

Breakout Session Abstracts

Red Level

Red 12 – GreenPages

DevOps: Getting There and Going Fast

Modern business requires agility, innovation, and thought leadership at speeds that turn traditional development, test, and release cycles into roadblocks, resulting in aggressive adoption of DevOps either formally or informally with Bi Modal IT. While DevOps is releasing workloads outside of IT's peripheral vision and injecting security and compliance risk to the business, IT is struggling with tool proliferation and the operationally complex task of managing across private and public clouds while trying to maintain stability and control. These role conflicts within IT are causing departmental friction, stalling innovation, and creating an operational nightmare. It's clear that Bi-modal IT is absolutely essential, but can it really be done? And if so, how do you deliver it successfully? Join us for a special session to learn how to establish competitive advantage by building a mature ITaaS model.

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Red 14 – AdvizeX

Datacenter Automation: Strategies for Success

We can all agree that adding automation to our datacenters can help to increase productivity and ensure uniformity. But, how do you get there when the pace of business is ever increasing and IT is expected to do more with less? This presentation will walk through some strategies and products that can help to introduce automation while still being able to maintain your core responsibility to your customers; the business.

We will examine the infrastructure platforms from several vendors that enable automation of the hardware layer including VxRail, VxRack SDDC and VMware Cloud Foundation. Then we'll dive into how to create a holistic Automation strategy from business automation to IT automation. Finally, we'll close by tying it all together with process and lifecycle management.

Red 15 – Oracle Ravello

IT agility and high performance for VMware workloads on public cloud

VMware environments are complex, with custom VMs, multiple subnets, and various virtual appliances. Join us to learn how enterprises can create a copy of their entire VMware based application “as-is” to run on public clouds, in matter of hours using Oracle Ravello Cloud Service. Coupled with Oracle Cloud Infrastructure's bare-metal servers and hardware-assisted nested virtualization, even performance-sensitive enterprise applications can now be replicated and utilized in the public cloud.

Red 16 – Aruba Networks & HPE

Hyper Simple. Hyper Scalable. Hyperconverged with HPE SimpliVity

Rapid proliferation of applications and the increasing cost of maintaining legacy infrastructure causes significant IT challenges for many organizations. You can streamline and enable IT operations at a fraction of the cost of traditional and public cloud solutions by combining your IT infrastructure and advanced data services into a single, integrated all-flash solution with VMware at the core. We will dive into how HPE SimpliVity’s new way to handle data achieves dramatic improvements in efficiency, availability, complexity, and costs with purpose-built data management and storage capabilities.

Red 17 – Presidio

Presidio VMware Cloud on AWS Introduction and Technical Deep Dive

Presidio is one of the very few VMware partners that participated in the VMware Cloud on AWS Beta that began in August 2017. VMware Cloud on AWS allows your teams to migrate existing assets to the AWS Cloud quickly by using tools you are already familiar with. VMware Cloud on AWS brings VMware's enterprise class Software-Defined Data Center software to Amazon's public cloud, delivered as an on-demand, elastically scalable, cloud-based VMware sold, operated and supported service for any application and optimized for next-generation, elastic, bare metal AWS infrastructure. This solution enables customers to use a common set of software and tools to manage both their AWS-based and on-premises vSphere resources consistently. In this session Presidio Cloud Architects use practical, real world customer deployment examples to dive deep on hybrid cloud network connectivity, data protection best practices, and AWS native service integrations

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Red 18 – NetApp

HCI or: How I Learned to Stop Worrying about Storage and Love the Cloud

How do you design and manage a software-defined datacenter that consolidates workloads while using multiple hypervisors either on premise or across diverse cloud environments?

Join us to learn how NetApp Element OS and NetApp HCI liberate operations, consolidate silos, and bring higher levels of application agility. We'll evaluate next generation architecture like Quality of Service (QoS) and API automation that enables SLAs and workload consolidation.

Our session will discuss:

- Why does Quality of Service (QoS) matter to applications?
- How consolidated workloads enable private and hybrid clouds
- Why can't a virtualization or application team alone provision and deploy resources as needed?

