



Fujitsu TechCommunity Workshop 2022

11th – 13th Oct. 2022
Barcelona, Spain





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11.10.2022 | 16:30-17:00 | Breakout Sessions

11.10.2022 | 16:30-17:00 | Enterprise Data Management Services in a Multi-Cloud World €0.00

11.10.2022 | 16:30-17:00 | The (r)evolution of Intel vPro (NDA) €0.00

11.10.2022 | 16:30-17:00 | Next generation HCI with Primeflex €0.00

11.10.2022 | 17:05-17:35 | Breakout Sessions

11.10.2022 | 17:05-17:35 | Fujitsu and Commvault: The Power of AND €0.00

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11.10.2022 | 16:30-17:00 | Enterprise Data Management Services in a Multi-Cloud World €0.00

11.10.2022 | 17:05-17:35 | Fujitsu and Commvault: The Power of AND €0.00

12.10.2022 | 09:00-10:00 | DC Network automation out-of-the-box €0.00

12.10.2022 | 10:30-11:30 | New generation of PRIMEFLEX for Microsoft Storage Spaces Direct with Windows Server 2022 €0.00

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11.10.2022 | 16:30-17:00 | Enterprise Data Management Services in a Multi-Cloud World test test

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12.10.2022 | 10:30-11:30 | New generation of PRIMEFLEX for Microsoft Storage Spaces Direct with Windows Server 2022 test test

CANCELLATION POSSIBLE

11.10.2022 | 17:05-17:35 | Fujitsu and Commvault: The Power of AND test test

Purchase overview

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12.10.2022 | 10:30-11:30 | New generation of PRIMEFLEX for Microsoft Storage Spaces Direct with Windows Server 2022 €0.00

12.10.2022 | 13:00-14:00 | Enhance VDI with Device as a service €0.00

Agenda overview

| Tuesday 11 th October | | Wednesday 12 th October | | Thursday 13 th October | |
|---|--|------------------------------------|--------------------------------|-----------------------------------|----------------------------------|
| Arrivals 12:00 – 13:00 LUNCH | | 09:00 – 10:00 | Workshop series 1 | 09:00 – 10:00 | Workshop series 6 |
| | | 10:00 – 10:30 | Break – networking opportunity | 10:00 – 10:30 | Break |
| | | 10:30 – 11:30 | Workshop series 2 | 10:30 – 11:30 | Workshop series 7 |
| | | 11:30 – 13:00 | LUNCH – networking opportunity | 11:30 – 12:30 | Goodbye – networking opportunity |
| 13:00 – 13:20 | WELCOME | 13:00 – 14:00 | Workshop series 3 | 12:30 – 13:30 | LUNCH |
| 13:20 – 14:00 | Fujitsu Technical Keynote | 14:00 – 14:30 | Break – networking opportunity | | |
| 14:00 – 14:30 | Gold Sponsor Keynote - Intel | 14:30 – 15:30 | Workshop series 4 | | |
| 14:30 – 14:45 | Break | 15:30 – 16:00 | Break – networking opportunity | | |
| 14:45 – 15:15 | Gold Sponsor Keynote - Microsoft | 16:00 – 17:00 | Workshop series 5 | | |
| 15:15 – 15:45 | Gold Sponsor Keynote - Veritas | 17:00 – 18:00 | Time to get fresh | | |
| 15:45 – 16:15 | Gold Sponsor Keynote - VMware | 18:00 – 23:00 | Dinner | | |
| 16:15 – 16:30 | Break | | | | |
| 16:30 – 17:00 | BreakOut Session Series 1 – Intel, Veritas, VMware | | | | |
| 17:05 – 17:35 | BreakOut Session Series 2 – Brocade, Commvault, Juniper, NetApp, Nutanix | | | | |
| | Time to get fresh | | | | |
| 19:00 – 23:00 | Dinner | | | | |

Complete Agenda

Tuesday 11th October

| | | | | | | |
|-------------------------|---------------|--|--|--|---|--|
| | 12:00 - 13:00 | LUNCH | | | | |
| Keynote | 13:00 - 13:20 | WELCOME by Fernanda Catarino, Head of Channel, Alliances & Ecosystems, Fujitsu European Platform Business PLENARY (MR09-10) | | | | |
| Keynote | 13:20 - 14:00 | Fujitsu Technical Keynote by Udo Würtz, Chief Data Officer, Fujitsu European Platform Business PLENARY (MR09-10) | | | | |
| Keynote | 14:00 - 14:30 | Intel in Europe – Fabs for the Future & Leading Technology for Today Joachim Aertebjerg, Intel PLENARY (MR09-10) | | | | |
| | 14:30 - 14:45 | Break | | | | |
| Keynote | 14:45 - 15:15 | Building the Hybrid 2.0 with Microsoft Christophe Le Roux, Microsoft PLENARY (MR09-10) | | | | |
| Keynote | 15:15 - 15:45 | The Data Driven Transformation Petter Sveum, Veritas PLENARY (MR09-10) | | | | |
| Keynote | 15:45 - 16:15 | Making sense of the Cloud Chaos with VMware, Alex Matthews, Greg Byrne (VMware) PLENARY (MR09-10) | | | | |
| Keynote | 16:15 - 16:30 | Break | | | | |
| BreakOut Session Series | Schedule | MR. 03 | MR. 04.2 | MR. 04.3 | | |
| S1 | 16:30 - 17:00 | Enterprise Data Management Services in a Multi-Cloud World Petter Sveum | The (r)evolution of Intel vPro (NDA) Enrique Casterá García | Next generation HCI with Primeflex Ifan Evans | | |
| BreakOut Session Series | Schedule | MR. 03 | MR. 04.2 | MR. 04.3 | MR. 01 MR. 02 | |
| S2 | 17:05 - 17:35 | Fujitsu and Commvault: The Power of AND David Ambrosin, Jason Gerrard | Detective skills built into your data storage Jorge Gomez Navarrete | Juniper Apstra – Reliable, simple, and secure DC automation with intent-based networking Maria Hotjakov | Safeguard your SAN with Brocade Gen 7 Fibrechannel Ralf Derhardt | Nutanix Vision Mladen Nedelkovic, Zahi Bou Khalil |

Complete Agenda

Wednesday 12th October

| Workshop Series | Schedule | MR.07 | MR.02 | MR.01 | MR.03 | MR.05 | MR.14 | MR.06 | MR.13 | MR.08 | MR.12 |
|-----------------|---------------|--|--|---|---|---|---|--|---|---|--|
| S1 | 09:00 - 10:00 | The Magic behind the Fujitsu AI Test Drive - Learn more about Intel for AI Hind Azegrouz | DC Network automation out-of-the-box Matthias Bachhausen, Torsten Wolschläger | Hybrid Cloud Infrastructure with Azure Arc and Azure Stack HCI Thomas Maurer | uSCALE - More than a financial model Kevin McAlinden, Emanuel Barata | A Nutanix toolbox - Delivered to you directly from the PRIMEFLEX Solution Experts Michael Ahn, Markus Stitterich | Commvault HyperScale X and Metallic: scale-out and SaaS solutions fully integrated with Commvault's Intelligent Data Services Lukasz Chromik, David Ambrosin | ETERNUS AB/HB - the past, the present, the future Mateusz Banaś, Philipp Alfermann | How to win in SAP projects with Fujitsu: Superior Operations concept for Your SAP Landscape in a Hybrid World Michael Bucholz, | Updates on our VMware based PRIMEFLEX Solutions Stuart Macmillan, Michael Davis, Matthias Hehnen, Dr. Wilfried Stuetzgen | Pitch performance to win bids Hermann Schön |
| COFFEE BREAK | | | | | | | | | | | |
| S2 | 10:30 - 11:30 | The Magic behind the Fujitsu AI Test Drive - Learn more about Intel for AI Hind Azegrouz | Brocade Fibrechannel Innovations – Working with the G730 and the autonomous SAN Ralf Derhardt, Jonas Ranttilä | Your consultative technical backbone organisation within FUJITSU Oliver Plum, Marco Edel | New generation of PRIMEFLEX for Microsoft Storage Spaces Direct with Windows Server 2022 Jürgen Häckel | uSCALE For SAP Hussein Keilani, Hermann Eisenhans | Cyber Resiliency - Best Practices for Combating Ransomware Threats Petter Sveum, Michel Bormann | ETERNUS sizing and more... -deep dive into the performance layers Franz-Josef Weckopp, Lukasz Chromik | ETERNUS CS800 or why dedup target appliances are still relevant in the market Manuel Namuth | Detective skills built into your data storage Jorge Gomez Navarrete | Introducing the advantages of running SAP HANA on Nutanix Enterprise Cloud Andreas Martin |
| LUNCH BREAK | | | | | | | | | | | |
| S3 | 13:00 - 14:00 | Enhance VDI with Device as a service Dirk Böing, Thomas Duda UNICON | DC Network automation out-of-the-box Matthias Bachhausen, Torsten Wolschläger | Hybrid Cloud Infrastructure with Azure Arc and Azure Stack HCI Thomas Maurer | PRIMERGY under the hood Jürgen Häckel, Michael Ahn | Demystify unstructured and semi structured data for Data Protection / Privacy Aidan Jewell, Nick Pollard | Commvault HyperScale X and Metallic: scale-out and SaaS solutions fully integrated with Commvault's Intelligent Data Services Lukasz Chromik, David Ambrosin | Qumulo projects - a guide to successful deal closing and customer satisfaction Mateusz Banaś | On-Premises or Cloud - Decision support for IT leaders Dr. Hendrik Müller, Franziska Staudinger | 3 ways to build a Hybrid Cloud opportunity with your customer Simeon Holder, Andrew Arthur, Michael Davis | Why there is a need for modern file systems Jonas Ranttilä, Franz Josef Weckopp |
| COFFEE BREAK | | | | | | | | | | | |
| S4 | 14:30-15:30 | Enhance VDI with Device as a service Dirk Böing, Thomas Duda UNICON | Rancher 2.6 Technical Overview David Holder | Your consultative technical backbone organisation within FUJITSU Oliver Plum, Marco Edel | Piloting the PRIMEFLEX Deployment Portal, a tool to enable and assist pre and post sales engineers with delivering PRIMEFLEX Solutions Stuart Macmillan, Michael Davis | Nutanix and our Partners – Deliver on the promise of Cloud Native Mladen Nedelkovic, Zahi Bou Khalil | Cyber Resiliency - Best Practices for Combating Ransomware Threats Petter Sveum, Michel Bormann | ETERNUS DX/AF under the hood Lukasz Chromik, Franz Josef Weckopp | Demystifying Technologies – Revealing Storage Secrets René Hübel, Jonas Ranttilä | ETERNUS AB/HB - the past, the present, the future Mateusz Banaś, Philipp Alfermann | ETERNUS CS8000 Fundamentals Peter Krieglstein, Bernd Schnichels |
| COFFEE BREAK | | | | | | | | | | | |
| S5 | 16:00 - 17:00 | Brocade Fibrechannel Innovations – Working with the G730 and the autonomous SAN Ralf Derhardt, Jonas Ranttilä | On-Premises or Cloud - Decision support for IT leaders Dr. Hendrik Müller, Franziska Staudinger | ETERNUS DX/AF under the hood Lukasz Chromik, Franz Josef Weckopp | PRIMERGY under the hood Jürgen Häckel, Michael Ahn | Nutanix and our Partners – Deliver on the promise of Cloud Native Mladen Nedelkovic, Zahi Bou Khalil | Detective skills built into your data storage Jorge Gomez Navarrete | Monitor for incidents before they happen Jürgen Landsperger | uSCALE For SAP Hussein Keilani, Hermann Eisenhans | Updates on our VMware based PRIMEFLEX Solutions Stuart Macmillan, Michael Davis, Matthias Hehnen, Dr. Wilfried Stuetzgen | ETERNUS CS8000 backup appliance with integrated backup solution Bernd Schnichels, Peter Krieglstein |

