	PAR4392BU
4:00 PM - 5:00 PM	VMware + Systems Integrators & Outsourcers: Accelerating Digital Transformations through Joint Technology Leadership and Compelling GTM Partnership	PAR4408BU
4:00 PM - 5:00 PM	Business Growth Series Keynote – The Future of Security (Mandalay Bay H – Level 2)	PAR4419KU
4:00 PM - 5:00 PM	Increase Revenue, Profits and EBITA with the Dell Technologies Portfolio	PAR4426BU
4:00 PM - 5:00 PM	Overview of 3rd Party ISV Ecosystem for VMware Cloud on AWS	TAP4356BU
4:00 PM - 5:00 PM	Acting as One: Plug in to vSphere	TAP4373PU
5:00 PM - 6:00 PM	Partner Exchange Networking Reception (Oceanside Foyer, Level 2)	
5:00 PM - 7:30 PM	VMworld Welcome Reception	

- View [Content Catalog](#) for detailed descriptions of all the Partner Exchange breakout sessions
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- To register for Partner Exchange 2017 US or add it to your current VMworld pass, please [click here](#)