Red 19 – Datrium

Datrium – Converging Compute, Primary Storage, Backup Storage and the Public Cloud

Datrium's next gen converged infrastructure blurs the lines on what is possible:

- Simplicity of a single vendor platform
- Cost efficiency of software defined – bring your own 3rd party servers & SSD
- Performance benefits of in host SSD – Fastest IOmark ever
- Granular IO scaling of HCI
- Capacity scaling of a scale out SAN
- Simple, fast and granular backup and recovery of a dedicated solution
- The ability to leverage the AWS for these functions with the new Datrium Cloud DVX

Please stop by!

Red 20 – Carbonite

Crisis Averted! Disaster recovery designed to avoid disaster

The outage is guaranteed. Every IT organization, every company, everywhere will have an outage in 2018. The disaster, however, is entirely optional. The lost revenue, the angry customer calls and the executive pressure all result not from the outage – but from the recovery time, data loss and visibility of the outage. Learn how you can prepare for those inevitable outages with strategies that optimize your risk tolerance to your budget, all from the leader in data protection: Carbonite.

Red 21 – f5

Federate your world: Identity as the New Security Perimeter in multi-cloud world of o365, AWS, and beyond

With the rapid transformation of data centers architectures to blend of on premise, private and public cloud, the traditional security perimeter is long gone.

Today's IT manager is now faced with securing access to a host of SaaS apps (Office 365, Salesforce, Workday, Service Now, Concur etc.), applications in public cloud (AWS, Azure, Google), and legacy applications, that can't be lifted and shifted into the cloud. In this new hybrid cloud world, user identity has become the new perimeter. In this 45 minute technical discussion, we will take the audience through, leveraging federated identity management, SAML and single sign-on to create an identity based security perimeter for the multi-cloud world. The audience will also learn how to better simplify and secure ADFS deployments. We will discuss how several Fortune 500 companies, have deployed universal access architectures, federating access to SaaS, legacy applications, incorporating VDI deployments and leveraging the leading MFA solutions, to create this new security perimeter based on identity.

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Red 22 - Versatile

Make the most of any cloud...anywhere

Introduction

- Cloud on-demand overview

Discussion on Management/Billing

- Understanding your costs in the cloud (financial aspect)
- OpEx vs CapEx. Only pay for what you use and scale flexibly with your business needs.

Integration/Expansion:

- Amazon Web Services (AWS) new feature set, integration of VMware
- Migrating to the Cloud can give major workflow and business benefits. Leverage the cloud responsibly with an expert cloud migration strategy. Safely navigate the risks involved with cloud integration and deployment.

Demo: Integration of AWS / VMware

Q&A

Red 23 – Cohesity

Remaking Secondary Storage

Hyperconvergence, public clouds and software-defined datacenters are transforming enterprise IT. However, scant attention has been paid to the fragmented and inefficient secondary storage silos that comprise 80% of the storage in the data center. Cohesity tackles this problem, starting with data protection workloads, and expanding into file services, test/dev and analytic workloads, by consolidating and simplifying these silos with a web-scale, software-defined infrastructure that spans both on-premises and the public cloud.

Red 24 – Dell EMC

Transforming Your Virtual Infrastructure with All-Flash Storage: Architecture, Best Practices and Customer Examples

Come join us to learn new infrastructure best practices for consolidating mixed-workloads, building agile private clouds and deploying no-compromise virtual desktops with Dell EMC XtremIO & VMAX All Flash storage arrays. We will cover both native integrations and VMware plug-ins, including Storage APIs, SRAs, VSI, ESA, and more! During this session, you will also learn how content-aware, intelligent in-memory metadata based All-Flash architecture can deliver VM

cloning at memory speed as well as manage copy data efficiently for virtualized mixed workloads while delivering high performance with consistently low latency.

Red 25 – Whalley Computer Associates

WHAT? Microsoft 365 saves time and money

There are number of new features that would allow you to retire other software, eliminating cost. It also increases your efficiency by dramatically reducing deployment time while increasing security.