Complete Agenda

Thursday 13th October

| Workshop Series | Schedule | MR. 07 | MR. 02 | MR. 01 | MR. 03 | MR. 05 | MR. 14 | MR. 06 | MR. 13 | MR. 08 | MR. 12 |
|-----------------|---------------|--|---|---|---|--|--|---|--|--|---|
| S6 | 09:00 - 10:00 | Improve your data protection strategy with Fujitsu and Veeam integration Łukasz Chromik | SAP on Azure - What to consider when building your SAP landscape Franziska Staudinger | Pitch performance to win bids Hermann Schön | PRIMERGY under the hood Jürgen Häckel, Michael Ahn | ETERNUS CS8000 easy healthcheck Peter Kriegelstein, Bernd Schnichels | Demystifying Technologies – Revealing Storage Secrets René Hübel, Jonas Rântilä | Monitor for incidents before they happen Jürgen Landsperger | Updates on our VMware based PRIMEFLEX Solutions Stuart Macmillan, Michael Davis, Matthias Hehnen, Dr. Wilfried Stuetgen | How to win in SAP projects with Fujitsu: Superior Operations concept for Your SAP Landscape in a Hybrid World Michael Bucholz | |
| COFFEE BREAK | | | | | | | | | | | |
| Workshop Series | Schedule | MR. 07 | MR. 02 | MR. 01 | MR. 03 | MR. 05 | MR. 14 | MR. 06 | MR. 13 | MR. 08 | MR. 12 |
| S7 | 10:30 - 11:30 | Rancher 2.6 Technical Overview David Holder | Demystify unstructured and semi structured data for Data Protection / Privacy Aidan Jewell, Nick Pollard | ETERNUS AB/HB - the past, the present, the future Mateusz Banaś, Philipp Alfermann | New generation of PRIMEFLEX for Microsoft Storage Spaces Direct with Windows Server 2022 Jürgen Häckel | 3 ways to build a Hybrid Cloud opportunity with your customer Simeon Holder, Andrew Arthur, Michael Davis | ETERNUS CS800 or why dedup traget appliances are still relevant in the market Manuel Namuth | ETERNUS sizing and more... -deep dive into the performance layers Franz-Josef Weckopp, Łukasz Chromik | Increase service levels and reduce costs of SAP IT Michael Buchholz, Dr. Hendrik Müller | What you always wanted to learn about SAP HANA on VMware vSAN (HCI - hyper converged infrastructure) ? Hans-Joachim Ostermoor | A Nutanix toolbox - Delivered to you directly from the PRIMEFLEX Solution Experts Michael Ahn, Markus Stitterich |

Keynotes

Fujitsu technical keynote

Description

Marketing is over...the real technical stuff is here by Udo Würtz!

Agenda

Fujitsu cool tech stuff

Speaker(s)

Udo Würtz



Udo Würtz is deputy Chief Data Officer (CDO of the Fujitsu European Platform Business. In his function he advises customers at C-level (CIO, CTO, CEO, CDO, CFO) on strategies, technologies and new trends in the IT business. Udo Würtz is intensively involved in Fujitsu's activities in the fields of artificial intelligence (AI), container technologies and the Internet of Things (IoT) and, as a Fujitsu Distinguished Engineer, gives lectures and live demos on these topics. He also runs his own YouTube channel on the subject of AI (<https://wiegehtki.de>).



Fujitsu rocks!



N/A



Please check the main agenda slide



30 min



Intel in Europe – Fabs for the Future & Leading Technology for Today



Intel Client and Datacenter Keynote



Intel



Please check the main agenda slide



30 min

Description

Intel is leading in investments in EU Chip Manufacturing being a key Partner to achieve the European Chips Act. Be ready to join a journey into the future of chip production in the EU and understand why Intel is already today creating leading chips for your customers.

Agenda

Keynote

Speaker(s)



Joachim Aertebjerg (Director of Technical Solution Sales EMEA Territories Intel Corporation)

Joachim Aertebjerg (Aertebjerg) is director of technical solution sales in EMEA Territories. In this position Joachim speaks on IT trends and strategies as well as manage teams of technical sales engineers who consult large customers on large IT projects from South Africa to Sweden.

Making sense of the Cloud Chaos with VMware



VMware Solution Portfolio



VMware



Please check the main agenda slide



30 min

Description

Keynote session with VMware outlining their vision on how we can jointly help customers move through their cloud chaos and develop a cloud smart approach, unlocking accelerated app development in any cloud, leading to greater business agility and velocity of innovation.

Agenda

- VMware's Transformation
- Our Vision
- The Cloud Smart Ecosystem
- Joint Opportunities

Speaker(s)

Alex Matthews



VMware's technical leader for our partners in EMEA, leading the Solution Engineering teams supporting our different partner routes to market covering Global Hardware Manufacturers and System Integrators through to Solution Providers and Services/Managed Services Partners.

Greg Byrne



Alliance Manager,
Multiple Global
partners across EMEA,
with VMware of 7
years

The Data Driven Transformation

Description

Customers are changing how they operate their key critical IT services, accelerating digital transformation, often without adhering to traditional IT operational best practices, such as data resiliency, disaster recovery, and data compliance. Consuming more and more public and private cloud services, with cost spiraling out of control, and cyber resiliency threats which are omni present and growing in severity. But data is at the key value driver for most if not all businesses today, and our reliance on always-on IT operations are growing, so our customers are looking for solutions and partners which let them manage the complexity and cost of this accelerated data driven transformation. How can we engage with our customers on these pivot points to create opportunities to help them effectively address these data transformational challenges?

Agenda

4 key aspects to the data driven transformation:

- Data Insight and Visibility
- Data Mobility
- Cyber Resiliency
- Data and Service Recovery

Speaker(s)

Petter Sveum



Petter has been designing and building storage, data protection, high availability, and disaster recovery solutions for over 20 years. He started working with Veritas in 2001 and now serves as the Chief Architect for the International region, engaging with a broad range of customers and partners, advising on best practices for data protection, service resiliency, and digital compliance, while they progress on their journey of digital transformation and cloud adoption.



The Data Driven Transformation



Veritas



Please check the main agenda slide



30 min



Building the Hybrid 2.0 with Microsoft



Hybrid 2.0



Microsoft



Please check the main agenda slide



30 min

Description

Keynote session - Building the Hybrid 2.0 with Microsoft

Agenda

- Market trends
- What is the Hybrid 2.0 : Microsoft vision
- Building the Hybrid 2.0 with Azure Stack HCI and Azure Arc
- Being ready for Hybrid 2.0 by Leveraging resources and programs

Speaker(s)



Christophe Le Roux leads the Modern Infrastructure Team who drives the sales of Windows Server and Azure Stack HCI in EMEA.

