

SNW Europe Channel Summit Agenda - Monday 27th October 2008

14:00	14:30	Registration	
14:30	14:45	Opening remarks and introduction (John Chapman, IT Europa & Keith Humphries, euroLAN)	
14:45	15:00	Successful Emerging Technologies for IT Infrastructure (Ken Male, TheInfoPro)	
15:00	15:15	Channel Partner Differentiation Through "Green" (Paul Myerson, Channel Analyst, ESG)	
		Track A - Technology Opportunities	Track B - Business Programs
15:20	15:40	CS71 - 'Enterprise Storage Hierarchies, how to adjust for high I/O and low energy bills' - Brendan Collins, VP - Hitachi GST Europe	CSB1 - 'The FibreCAT promise: Making Storage Business Easy' - Marcus Schneider, Director Storage Product Marketing, Fujitsu Siemens Computers
15:45	16:05	CS72 - 'SAS Interface Technology and Opportunities' - Julius Faubel, PreSales Manager Central Europe, Overland	CSB2 - 'Data Center Fabric Architecture, Expanding opportunities' - Barbara Spicsek, Senior Director Sales EMEA, Brocade
16:05	16:25	Break in Level C2 Foyer	
16:25	16:45	CS73 - 'De-Duplication - Solve your customer's Data Protection Challenges in a Virtual World' - Gabriel Chaher, Sr. Director, International Product & Field Marketing, Quantum	CSB3 - 'Increased Revenue: Driving up your SAN attached rate' - Craig Skelton, Director, Channel Sales EMEA, Emulex
16:50	17:10	CS74 - 'How you can free your customers from restrictions in their backup environment' - Daniel Brunnert, Regional Sales Manager, Syncsort	CSB4 - 'Making the difference with a unique high-end technology' - Joao Silva, Partner Sales Manager EMEA, 3PAR
17:15	17:35	CS75 - 'Virtual Server needs Virtual Storage' - Philipp Lisci, Account Exec & Martin Schulz, Senior Consultant, EqualLogic. Dell	CSB5 - 'The road ahead for HP StorageWorks' - Neal Clapper, StorageWorks VP EMEA, HP
17:40	17:55	Building effective vendor relationships: results from the IDC's Storage Channel Survey (Nick Sundby, Director Storage Consulting, IDC)	
17:55	18:00	Closing remarks	
18:00		SNW Europe Welcome Reception in Hall 5	