365 Advantages:

Efficiency

- Always up to date version
- Self-service deployment.
- Cloud-based management.
- Reduce TCO with consolidated solutions.

Security

- Protect identity, apps, data & devices
 - Thwart advanced threats.
 - Manage data archiving, governance & discovery.
 - Powered by Microsoft Intelligent Security Graph.
 - Accelerate GDPR compliance.
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Red 26 – rubric

Backup is dead.

Find out how to move away from the same old boring backup and secondary storage solutions to a platform which allows you to manage infrastructure as code and deliver immediate value back to your customers. With real-world demos of interacting with REST APIs, use-cases, and architecture deep-dives, join this session to learn how you can transform your infrastructure for the better.

Red 29 – Zerto

Proactive Automation of DR Protection Strategy with Zerto Virtual Replication

As virtualized and hybrid cloud environments grow and scale, so too does the requirement to abstract a system administrator from the minutiae of day-to-day tasks. This concept has been consistent across the entire datacenter spectrum; compute, storage, and network resources rely on abstracted, software-defined tools to accomplish what used to be specific tasks such as deploying VMs, carving out storage, or changing IP addresses. So too has data protection become more and more abstracted, and one way to accomplish a proactive protection scheme is through the use of REST APIs.

Join Zerto Solutions Engineer Alex Schenck in a discussion surrounding automation and orchestration as he takes you through a proactively protected environment through the use of the Zerto API. All levels of environments welcome; creative solutions are of course what scripting is all about!

Red 30 – Cisco

Build an Intent-Based Data Center With HyperFlex

As business and application needs change for customers, the need for infrastructure to be equally responsive, agile, and scalable has become not just a nice-to-have; it's now a crucial necessity. Do you have infrastructure operational challenges? Are you searching for ways to create a pay-as-you-go model for infrastructure acquisition? Is granular scalability as important to you as ultimate scalability? Enter Cisco HyperFlex. It is the most advanced, complete, and compelling hyperconverged solution available to customers today, building on the industry-leading UCS foundation. HyperFlex will solve those challenges and set you up for success with easy deployment, management, and growth. We will introduce HyperFlex in depth, its business value, our unique strengths in the market, and give you an in-depth look at the differentiating features of the

product. In this session you will hear from Cisco experts as well as customers that have successfully used HyperFlex to streamline their operations.

Blue Level

Blue 10 – WEI

Physical or VDI – Managing Users & App Delivery

It's the year of VDI (again)! Having heard this for the past 6 years, it gets old, but you know what? WEI has had more VDI projects in 2017 than the past 4 years combined.

Regardless of why, the team at WEI has found that managing users' profiles, experience, & delivering applications to users are all obstacles that we help our customers work through, & wanted to show you how you can get started...even WITHOUT having VDI up and running.

Why does this matter? Managing user data & delivering the applications they need are key to managing desktops,....not just in a VDI environment.

A (very) short recap of VMware View's components, then showing how to setup & use VMware User Environment Manager (UEM) & App-Volumes. UEM will provide a way to manage a user's profile & application settings, while App-Volumes provides a method for delivering applications to users.

Walk away from this session with the knowledge that you can start working with these tools to see if they are the right tools for you.

Blue 13 – Lenovo

Lenovo Data Center and Networking Solutions

Build the future-defined data center

Navigating change requires a clear strategic vision backed by a trusted partner that delivers the capabilities you need, when you need them, at a competitive cost. Working with leading industry partners, Lenovo develops solutions built to handle today's most essential workloads faster and more reliably, delivering the capabilities you need to excel today – and tomorrow. This discussion highlights Lenovo's Solutions portfolio and their role in today's Data Center.

Blue 14 – Continental Resources

VMware NSX 6.3 Technical Overview

Software-defined networking solutions can be confusing but they don't have to be. Learn how VMware NSX reduces complexity in your network and simultaneously enhances network security through microsegmentation.