In Microsoft Industry & Partner Sales organization , the Modern Infrastructure Team help partners in their transition to Solution Provider and Cloud Provider leveraging Microsoft Hybrid technologies and programs. Engaged on top customer projects , the Team bring high level expertise and orchestration guidance.

Breakout Sessions

Enterprise Data Management Services in a Multi-Cloud World



Veritas Data Protection



Veritas



Time-slot(s) shown during the session registration process



30 min

Description

As cloud adoption accelerates and diversifies, the challenges of managing and protecting data grows. The challenge is to keep costs down, while managing the complexity of this new hybrid multi-cloud reality. The key is for IT to be able to take advantage of the elasticity and automation which the cloud offers, while still managing data, resiliency, security, and compliance challenges efficiently.

Agenda

Data Management for a Multi-Cloud World:

- Cyber Resilient
- Optimized for Multi-Cloud
- Autonomous Operations

Speaker(s)

Petter Sveum



Petter has been designing and building storage, data protection, high availability, and disaster recovery solutions for over 20 years. He started working with Veritas in 2001 and now serves as the Chief Architect for the International region, engaging with a broad range of customers and partners, advising on best practices for data protection, service resiliency, and digital compliance, while they progress on their journey of digital transformation and cloud adoption.

Next generation HCI with Primeflex



Hybrid Cloud



VMware



Time-slot(s) shown during the
session registration process



30 min

The Fujitsu logo, featuring the word "FUJITSU" in a red, sans-serif font with a stylized infinity symbol above the "i".

Description

Start your Cloud Smart journey with Fujitsu, bringing breakthrough performance and efficiency, all with vSAN 8 and Primeflex.

Agenda

Learn how to capitalize on new levels of performance, scalability, and resilience with vSAN Express Storage Architecture in vSAN 8 and PrimeFlex.

Speaker(s)



Ifan Evans

Ifan has been working as a Hybrid Cloud specialist for Global and Transformational partners at VMware for almost 2 years, delivering any app from any cloud delivered to any device. Before that he worked for Europe's largest reseller for 6 years as an Account Director focused on digital transformation projects.

The VMware logo, featuring the word "vmware" in a lowercase, bold, sans-serif font.

The (r)evolution of Intel vPro (NDA)

Description

The (r)evolution of Intel vPro is here. With all new Intel vPro Essentials SMBs enjoy enterprise class security and manageability targeted to their needs.

Agenda

Intel vPro

Speaker(s)



Enrique Casterá García - CCG Technical Sales Specialist, EMEA

Currently working in CCG Commercial Sales looking after EMEA customers with focus on vPro client sales. Joined Intel in 2015 in the Education team. Previously to Intel 20+ years of experience working in several multinationals such as Nokia, Microsoft, Telefonica R&D and also in dynamic tech startups -one of those was acquired by Nokia-. Strong technical and engineering background, have performed all kind of roles ranging from Software, Engineering, Solution Architect, Product Management and Sales. MsC Telecommunication Engineering from Universidad Politécnica of Madrid.



Intel vPro – Enterprise and Essentials



Intel



Time-slot(s) shown during the session registration process



30 min



Detective skills built into your data storage



Data ONTAP



Netapp



Time-slot(s) shown during the session registration process



30 min

Description

With NetApp ONTAP data management software, you have detection capabilities built in. On box workload and data entropy monitoring, along with alerts about unexpected changes in Snapshot reserve size or storage efficiency, can all help detect a possible ransomware attack. With Cloud Insights' ability to detect user behaviour anomalies, combined with ONTAP intelligence, you can identify bad actors and abnormal storage behaviour. Active IQ will help identify the best practices in your environment to ensure the best possible outcome.

Agenda

- Who cares about ransomware
- NetApp cyber resiliency solutions
- ActiveIQ Digital Advisor
- Why do I need Cloud Secure

Speaker(s)

Jorge Gomez Navarrete



Jorge is a Consultant Solutions Architect with a primary focus on ransomware prevention and recovery, cyber resiliency, and data-centric portfolio security. This includes but is not limited to Zero Trust, Data Governance and Privacy Frameworks, Security Tools, and Security Best Practices. Jorge also helps customers migrating workloads to the cloud using NetApp Data Fabric solutions.

Fujitsu and Commvault: The Power of AND

Description

For over 10 years, Fujitsu and Commvault have been providing scalable and secure solutions to accelerate Digital Transformation from Core to Edge to Cloud. During the session we will cover Commvault HyperScale X, our scale-out solution based on Fujitsu servers and Metallic, our enterprise-grade, industry-leading data protection SaaS solution. You can combine HyperScale X and Metallic for hybrid cloud workloads to get a unified customer experience enabling on-premises air-gapped copies, while still enjoying the simplicity and flexibility benefits of a SaaS-delivered backup solution.

Agenda

- Introduction
- Hyperscale X Reference Architecture - Solution Overview
- Metallic - Solution Overview
- Wrap Up

Speaker(s)

David Ambrosin



EMEA/APJ Lead Sales Engineer at Commvault working with Alliance and Global System Integrator. Main focus on driving innovative initiatives, enablement and messaging, in the International region (EMEA and APJ) to accelerate partner success and help grow the businesses. 15+ years of experience in IT sector, multi-cloud, data management solutions and Enterprise customers.

Jason Gerrard



Jason Gerrard is Commvault's EMEA/APJ Sales Engineering Director – Channel, where he leads a team of SEs focused on driving innovative programmes of relevant and effective enablement & messaging, into Commvault's MSP, GSI, Distribution, VAR and Alliance partners to accelerate their success and help grow their businesses..



Commvault Data Protection



Commvault



Time-slot(s) shown during the session registration process



30 min



Juniper Apstra – Reliable, simple, and secure DC automation with intent-based networking



Networking



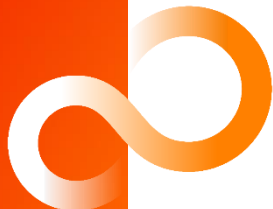
Juniper



Time-slot(s) shown during the
session registration process



30 min



Description

Juniper Apstra intent-based networking software supports to automate and validate the design, deployment, and operations of your data center network in multivendor environments. Apstra accelerates everyday operations with a single source of truth, powerful analytics, and root-cause identification, so you can quickly pinpoint and resolve issues. Learn why Fujitsu Sweden decided for Apstra in a bigger managed service project and how they are planning to introduce it. For management of EVPN-VXLAN and IP fabrics, Apstra significantly reduces deployment times with validated templates and zero-touch provisioning (ZTP). It also averts outages with predictive insights, shortens time to resolution, and diminishes human error with change control and fast, all-network rollback.

Agenda

- Juniper at a glance
- Apstra introduction and value proposition
- Fujitsu Sweden example

Speaker(s)

Maria Hotjakov, Juniper Sales Specialist Apstra



Maria looks back on more than 20 years in the IT industry, focusing on business development with partners in various roles at leading SW and HW vendors. In the last years she accompanied Fujitsu and is now focused on driving the value proposition of Juniper's one of the most exciting products "Apstra".

Nutanix Vision

Description

Since establishing and developing HCI, Nutanix continue to help customers and partners to benefit from the hybrid cloud. Nutanix will share our vision for what's ahead for multi-cloud management.

Agenda

- Cloud Adoption Modes
- Evolving beyond HCI
- Partnerships
- Product Strategy
- Key Product Initiatives

Speaker(s)

Mladen Nedelkovic



Mladen has been with Nutanix for nearly 3 years as part of the Systems Engineering team, with a background in Software Development.

Zahi Bou Khalil



Zahi has recently joined Nutanix as a Systems Engineer, supporting the Partner network



Multi Nutanix Products



Nutanix



Time-slot(s) shown during the session registration process



30 min



Safeguard your SAN with Brocade Gen 7 Fibrechannel



Brocade Gen 7



Brocade



Time-slot(s) shown during the session registration process



30 min



Description

Do not forget the Network - Customers do implement more demanding applications on powerful servers and NVMe storage. But Storage Area Network must be considered as well. We will speak about the advantages of Fibrechannel in manner of speed, security and Brocade's leading solutions and feature sets.

Agenda

- Overview
- Fibrechannel advantages
- Network and protocol considerations
- Security concerns?

Speaker(s)

Ralf Derhardt



Ralf is a Field Applications Engineer for Server & Storage Partners at Broadcom Inc. Since more than 12 years, he takes care about the technical relationship with Fujitsu, for Brocade Storage Networking products and started his IT- career in 1982.

Workshops

3 ways to build a Hybrid Cloud opportunity with your customer

Description

Learn about 3 approaches you can use to be relevant to your customer on their cloud journey - to enable you to have meaningful dialogue regardless of where the customer is with their cloud strategy. We will discuss how you can use your Enterprise IT technology experience to become a trusted advisor. The presentation will recap on the business value and relevance of Hybrid Cloud and then provide an overview of the products and offerings available as well as the resources that have been created.

