



Ingram Micro Cloud Analyst Day 2017

A New Perspective on Cloud

Agenda

Location: Pacific Promenade, Ritz-Carlton Laguna Niguel

Friday, January 13th

3:00 pm – 6:00 pm	Registration
6:00 pm – 7:00 pm	Welcome Reception (on the Lawns at Pacific Promenade)
7:00 pm – 9:00 pm	Dinner

Saturday, January 14th

7:00 am – 6:00 pm	Registration
7:30 am – 8:45 am	Breakfast
9:00 am – 10:30 am	General Session 1

Ingram Micro Strategy Update – Leading in the Cloud and Digital Economy

Speakers: Alain Monié, *CEO, Ingram Micro*
Nimesh Davé, *Executive Vice President, Global Cloud Computing*

In this session, Alain Monié, CEO of Ingram Micro, will present an overview of our company's vision and strategy, including the critical role cloud plays in the continued success of our business. Nimesh Davé, EVP of Ingram Micro Cloud, will then discuss the latest developments in the IT market and how we empower our partners to transform and win in this disruptive digital economy.

10:45 am – 12:15 pm	General Session 2
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Delivering the Next Generation Digital Services Platform and Ecosystem

Speakers: Tarik Faouzi, *Vice President, Global Cloud Partners & Solutions*
Louis Columbus, *Director, Global Cloud Platform Management & Cloud Services*

The essence of our product vision is enabling customers and partners to create lucrative business models while growing their market share in the cloud. In 2017, we're going to strengthen our core platform offering and add entirely new applications, giving our customers and partners the ability to globally scale their organizations faster than ever before.

12:15 pm – 1:15 pm	Lunch
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1:15 pm – 2:15 pm	General Session 3
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The Platform Economy: Chaos or Cash Flow?

Speakers: Renée Bergeron, *Senior Vice President, Global Cloud Channel*
Duncan Robinson, *Director, Global Cloud Product Marketing*

Many small- and mid-size businesses have already adopted a cloud-first approach to technology investments. The rise of the digital economy will create more opportunities for organizations to engage customers and be more effective. Traditional hardware and software markets are being disrupted and partners need to adapt and evolve their strategies to stay relevant. Learn how we are working with channel partners to help them compete and win in today's ever-changing IT landscape.

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Guest Program

10:30 am – 2:00 pm
2:30 pm – 5:00 pm

**Gallery Art Walk Tour & Lunch
Spa (30 minute Treatment)**



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Saturday, January 14th (continued)

2:20 pm – 3:05 pm

Breakout Session 1

Differentiate and Win: Taking Advantage of the Exponential Growth in IaaS

Speakers: Renée Bergeron, *Senior Vice President, Global Cloud Channel*
Tarik Faouzi, *Vice President, Global Cloud Partners & Solutions*

The IaaS market is predicted to grow faster than any other category over the next 3-5 years. However, partners lack the technical skillsets, marketing capabilities and tools to effectively conduct assessments, engage cloud decision makers and efficiently manage and scale IaaS workloads. Learn how we enable multicloud capabilities to help our partners take advantage of this market opportunity and differentiate their offerings from hyperscale cloud providers.

2:20 pm – 3:05 pm

Breakout Session 2

Accelerating the Growth in Vertical-Specific Solutions

Speakers: Kirk Robinson, *Senior Vice President, Commercial Markets & Global Sales*
Louis Columbus, *Director, Global Cloud Platform Management & Cloud Services*

Channel partners are increasingly seeking to engage particular vertical segments with tailored and relevant solutions. However, with competition intensifying, speed to market is critical to achieve lasting success. Learn how we provide holistic customer solutions by combining traditional hardware and software with cloud applications. We will also share developments on exciting technology innovations for Q1 2017 that will dramatically accelerate the onboarding of new, vertical-focused vendors and innovative services through all our channels.

3:05 pm – 3:50 pm

Breakout Session 3

Spotlight on Telco & Hosting Customers: Enabling a Digital Future

Speaker: Pavel Ershov, *Vice President, Sales & Marketing, Ingram Micro Cloud*

Telco companies are predicted to generate 34% of their revenue from digital services by 2020. Hosting companies face major threats from large hyperscale players and need to differentiate to compete. However, there are challenges in making the transition from core services to the cloud. Learn why we are the leading platform provider for some of the world's largest telcos and hosters, and how we are driving customer success and enabling new business models such as IoT.

3:05 pm – 3:50 pm

Breakout Session 4

Empowering MSPs & Enterprises for Successful & Profitable Cloud Management

Speakers: David Wippich, *Vice President, Ingram Micro Cloud Business Unit & CEO, Ensim Corporation, an Ingram Micro company*
Peter Stridh, *Head of Global Cloud Strategy*

Learn how we empower MSPs and enterprises by providing a complete customer and order automation portal to manage and deliver a full set of software and service offerings at scale, for a comprehensive, end-to-end client service automation experience.

4:15 pm – 5:15 pm

General Session – Q&A with Ingram Micro Executive Team

6:00 pm – 7:00 pm

Reception featuring Local Blown-Glass Artist Demonstration

7:00 pm – 9:00 pm

Dinner