Blue 16 – Liquidware

No More Hype: How to manage and integrate with next generation Cloud Computing -----

The term 'Cloud' has been used and abused for the last 10 years. During that time, Cloud Computing has graduated from a model that only benefits contractors and off-shore workers into something that nearly every employee in your company can benefit from. Join Liquidware's session to learn how you can employ these next generation workspaces and have them seamlessly coexist with your desktop, laptop, server, and even hosted application environments across modern (and not-so modern) operating systems!

Blue 17 – RedHat

Automating Container Deployment on Virtualization with Ansible: OpenShift on Red Hat Virtualization

Virtual machines and containers are not necessarily in competition - in fact, in many situations they are complementary. And the deployment of containers and their underlying VMs can be completely automated with Ansible - providing an on demand environment for production and development. Find out how in this session with Laurent Domb of Red Hat. He will provide slides and a demonstration.

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Blue 18 – Nutanix

Today and Tomorrow: A Roadmap

It's been an exciting year for the Nutanix family!

This year has been a year of milestones, including the move from a pure hyper-converged solution to the destination of building the Enterprise OS. Your ability to manage all clouds is our goal, and the most recent and future AOS releases will help you achieve that goal. We'd love the opportunity to show you the improvements in our most current release of AOS 5.5; Acropolis File Services, near time synchronization, CALM, Prism Pro, and Data Encryption at Rest. We will also take some time to explore our near future roadmaps, including Nutanix XI cloud, two-node ROBO's, and Micro-segmentation. Nutanix is poised to bring "one-click simplicity" to the full IT stack. Please join us in our discussion!

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Blue 19 – Tintri

Three reads Tom Brady would use to choose storage for virtualization

Abstract (max 500 spaces): Every quarterback has multiple reads during any given play.....The difference is, how accurately they can see those passing lanes open to them. Nobody does that better than the GOAT, Tom Brady. This session is designed to show you how Tintri provides visibility into those passing lanes, isolates performance for individual targets, and control of the entire virtualization field. Visibility into the behavior of each virtual machine, the ability to isolate performance of each virtual machine, and the tools to control your entire virtualization environment efficiently will ensure your success.

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Blue 22 – Pivot3

Simpler VDI with QoS and NVMe-based Hyperconverged featuring Southern NH Health

Pivot3 examines the economic factors and their impact in VDI projects, and through discussion with Kate Corbin, Desktop Configuration Engineer, Southern New Hampshire Health. Attendees are invited to understand why cost/performance is king in HCI based VDI solutions.

Presenters:

Vikram Belapurkar, Senior Product Marketing Manager, Pivot3

Kate Corbin, Desktop Configuration Engineer, Southern New Hampshire Health

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Blue 26 – Winslow Technology Group

How To Build Your Own Hybrid Cloud

“There’s a boomerang of companies moving to public cloud coming back on-premise.” – Michael Dell

As the public cloud swells to an expected \$68B in the next 2 years, there is an opportunity to leverage all that the public cloud offers to turn your IT into a

competitive advantage. How do you get started? How do you identify the workloads that should go to a public cloud provider, and which workloads belong in an on-premise private cloud? Discover the easiest ways to reduce your on-premise footprint without re-architecting your applications.

Blue 27 – Reduxio

Stagnation kills. Adapt or die. Leverage modern data management tools with Reduxio and be better protected than ever for any data eventuality.

When leveraging "tried and true" data center storage methodologies you definitely reduce risk, but if you don't keep your eye on the next process changing movement, you are introducing new risk. How to stay one step ahead when the digital world moves faster than you can update all your corporate defenses? How to keeping data flowing and add real value to the business. Reduxio allows a company to take control of their data life cycle, always, continuously, in real-time.

DATA NOW, no unnecessary delays on the data path. But there is more than just latency, you need instant access to your "data when."

DATA WHEN, your current data may be corrupt, it may be exposed, when is the exact moment you need that data to be from. You need it back now, every second costs the business money.

DATA HOW, no one cares when they ask, they just want their data. They want it to be working for them, valid transactions moving the business forward.

Come see how to enable this new process engine in your environment. Sonos Play 1 speakers will be given away by lottery in each of the 3 breakouts.