Agenda

- Helping customer choose the right cloud for the right workload to support their business objectives
- Evaluating options and setting direction with assessment services
- Accelerate time-to-value with reference architectures for Hybrid Cloud for customers that already have a strategy

Speaker(s)



Hybrid Cloud / Consultative Selling



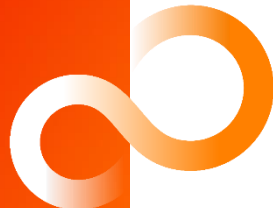
VMware, Microsoft, NetApp, Nutanix, Veritas



Time-slot(s) shown during the session registration process



60 min



Simeon Holder



Simeon Holder is a specialist in Hybrid cloud with over 20 years of sales & technical pre-sales across distribution and manufacturers. Simeon has been with Fujitsu for over 11 years 8 of which were in the UK Pre-sales team, with focus around Fujitsu and NetApp products.

Andrew Arthur



Andrew is a specialist in Hybrid Cloud with over 6 yrs experience in business development - with particular focus on NetApp, VMware and AWS. He has been with Fujitsu Product Business for 2 years, but worked in Fujitsu's ecosystem for over 15 years, including 8 years at NetApp.

Michael Davis



Michael is a Solutions Design Expert in EMEA Technical Competence Center for Datacenter/Integrated Systems. His background has covered product support and implementation for various technologies from Fujitsu's portfolio of hardware, with background knowledge of Microsoft, VMware and NUTANIX.

Cyber Resiliency - Best Practices for Combating Ransomware Threats



VERITAS / Data Protection



Veritas



Time-slot(s) shown during the session registration process



60 min

Description

Today, cybersecurity and the threat of ransomware attacks are top concerns for every industry throughout the globe. This session will focus on the solutions that comprise the industry's most comprehensive, compliant, and secure ransomware resiliency platform. Solutions which help provide valuable peace of mind, reduce risk, and ensure you can protect, detect, and recover your data and stay resilient against the ever-evolving threat of ransomware.

Agenda

6 steps which can be implemented to achieve Best Practices for Combating Ransomware Threats:

- Illuminate with Data Visibility
- Protect all Data from all Sources
- Implement Immutable and Indelible Storage and Air Gap
- Adopt Anomalous Activity Detection and Malware Scanning
- Optimize for Flexible and Rapid Recovery at Scale
- Implement non-disruptive Recovery Rehearsals

Speaker(s)

Petter Sveum



Petter has been designing and building storage, data protection, high availability, and disaster recovery solutions for over 20 years. He started working with Veritas in 2001 and now serves as the Chief Architect for the International region, engaging with a broad range of customers and partners, advising on best practices for data protection, service resiliency, and digital compliance, while they progress on their journey of digital transformation and cloud adoption.

Michel Bormann



Michel works in the field of data protection as a trainee in the Technical Competence & Enablement Team. He is based in Hannover, Germany and taking care of Veritas and Veeam.

Hybrid Cloud Infrastructure with Azure Arc and Azure Stack HCI



Microsoft Azure Stack HCI



Microsoft



Time-slot(s) shown during the session registration process



60 min

Description

For customers who want to simplify complex and distributed environments across on-premises, edge and multi-cloud, Azure Arc enables deployment of Azure services anywhere and extends Azure management to any infrastructure. In this session, Thomas Maurer will demonstrate the new Azure Arc capabilities for your Hybrid environment.

Agenda

- Multi and Hybrid Cloud Management and Governance
- Manage and Deploy Azure Stack HCI
- Using Azure as a Control plane for Linux, Windows Server, Kubernetes cluster, SQL DBs
- Azure Kubernetes Service in your datacenter and edge
- Deploy Azure services such as Logic Apps, Web Apps, Azure SQL, and many more anywhere

Speaker(s)



Thomas works as a Senior Program Manager & Chief Evangelist Azure Hybrid at Microsoft (Cloud + AI). He engages with the community and customers around the world to share his knowledge and collect feedback to improve the Azure hybrid cloud and edge platform. Prior to joining the Azure engineering team (Cloud + AI), Thomas was a Lead Architect and Microsoft MVP, to help architect, implement and promote Microsoft cloud technology.

If you want to know more about Thomas, check out his blog: www.thomasmaurer.ch and Twitter: www.twitter.com/thomasmaurer

The Magic behind the Fujitsu AI Test Drive - Learn more about Intel for AI



Intel® Xeon® Scalable processors and Intel OpenVINO™ Toolkit / Artificial Intelligence (AI)



Intel



Time-slot(s) shown during the session registration process



60 min

Description

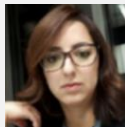
Fujitsu's AI Test Drive is a platform for data and AI based on a modern Cloud architecture. It demonstrates Fujitsu solution capabilities around the focus theme Data. With this showcase Fujitsu wants to generate new customer leads and projects. Potential customers install Fujitsu PRIMERGY Servers on-prem and can engage with Fujitsu to develop AI applications. The project leverages built in AI accelerators of Intel® Xeon® Scalable processors and Intel OpenVINO™ Toolkit and pre-trained models from the OpenVino Model Zoo. In this workshop you learn more on how to get started with AI on Intel with Fujitsu.

Agenda

- Demo Fujitsu AI Test Drive & Presentation on Intel OpenVino ToolKit (30min)
- Demo of Jupyter notebooks and Intel DevCloud (30 min)

Speaker(s)

Hind Azegrouz



Hind Azegrouz, PhD is EMEA Lead for Edge Inference at INTEL. Previous to her current role Hind Azegrouz was Data and AI architect for oil and gas company Repsol, Advanced analytics manager at Avanade, Advanced research fellow in Massachusetts Institute of Technology, research scientist at the Spanish National Center for Cardiovascular research. Hind Azegrouz pursued her PhD studies in the Edinburgh joint research institute (led by university of Edinburgh and heriot watt university) with focus on computer vision applications, she is also an electronics engineer from ENSEIB (Bordeaux, France). Hind Azegrouz is also assistant professor at IE business school where she teaches computer vision.

Updates on our VMware based PRIMEFLEX Solutions

Description

Providing an update on whats new in our VMware based PRIMEFLEX solutions. In this workshop we have a multi-speaker session with VMware and our TC&E Integrated Systems experts and our technical alliance manager from VMware bringing you up-to-date on our vSphere, vSAN and VCF solutions.

Agenda

- VMware to give an overview of vSphere+ and vSAN+ products
- PRIMEFLEX for VMware vSphere update on it latest options
- PRIMEFLEX for vSAN and the Ready Node approach
- VMware Cloud Foundation Hybrid Cloud offering and starter kits
- Where to find the configuration and upgrade guides and how to assemble it all with WebArchitect

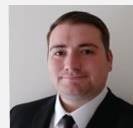
Speaker(s)

Stuart Macmillan



Stuart is a Senior Systems Consultant in EMEA Technical Competence Center for Integrated Systems.

Michael Davis



Michael is a Solutions Design Expert in EMEA Technical Competence Center for Datacenter/Integrated Systems.

Matthias Hehnen



Matthias works as a Technical Alliance Manager for global partners from VMware at EMEA level.

Dr. Wilfried Stuetzgen



Dr. Wilfried Stuetzgen is part of the European Integrated Systems Technical Competence team.



PRIMEFLEX for VMware vSphere; PRIMEFLEX for vSAN; VCF / PRIMEFLEX Solutions



VMware



Time-slot(s) shown during the session registration process



60 min



Brocade Fibrechannel Innovations – Working with the G730 and the autonomous SAN



FC Switching / Networking



Brocade



Time-slot(s) shown during the session registration process



60 min

Description

This session will provide a deeper insight into the recent Brocade innovations. We will take a look into the new switches G730, Fabric OS 9.1 and the related SAN management Tool SANnav. We also will provide guidance how to work with Fujitsu and Brocade portals.

Agenda

The new Brocade Enterprise Switch G730:

- Technology overview and comparison
- Planning considerations for new projects or tech refresh (eg. old 6520 or grown switch fabrics)
- The most important Fabric OS 9.1 innovations (VMID+, Advanced Traffic Optimizer, FPIN)
- The SANnav Management Portal 2.2.1

New security enhancements explained:

- Trufos - including how to access the certificates at the assist site, etc.
- The new Maintenance Account and Root Account removal

Speaker(s)

Jonas
Räntilä



Jonas is the Evangelist for Fujitsu Solutions in Europe. He has deep and broad knowledge of datacentre technologies and trends. With a background as a Microsoft and CISCO trainer and over 20 years' experience with storage systems, he often sought out to deliver presentations for various audiences. Jonas has been working at Fujitsu for over 10 years

Ralf Derhardt



Ralf is a Field Applications Engineer for Server & Storage Partners at Broadcom Inc.

Since more than 12 years, he takes care about the technical relationship with Fujitsu, for Brocade Storage Networking products and started his IT- career in 1982.

Commvault HyperScale X and Metallic: scale-out and SaaS solutions fully integrated with Commvault's Intelligent Data Services



Commvault Hyperscale X Reference
Architecture / Data Protection



Commvault



Time-slot(s) shown during the
session registration process



60 min

Description

Join this workshop to hear about Fujitsu and Commvault close collaboration to deliver fast, reliable and secure data protection solutions such as HyperScale X Reference Architecture.

You will have a closer look at technical details, licensing and sizing.

You will also see Metallic in action with a Live Demo!

Agenda

Hyperscale X Reference Architecture

- Sizing and Design
- Licensing
- Ransomware protection

Metallic

- Solution Overview
- Live Demo

Speaker(s)

Łukasz Chromik



Łukasz Chromik is an experienced backup and storage systems engineer at Fujitsu. He is focused on Pre- and Post-sales support for backup solutions and all ETERNUS AF/DX related topics. Łukasz joined Fujitsu Storage Consulting team in September 2019 as a Technical Consultant.

EMEA/APJ Lead Sales Engineer at Commvault working with Alliance and Global System Integrator.

Main focus on driving innovative initiatives, enablement and messaging, in the International region (EMEA and APJ) to accelerate partner success and help grow the businesses. 15+ years of experience in IT sector, multi-cloud, data management solutions and Enterprise customers.

David Ambrosin



DC Network automation out-of-the-box

Description

Saving time in planning, deployment and administration of small- up to complex Data Center Ethernet Networks. With Juniper Apstra, we will show you, how to plan and setup a modern Data Center network based on EVPN-VXLAN and how to manage it (live demo).

Agenda

- Intro Apstra
- Introduction FJ Sweden Project
- Planning & deployment
- Demo of Apstra Administration
- Q&A

Speaker(s)

Matthias Backhausen



Matthias is a senior IT consultant at Fujitsu with more than 20 years of experience in the Enterprise Network and DC area. He is based in Munich and supports the full range of the IP network portfolio of the European region. He is a member of the Technical Competence Center for Server, Storage and Network. Matthias is Juniper and Cisco CCIE certified.

Torsten Wollschläger



Torsten Wollschlaeger is Consulting Engineer at Juniper Networks and based in Stuttgart, Germany. Torsten is a 25+ years veteran in the networking industry, 15 years with Juniper and 5 years working with Juniper partners. He is responsible for technical enablement, joint solutions development and support of go-to-market activities for Juniper's global alliances partner Fujitsu.



Juniper Apstra / Networking



Juniper Networks



Time-slot(s) shown during the session registration process



60 min



Detective skills built into your data storage



Data ONTAP / Storage



NetApp



Time-slot(s) shown during the session registration process



60 min

Description

With NetApp ONTAP data management software, you have detection capabilities built in. On box workload and data entropy monitoring, along with alerts about unexpected changes in Snapshot reserve size or storage efficiency, can all help detect a possible ransomware attack. With Cloud Insights' ability to detect user behaviour anomalies, combined with ONTAP intelligence, you can identify bad actors and abnormal storage behaviour. Active IQ will help identify the best practices in your environment to ensure the best possible outcome.

Agenda

- Who cares about ransomware
- NetApp cyber resiliency solutions
- ActiveIQ Digital Advisor
- Why do I need Cloud Secure

Speaker(s)

Jorge Gomez Navarrete



Jorge is a Consultant Solutions Architect with a primary focus on ransomware prevention and recovery, cyber resiliency, and data-centric portfolio security. This includes but is not limited to Zero Trust, Data Governance and Privacy Frameworks, Security Tools, and Security Best Practices. Jorge also helps customers migrating workloads to the cloud using NetApp Data Fabric solutions.

Demystify unstructured and semi structured data for Data Protection / Privacy



Enterprise wide investigation software



Nuix



Time-slot(s) shown during the session registration process



60 min



Description

Data Privacy is now the corner stone of Data Management. Data protection should be at the forefront of IT policy. However, they can both present significant challenges when dealing with Unstructured or Semi Structured data. How can you protect files when they are potentially loose on endpoints? How do you determine privacy when you don't know you have private data and worse you don't know where it is!

Join Nuix to explore these challenges in detail.

Agenda

Learn techniques which will allow Compliance officers to understand what private data exists across their Enterprise including Unstructured & Semi Structured data, what risks it exposes and where it should be stored. Understand how Nuix can operate in a wider Eco System of technologies which enable Data Protection workflows. Learn solutions where Nuix can provide forensic level detail of data events which will enable better legal understanding of a data breach.

Nuix enables organizations to be a force for good, understand your part to play in enabling that.

Speaker(s)

Aidan Jewell



Aidan is an experienced digital forensic analyst having spent a decade performing casework for a number of police and government agencies before joining Nuix. Within Nuix, as Head of Pre-Sales, Aidan supports and leads the Global Solution Consulting team, enabling them to provide our customers with industry-leading service and expertise, be it pre-sales demonstrations and PoCs, or post-sales deployment and knowledge sharing.

Director, Strategic Alliances. Nick joined Nuix in 2016 as their Principal for the Security Intelligence & Analytics Division, EMEA. He has a comprehensive technical and practical background spanning forensics, eDiscovery, cybersecurity, and incident response. Nick is now focused on building successful strategic alliances across the EMEA region focused on Fraud, Corporate & Law Enforcement Investigations; Cyber Risk, Data Compliance and Information Governance and Litigation / Legal review.

Nick Pollard



Enhance VDI with Device as a service

Description

VDI makes it possible to significantly reduce administration efforts and to use old hardware for longer. We show you how to create significant added value for your customers with Desktop as a Service and create secure network environments, whether in the home office or in the office. Offer your customers flexible solutions that allow them to re-purpose old hardware or rely on the latest thin client technology.

Agenda

- Solution overview
 - Scout Server
 - Scout Console
 - Scout Cloud Gateway
 - Elias
- Tangible benefits for Reseller, Service Provider and customers
- Product Demo

Speaker(s)

Dirk Böing



Dirk Boeing is Presales Solution Engineer at Unicon. In this role, he is a trusted technical advisor for Unicon's customers and supports the sales team when it comes to technical topics. He has more than 20 years of experience in managing IT infrastructure and has been in a presales role for the last 7 years.

Thomas Duda joined Unicon's sales team as of 01. April 2022. He has been in the IT industry for more than 25 years. Prior to joining Unicon, Thomas was VP Sales and Business Development EMEA & APAC for iPass, a provider of global mobile connectivity and Egenera, a global cloud software & services provider. His career includes international management positions at leading technology firms such as Hewlett-Packard, The Santa Cruz Operation, Avaya, Novell in Germany and abroad.

Thomas Duda



Unicon eLux & Scout / Lean client software



Unicon



Time-slot(s) shown during the session registration process



60 min



Rancher 2.6 Technical Overview



SUSE Rancher / Containers, Kubernetes
and Hybrid-IT



Suse



Time-slot(s) shown during the
session registration process



60 min

Description

Join us for a technical demonstration of the key Rancher 2.6 features.

Agenda

Rancher Overview:

- Cluster management and lifecycle
- Logging, monitoring and observability
- GitOps with Fleet
- CIS Scanning, OPA
- Authentication, Authorisation and RBAC

Followed by:

- Open discussion / Q&A
- Invitation to a Rancher Rodeo event

Speaker(s)

David Holder



David works in the pre-sales engineering team at Suse, a former Rancher employee who specialises in Kubernetes and Containers.

Nutanix and our Partners – Deliver on the promise of Cloud Native



Multi Nutanix Products /
Cloud Native, Containers



Nutanix



Time-slot(s) shown during the
session registration process



60 min



Description

What are the challenges our customers face in their journey to modernise their IT infrastructure? What do Nutanix and their Partnerships offer together and how does our joint offering help our customers overcome their challenges? Experience from the field.

Agenda

- Nutanix Partnerships
- Joint Solutions
- Virtualized Compute: RHEL and AHV
- On-prem Cloud Native Stack: OpenShift on Nutanix HCI
- Customer Benefit
- Technical Resources

Speaker(s)

Mladen
Nedelkovic



Mladen has been with Nutanix for nearly 3 years as part of the Systems Engineering team, with a background in Software Development.

Zahi Bou
Khalil



Zahi has recently joined Nutanix as a Systems Engineer, supporting the Partner network

ETERNUS AB/HB - the past, the present, the future

Description

An interactive session to discuss the ETERNUS AB/HB series - the ins, the outs, the good, and the bad.

Agenda

- General portfolio summary
- Use-cases
- Few words on the Sizing Tool
- Short GUI demo
- Long discussion with both public and anonymous feedback

Speaker(s)

Mateusz
Banaś



Mateusz has more than 13 years of IT experience, with a focus on Consulting, Pre- and PostSales in the field of Storage, Backup and Disaster Recovery. Mateusz joined Fujitsu in 2019 as a Senior Technical Consultant supporting the wide family of ETERNUS Storage systems.

Philipp
Alfermann



Philipp has been with Fujitsu since 2013 and joined the Product Management team in 2017 with experience in Solution Development, Pre-Sales and Project Management. As a Product Manager, Philipp is responsible for Fujitsu's ETERNUS Online Storage Portfolio including 3rd Party Software Defined Storage and NetApp Products.



ETERNUS AB/HB / Storage



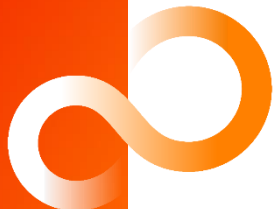
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Time-slot(s) shown during the session registration process



60 min



Demystifying Technologies – Revealing Storage Secrets



Storage



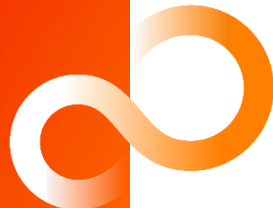
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Time-slot(s) shown during the session registration process



60 min



Description

With the Hype Cycle as a starting point we delve into some of the key technologies and uncover their true value. The session will help you to sort out the truth from the myth. Is Non Volatile Memory Express (NVMe) the sparkling diamond in the storage chest? Immutable Data Vaults - the "Holy Grail" for Data Protection? How the magic of innovation shatters the glass ceiling of classic File Systems! Join this magical journey and learn the most effective spells. Enabling you to guide your customers, avoid pitfalls and deliver real value for upcoming projects.

Agenda

- NVMe
- Immutable Data Vaults
- Qumulo

Speaker(s)

René Hübél



René Hübél is a motivational speaker, consultant and technology enthusiast who values commitment, collaboration and excellence. After five years as Head of Product Management for Storage, he now leads the Technical Competence Teams at Fujitsu Europe. With more than 20 years in the IT industry in various positions, he has an extensive background and expertise to support our partners and customers in the development and implementation of successful IT strategies.

Jonas is the Evangelist for Fujitsu Solutions in Europe. He has deep and broad knowledge of datacentre technologies and trends. With a background as a Microsoft and CISCO trainer and over 20 years' experience with storage systems, he often sought out to deliver presentations for various audiences. Jonas has been working at Fujitsu for over 10 years

Jonas Rantilä



Pitch performance to win bids

Description

Optimizing configuration to meet 100% customer needs. Tenders require a special performance number or a minimum Battery Runtime to be covered.

Money saving renewal Strategies for running CCD tenders. Running tenders might gain more margin when renewing the offers with latest technology.

Agenda

- Performance how to achieve the numbers
- Power Measurement
- Battery Lifetime Tipps and Tricks
- Optimizing Configuration
- Opportunities for running Tenders

Speaker(s)

Hermann Schön



Hermann Schön is a Senior Technical Consultant and over 15 years a member of the TC&E CCD consulting team. With focus on Fujitsu CCD, Hermann is a support expert in the field of performance and power consumption, working close together with R&D, sales, presales and customer. He is also a member of the BITKOM, where he defines guidelines for vendor-neutral tendering for Client Computing Devices together with competitors and customer.



CCD Performance & Power / CCD



N/A



Time-slot(s) shown during the session registration process



60 min



Monitor for incidents before they happen



Unicon Scout & eLux; Wanpulse proVconnect; Fujitsu LIFEBOOK E5412 / E5512 / CCD



N/A



Time-slot(s) shown during the session registration process



60 min

Description

Fujitsu FUTRO Thin Client managed easy. Never the less if eLux or Win10 IoT Enterprise is used as OS. Scout and eLux is a well know combination since years. New is the WanPulse solution proVconnect for Windows 10 IoT Ent. devices. Introduction of the New LIFEBOOK E5412 MTC - Mobile Thin Client

Agenda

- Introduction
- Scout and eLux new features in 2022
- Wanpulse proVconnect how it works
- Mobile Thin Client LIFEBOOK E5412 / E5512

Speaker(s)

Jürgen Landsperger



Jürgen Landsperger is a Senior Technical Consultant and over 20 years a member of the TC&E CCD consulting team. With a focus on Fujitsu Thin Client hardware and management software. Jürgen is working close together with sales, presales and customer, providing workshops and support PoCs.



Increase service levels and reduce costs of SAP IT



SystemInspection Service for SAP Solutions / SAP related DDS



N/A



Time-slot(s) shown during the session registration process



60 min

Description

“My SAP system is too slow,” or “SAP is hanging again” are typical examples of user complaints for IT admins. As a result, IT spends too much time fixing infrastructure problems instead of working on application modernization. By means of artificial intelligence, we analyze SAP landscapes, identify optimization potential, and achieve the right level of resources needed to meet future business requirements.

Agenda

- Product Overview
- Live Demo
- Customer Use Cases

Speaker(s)

Michael Buchholz



Michael Buchholz is a Senior Solution Architect with over 20 years' IT industry experience, having held a wide range of responsibilities within Fujitsu and other organizations. He has a very strong understanding of SAP technological trends and industry developments that can be strategically leveraged and aligned with business requirements to create value.

Dr. Hendrik Müller is a lead solution architect at Fujitsu with a focus on innovations around SAP and hybrid cloud. Besides 15+ scientific publications in the field of business informatics, he is co-author of the two German SAP PRESS books for SAP HANA database administration. In his current role, Hendrik seeks at bridging science and industry through innovative research artifacts, which create immediate customer value.

Dr. Hendrik Müller



What you always wanted to learn about SAP HANA on VMware vSAN (HCI - hyper converged infrastructure) ?



PRIMEFLEX for VMWare vSAN Extension
SAP HANA / SAP Infrastructure



N/A



Time-slot(s) shown during the session registration process



60 min

Description

"My SAP HANA Infrastructure is too complex", or "SAP HANA on premise is too costly" are typical examples of user complaints in IT administration. As a result, IT admins spend too much time fixing infrastructure problems instead of working on application modernization. By means of VMware vSAN and PRIMERGY we are able to simplify building and scaling SAP landscapes smartly. Furthermore we can lower the level of effort needed to meet future business requirements.

Agenda

- Product Overview
- Live Demo
- Customer Use Cases

Speaker(s)

Hans-Joachim Ostermoor



Hajo Ostermoor in his role as Senior System Architect at Fujitsu has gained 20+ years of experience in many SAP projects, especially with PRIMERGY for SAP Landscape and SAP HANA with all aspects of virtualization. Since 2018 his focus is on establishing HCI solutions for SAP HANA in the PRIMERGY portfolio.



Introducing the advantages of running SAP HANA on Nutanix Enterprise Cloud



PRIMEFLEX for Nutanix Enterprise Cloud
Extention SAP HANA / SAP Infrastructure



N/A



Time-slot(s) shown during the
session registration process



60 min

Description

In this session we will provide an overview over our SAP HANA on Nutanix Enterprise Cloud products. Explore the different options in the architectures as well as their benefits. Furthermore, we will present you some of these options in a live demo.

Agenda

- Introduction
- Product Overview
- Live Demo

Speaker(s)

Andreas Martin



Andreas Martin is a solution architect with a background of SAP Basis and SAP HANA experience. At the global SAP Competence centre he is responsible for pre- and post-sales of SAP HANA on PRIMEFLEX for Nutanix Enterprise Cloud.

SAP on Azure - What to consider when building your SAP landscape



Hybrid Cloud Assessment Service for SAP Workloads / SAP related DDS



N/A



Time-slot(s) shown during the session registration process



60 min

Description

Public Clouds are a topic everyone comes across regularly and it seems to be quite difficult to get a full picture of what you need for a SAP landscape in Azure. We will take a look at the relevant building blocks to build up a working SAP landscape. Furthermore, we will compare the benefits and possible pitfalls in planning, setting up and maintaining your cloud SAP landscape.

Agenda

- Introduction
- Building blocks for landscape
- Benefits & pitfalls in MS Azure

Speaker(s)

Franziska Staudinger



Franziska Staudinger is a solution architect with a background in business and electrical engineering and a focus on Microsoft Azure and SAP. Holding several Azure certifications she aims to enable customers to make the best decisions by providing all relevant information.

OnPremises or Cloud - Decision support for IT leaders



Hybrid Cloud Assessment Service for SAP / SAP related DDS



N/A



Time-slot(s) shown during the session registration process



60 min

Description

Which is the best operating environment for a customer's SAP landscape? The answer highly depends on the workload and on the person you ask. Therefore, let's measure the workload and ask algorithms instead. Our hybrid cloud assessment service for SAP feeds optimization algorithms with customer needs and measured SAP workload data. We test millions of solution designs, including on-premises infrastructure and cloud regions, for their fulfillment of individual customer requirements. A neutral and comprehensive cost comparison, developed by our scientific partner, will be the basis for data-driven decision support.

Agenda

- Introduction
- DDS solution
- Customer example

Speaker(s)

Dr. Hendrik Müller



Dr. Hendrik Müller is a lead solution architect at Fujitsu with a focus on innovations around SAP and hybrid cloud. Besides 15+ scientific publications in the field of business informatics, he is co-author of the two German SAP PRESS books for SAP HANA database administration. In his current role, Hendrik seeks at bridging science and industry through innovative research artifacts, which create immediate customer value.

Franziska Staudinger



Franziska Staudinger is a solution architect with a background in business and electrical engineering and a focus on Microsoft Azure and SAP. Holding several Azure certifications she aims to enable customers to make the best decisions by providing all relevant information.



How to win in SAP projects with Fujitsu:

Superior Operations concept for Your SAP Landscape in a Hybrid World



PRIMEFLEX for SAP Landscapes / SAP Infrastructure



N/A



Time-slot(s) shown during the session registration process



60 min

Description

Future-proof, highly scalable & flexible infrastructure solution for SAP environments in combination with an integrated operations concept for on-premise & cloud SAP systems - Learn how you benefit from a flexible and superior operations concept for SAP hybrid environments without falling into the cloud cost trap.

Agenda

- Product overview
- Live demo

Speaker(s)

Michael Bucholz



Michael Buchholz is a Senior Solution Architect with over 20 years' IT industry experience, having held a wide range of responsibilities within Fujitsu and other organizations. He has a very strong understanding of SAP technological trends and industry developments that can be strategically leveraged and aligned with business requirements to create value.



Your consultative technical backbone organisation within FUJITSU



Data Centre



N/A



Time-slot(s) shown during the session registration process



60 min

Description

Get an overview about the support offerings of the FUJITSU Technical Competence and Enablement team and see how we can support you to win projects.

Agenda

We will explain of what TC&E offers for the colleagues and partners:

- Community, TOI, Newsletter, Presales support, Demos, POC and where to find informations.
- Remote Access capabilities with Munich and other Democenters
- Which possibilities are there to do live demos, remote demos, PoCs and Tests
- Information about centrally delivered services so support new projects

And we are looking forward to a dialog about your needs and how we could better support you to grow your business.

Speaker(s)

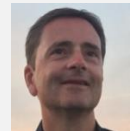
Oliver Plum



As Head of Technical Competence & Enablement for Data Center Solutions, Oliver Plum leads the technical back-level support for servers, storage, backup, integrated systems and networks for the Europe region.

Marco Edel is a IT professional with +25 years of experience in the area of data center solutions & services in particular in the SAP related DC infrastructure. He started his career in the SAP consulting services business (EDS); and held various management positions in sales, business development & consulting. Currently he leads the European technical competence & enablement team for SAP @Fujitsu providing support for pre & postsales to Fujitsu countries experts & to Fujitsu's end customers.

Marco Edel



Piloting the PRIMEFLEX Deployment Portal, a tool to enable and assist pre and post sales engineers with delivering PRIMFLEX Solutions



PRIMEFLEX Deployment Portal / PRIMEFLEX Solutions



N/A



Time-slot(s) shown during the session registration process



60 min

Description

In our goals to provide a quicker, smoother and simpler way to deploy PRIMEFLEX solutions we would like to update you on one of our latest innovations: PRIMEFLEX Deployment Portal. Here we will provide an overview and demonstration of how it can be used by Fujitsu and Partners to generate customer documentation, collect deployment data, and with some solutions create deployment scripts, enabling smoother and faster deployments for your customers.

Agenda

- Overview of what PDP is
- Background to why its been created
- Demo
- Differences depending on PF solution
- QA / general feedback - get lots of customer feedback

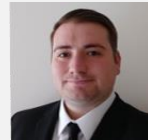
Speaker(s)

Stuart Macmillan



Stuart is a Senior Systems Consultant in EMEA Technical Competence Center for Integrated Systems. His background has covered various technologies from Fujitsu, VMware, NetApp, ETERNUS, Red Hat and HPC in an hands-on implementation role with customer facing focus, and more recently an alignment with container technologies and our related partners.

Michael Davis



Michael is a Solutions Design Expert in EMEA Technical Competence Center for Datacenter/Integrated Systems. His background has covered product support and implementation for various technologies from Fujitsu's portfolio of hardware, with background knowledge of Microsoft, VMware and NUTANIX. Michael provides pre-sales and post sales consulting with customer facing focus.



New generation of PRIMEFLEX for Microsoft Storage Spaces Direct with Windows Server 2022



PF4S2D / Primeflex Solutions



N/A



Time-slot(s) shown during the session registration process



60 min

Description

In this workshop we will be talking about the upcoming change to the new M6 server generation, with the latest information about the certification and release status of our PRIMEFLEX offering. This includes an overview of available resources and documentation material. We also want to give a brief overview of relevant Windows Server 2022 news. Additionally, we want to address challenges that we face in the PRIMEFLEX for Microsoft S2D area due to the general market situation, causing a shortage of crucial components. We will address how these may be solved and what steps we are taking to achieve a higher flexibility in our offerings. Lastly, we also are keen to get feedback on how S2D is adopted, which use cases are relevant and what challenges can be seen in customer projects.

Agenda

- Overview certifications
- M6 portfolio
- MAS HCI news

Speaker(s)

Jürgen Häckel



Juergen Haeckel is working for Fujitsu since 2001. He started in the 3rd Level support for PRIMERGY servers. Afterwards Juergen changed to a Competence Center Consultant for PRIMERGY and Networking. Here he is responsible for all PRIMERGY relevant topics from Backlevel Support to Presales and Postsales support. The Fujitsu Democenter is setup mainly by Juergen and his colleagues showcasing all those PRIMERGY solutions in Augburg (in the future in Munich). As an expert for all types of Fujitsu PRIMERGY servers, he also has a broad knowledge about Blade technologies and therefore is familiar with networking and fibre channel technologies. As a subject matter expert for PRIMERGY servers he has an broad overview about different operating systems, Hypervisor technologies and Manageability tools for PRIMERGY servers. Since 2014 his main focus is based on Hyperconverged Solutions in the Windows Environment. PRIMEFLEX Solutions for StorageSpacesDirect and AzureStack are top priorities for these solutions. For the Democenter Juergen is introducing many showcases like VDI based on Citrix / VMware and Microsoft (AVD) with Nvidia GRID and many more.

ETERNUS sizing and more...

deep dive into the performance layers



ETERNUS / Storage



N/A



Time-slot(s) shown during the session registration process



60 min

Description

Beat the competition with ETERNUS!

How can performance requirements be best implemented with Fujitsu tools?

Agenda

Configuration of ETERNUS series according to performance requirement

- tool handling
- estimation of maximum and minimum performance
- consideration of internal tasks e.g. copy,format and rebuild
- recommendation regarding customer requirements

Speaker(s)

Franz-Josef Weckopp



- 35 years of IT experience with 5 company transfers without changing employers (Nixdorf 1987 -> FUJITSU 2021)
- From product specialist to currently Lead Solution Architect
- 10 years internal trainer (worldwide)
- 20 years of storage 3rd level -> specialized in performance analysis

Lukasz Chromik



Lukasz Chromik is an experienced backup and storage systems engineer at Fujitsu. He is focused on Pre- and Post-sales support for backup solutions and all ETERNUS AF/DX related topics. Lukasz joined Fujitsu Storage Consulting team in September 2019 as a Technical Consultant.

ETERNUS CS800 or why dedup target appliances are still relevant in the market



ETERNUS CS800 / Data Protection



N/A



Time-slot(s) shown during the session registration process



60 min

Description

During this hour we will discuss, how dedup target appliances will ease the pain of SMB customers with growing heterogenous infrastructures and several backup SW vendors.

Agenda

- general use cases with ETERNUS CS800 M1, e.g. VEEAM Data Mover Service (VDMS)
- new features like Secure Snapshot to protect Data stored on a target appliance
- usage of VERITAS OST WORM to reach highest security even in small and medium sized infrastructure

Speaker(s)

Manuel Namuth



Manuel joined Fujitsu in 2011 after several engagements as Student employee, starting as an IT consultant for different Datacenter Products. As Product Manager he is now taking care for Data Protection Appliances for more than 4 years within the DC Portfolio Management Team.

ETERNUS CS8000

easy healthcheck

Description

This workshop gives you an insight of the ETERNUS CS8000 Status and how you can deeper manage and control the System(s).

Agenda

- easy control of several Systems in parallel
- detect indicators of issues and upcoming problems pro-active
- find Key Numbers and report them

Speaker(s)

Peter Kriegelstein



Peter is working as a Senior IT Consultant for Fujitsu for more than 15 years now, responsible for the ETERNUS CS8000, with a major focus on IBM Mainframe area. He is a member of the Technical Competence Center for Server, Storage and Network.

Bernd started his IT career to the end of the 90s as system administrator in a large German industrial company. After several years, he changed to Fujitsu and working in the Unix-based area, responsible of high availability and backup solutions. Since 2012 Bernd is working in different central organization units and taking care of Fujitsu ETERNUS CS8000 Data Protection Appliance with a major focus in the OpenSystem and archiving world and as migration expert.

Bernd Schnichels



ETERNUS CS8000 / Data Protection



N/A



Time-slot(s) shown during the session registration process



60 min



ETERNUS CS8000 backup appliance with integrated backup solution



ETERNUS CS8000 / Data Protection



N/A



Time-slot(s) shown during the session registration process



60 min

Description

CS8000 as archive storage with integrated backup solution. Protect your Data against Ransomware and Intrusion and as last line of Defense.

Agenda

- integrated backup possibilities
- Archiving and Worm Functionalities
- Hirarchical Storage Functionalities
- Airgap and several Data Storing (Backup) Functions

Speaker(s)

Bernd Schnichels



Bernd started his IT career to the end of the 90s as system administrator in a large German industrial company. After several years, he changed to Fujitsu and working in the Unix-based area, responsible of high availability and backup solutions. Since 2012 Bernd is working in different central organization units and taking care of Fujitsu ETERNUS CS8000 Data Protection Appliance with a major focus in the OpenSystem and archiving world and as migration expert.

Peter Kriegelstein



Peter is working as a Senior IT Consultant for Fujitsu for more than 15 years now, responsible for the ETERNUS CS8000, with a major focus on IBM Mainframe area. He is a member of the Technical Competence Center for Server, Storage and Network.

ETERNUS CS8000 Fundamentals

Description

This Workshop will give you an overview about ETERNUS CS8000 basics Functions.

The Fundamentals of Virtual Tape Library (VTL), Network Attached Storage (NAS) and Cloud Object Storage (COS) Techniques,

from this Appliance will be explained and shown.

Agenda

- only a Virtual Tape Library System?
- modular and highly scalable
- the NAS/ViNS System
- COSS (Cloud Object Storage Service)
- live Demo look and feel

Speaker(s)

Peter
Kriegelstein



Peter is working as a Senior IT Consultant for Fujitsu for more than 15 years now, responsible for the ETERNUS CS8000, with a major focus on IBM Mainframe area. He is a member of the Technical Competence Center for Server, Storage and Network.

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Bernd Schnichels



ETERNUS CS8000 / Data Protection



N/A



Time-slot(s) shown during the session registration process



60 min



ETERNUS DX/AF under the hood

Description

Let us take you on a journey through the latest news in ETERNUS AF/DX family, feature improvements which are industry 'must-have' in these days and see a live demo of ETERNUS storage system.

Agenda

- ETERNUS AF/DX: portfolio, features and latest improvements
- ETERNUS AF/DX demo session with Q&A

Speaker(s)

Łukasz Chromik



Łukasz Chromik is an experienced backup and storage systems engineer at Fujitsu. He is focused on Pre- and Post-sales support for backup solutions and all ETERNUS AF/DX related topics. Łukasz joined Fujitsu Storage Consulting team in September 2019 as a Technical Consultant.

Franz-Josef Weckopp



- 35 years of IT experience with 5 company transfers without changing employers (Nixdorf 1987 -> FUJITSU 2021)
- From product specialist to currently Lead Solution Architect
- 10 years internal trainer (worldwide)
- 20 years of storage 3rd level -> specialized in performance analysis



ETERNUS DX/AF/SF / Storage



N/A



Time-slot(s) shown during the session registration process



60 min



Improve your data protection strategy with Fujitsu and Veeam integration



Veeam / Data Protection



N/A



Time-slot(s) shown during the session registration process



60 min

Description

See the integration of Veeam into the FUJITSU portfolio and learn how to license Veeam environments with help of FUJITSU Web Architect. Get familiar with latest news about Veeam software and how it can support you in data protection strategy.

Agenda

- Veeam licensing explained
- Integration of Fujitsu products with Veeam software features
- Ransomware protection with Veeam
- Fujitsu value for you (V4Y) offering to make life easy

Speaker(s)

Łukasz Chromik



Łukasz Chromik is an experienced backup and storage systems engineer at Fujitsu. He is focused on Pre- and Post-sales support for backup solutions and all ETERNUS AF/DX related topics. Łukasz joined Fujitsu Storage Consulting team in September 2019 as a Technical Consultant.

PRIMERGY under the hood

Description

Technical news from the latest generation servers and FUJITSU server management system.

Agenda

- PRIMERGY M6 update
- Live demo ISM
- Q&A

Speaker(s)

Jürgen Häckel



Jürgen's main focus is based on Hyperconverged Solutions in the Windows Environment. PRIMEFLEX Solutions for StorageSpacesDirect and AzureStack are top priorities for these solutions. For the Democenter Juergen is introducing many showcases like VDI based on Citrix / VMware and Microsoft (AVD) with Nvidia GRID and many more.

Michael Ahn



Michael is a Senior IT Consultant in Fujitsu's Technical Competence team for Integrated Systems. He is responsible for PRIMEFLEX for Nutanix Enterprise Cloud and ISM presales and postsales support. Michael is also still involved in BigData customer projects where he supports the Hadoop cluster setup and implementation of analytic use cases.



PRIMERGY / Server



N/A



Time-slot(s) shown during the session registration process



60 min



A Nutanix toolbox - Delivered to you directly from the PRIMEFLEX Solution Experts



PRIMEFLEX for Nutanix Enterprise Cloud
/ PRIMEFLEX Solutions



N/A



Time-slot(s) shown during the
session registration process



60 min

Description

Learn about all the latest tools around and news about PRIMEFLEX for Nutanix Enterprise Cloud directly from the Solution Experts. Get a sneak peek of the upcoming XF node generation and learn how we can support you in configuring the perfect Nutanix cluster.

Agenda

- Introduction / Demo PDP for Nutanix
- Preview of the new XF models
- Presentation of the new license model for Nutanix and its integration into WebArch
- Overview of the demo opportunities in Munich / Bracknell regarding Nutanix
- Outlook on importing Sizer configurations into WebArch

Speaker(s)

Michael Ahn



Michael is a Senior IT Consultant in Fujitsu's Technical Competence team for Integrated Systems. He is responsible for PRIMEFLEX for Nutanix Enterprise Cloud and ISM presales and postsales support. Michael is also still involved in BigData customer projects where he supports the Hadoop cluster setup and implementation of analytic use cases.

Markus Stitterich



Markus is a member of the Technical Competence Center for Datacenter Solutions. In recent years he extended his field of expertise, covering Integrated Systems HCI solutions like VMware vSAN and Nutanix. Currently he is working in the role of a systems engineer for Fujitsu's PRIMEFLEX for Nutanix Enterprise Cloud solution.

Qumulo projects - a guide to successful deal closing and customer satisfaction



Qumulo / Storage



N/A



Time-slot(s) shown during the session registration process



60 min

Description

Supporting the Pre-Sales from Day 1. Understanding the technical requirements. Successful delivery and knowledge transfer. This is the path to the customers' hearts.

The Implementation Team is here to assist on every step of the journey.

Agenda

- Introduction of the Implementation Team
- Service description (what we do and what we do not)
- Fujitsu and Qumulo involvement in the projects from Day 1
- Pre-Installation checklist overview
- Sizing Tool demo
- Discussion on the completed and upcoming projects

Speaker(s)

Mateusz Banaś



Mateusz has more than 13 years of IT experience, with a focus on Consulting, Pre- and PostSales in the field of Storage, Backup and Disaster Recovery. Mateusz joined Fujitsu in 2019 as a Senior Technical Consultant supporting the wide family of ETERNUS Storage systems.

Why there is a need for modern file systems

Description

A "qumulation" of facts and latest news about our Software Defined file Storage. Listen, observe, discuss.

Agenda

- introduction session to Qumulo: description, node types, use-cases
- short demo (with workload) and Q&A (remote demo from Sömerda)

Speaker(s)

Jonas Rantilä



Jonas is the Evangelist for Fujitsu Solutions in Europe. He has deep and broad knowledge of datacentre technologies and trends. With a background as a Microsoft and CISCO trainer and over 20 years' experience with storage systems, he often sought out to deliver presentations for various audiences. Jonas has been working at Fujitsu for over 10 years

Franz-Josef Weckopp



- 35 years of IT experience with 5 company transfers without changing employers (Nixdorf 1987 -> FUJITSU 2021)
- From product specialist to currently Lead Solution Architect
- 10 years internal trainer (worldwide)
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Qumulo / Storage



N/A



Time-slot(s) shown during the session registration process



60 min



uSCALE For SAP



Description

Fujitsu has several strengths that embody its dynamic power in SAP platform solutions. The SAP community is driving a new industrial push towards the cloud, which sometimes looks like we are competing with. The session will illustrate how we can embrace our strength in leveraging SAP's platform strategies for the cloud story using the best and unique tools Fujitsu offers using a consumption based model. The session will also give a brief about the technical logical view of all layers where Select partners can benefit from in exposing into more industrial business development. The new Fujitsu platform solutions and value proposition will address the daily SAP arguments that help technical experts steer the technology platform engagement using our strengths and emphasize our value.

Agenda

- A brief of the bigger Picture of The SAP Story
- Rise With SAP & cloud daily Arguments
- The WHY then What & How our new approach looks like
- Hybrid Story & uSCALE For SAP

Speaker(s)

Hussein
Keilani



Hussein Keilani is an SAP Technology Platform Business Development Manager. His main interest is building platforms that help data and application strategies for better businesses and industries. Hussein is a graduate of Computer Engineering and completed a master's degree in business development, disruptive technology, and big data from the University of Manchester-UK.

Hermann
Elsenhans



Hermann Elsenhans is an IT professional with more than 30 years of experience in the data center business, including more than 20 years in the area of SAP infrastructures. Until his now longtime favorite SAP HANA was launched by SAP, he has been responsible for technical consulting and pre-sales enablement for all related aspects of Fujitsu's PRIMEFLEX solutions.



Consultative Selling



N/A



Time-slot(s) shown during the session registration process



60 min



uSCALE - More than a financial model

Description

When most people hear of 'uSCALE' they think it's purely a financial model - it's not! uSCALE delivers a proposition that works for the customer. A solution that suits their business needs and growth both technically and financially. With uSCALE you get the full package including a managed service to ensure customer success. The workshop will give you all you need to know about uSCALE, and demonstrate its success & benefits through recent customer feedback and experience.

Agenda

- uSCALE Introduction
- How it works and recent customer implementations
- Deep dive into a customer solution example - creating and delivering a solution, our approach and the final product, and customer success

Speaker(s)

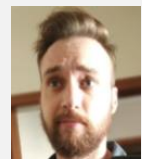
Kevin McAlinden



Kevin is a Service Delivery Lead for uSCALE with 20+ years in the IT industry. He has a background in Software development, Unix and Automation Engineering, Networking, Microsoft 365, Enterprise and Cyber security with speciality in Security Orchestration, Automation & Response. He has been with Fujitsu in different roles for over 15 years and most recently has setup and responsible for the end to end delivery capability and services for uSCALE across Europe.

Emanuel Barata is the Lead Architect for uScale. A specialist in Fujitsu Data Center products and architecture, he has over 5 years experience as a technical consultant, both in pre-sales and post-sales implementation projects. He studied computer science and is passionate about technology, which makes him keen to learn and enables him to offer a fresh perspective on customer's IT challenges.

Emanuel Barata



uSCALE / Consultative Selling



N/A



Time-slot(s) shown during the session registration process



60 min



Thank you

