Dell at VMworld 2012 - Theater Schedule

Time		Title	Abstract	Presenter's Name	Submitter	Presentation Title
Sunday, August 26th						**Sunday Welcome Reception Hours: 4:00pm - 7:00pm**
4:30pm	End-User Computing including Desktop Virtualization and Social Applications and Collaboration	Multi-monitor Thin Clients and Video Distribution Over IP	Discusses advanced configurations of the new Dell-Wyse Z90 expandable thin client enhanced by Matrox Epica graphics cards to support up to a maximum of six HD monitors. Also discusses some advanced features of Epica. Also discusses some new H.264 video encode and decode hardware useful for sharing desktop, video, and other information over IP cost-effectively and at low bandwidth. Lastly, will discuss applications that combine Wyse Z90 thin clients in advanced environments including both video distribution over IP and collaborative video walls for	Matrox: Samuel Recine; Canada; Director of Sales – Americas and Asia Pacific	Margaret Hughes	
5:15pm	Storage	Storage for the Virtual Enterprise	Storage is the cornerstone of modern, virtualized data centeres. Attend this informative session to learn about: Boosting efficiency, productivity and ROI with integrated storage management and thin storage technologies. Improving performance, scalability and resiliency with intelligent storage automation and vStorage APIs. Upcoming storage innovations that simplify and optimize VMware environments.	Nick Sweere, Product Marketing, Dell Vikram Belapurkar, Solutions Marketing Manager, Dell	Shannon Caldwell	
6:00pm	End User Computing, Desktop Virtualization	Mobile Secure Desktop	Dell + VMware have developed new validated designs with VMware View™ to support the Mobile Secure Desktop. With Mobile Secure Desktop processes are automated and efficient, data is secure and the total cost of ownership is reduced. And because this solution ties desktop environments to user identities instead of devices, end users are free device, whether in the office or halfway around the world.	Todd Day	Brent Doncaster	
Monday, August 27th						**Monday Show Hours: 10:30am - 6:00pm**
11:00am	Cloud	Dell Cloud Story	Dell is making significant investments in developing an end to end cloud capability. Come learn about Dell's overarching cloud vision, exciting new developments, existing offers, and future development plans. Also hear about how customers are driving business results today with Dell Cloud Services.	Ralph Nitsch, Cloud Sales Engineering	Sameer Shah (sameer_shah1)	
11:45am	EUC	VDI the new workload of Dell vStart architecture		Rafael Colorđado	Margaret Hughes	
12:30pm	Not Provided	Dell Technology Services: Journey to the Cloud via Virtualization and Cloud Readiness Assessments and Healthchecks	Using Dell Analytics Software Dell Services assesses your virtual and physical infrastructure in delivering our new NexGen Virtualization and Cloud Readiness Assessment to provide your IT environment with an	Dan McHargue and Tlahuiz Barrera	Sarah Rebock	
1:00-2:00	**Dell Storage Session**					
1:15pm	Channel	End-User Computing Certification	End-User Computing Certification that focuses on new end-user technologies (Wyse) and desktop virtualization. This certification will complement our existing enterprise certifications rounding out the end-to-end IT solution offering our partners need to remain competitive in the market. The certification will focus both on Data Center and End-User Computing, with the objective of introducing client focused partners to Dell's enterprise offering and enterprise focused partners to Dell's client focused	Todd Werner, Dell's M&A Channel Sales Integration Executive (needs a pass)	Keri Oldach - Global Certified Partner Program & Channel	
2:00pm	Infrastructure/Storage	Optimizing VMware deployments with Dell EqualLogic iSCSI storage	As virtualization becomes a pervasive data center strategy, attention to the supporting storage infrastructure is paramount. Sub-optimal and outdated storage solutions can severely restrict virtualization benefits and add considerable management complexities. Dell EqualLogic can enhance VMware deployments while simplifying	Vikram Belapurkar	Vikram Belapurkar	
2:45pm	End User Computing, Desktop Virtualization	Dell + Unidesk - Customer Case Studies	Dell and Unidesk make it easier and more affordable for IT organizations with many applications or persistent desktop requirements to implement VDI. This session highlights case studies from customers in Education and Government who are implementing Dell's integrated Server and Storage stack with Unidesk desktop layering software and VMware View.	James Lanthan - Dell / Tom Rose - Unidesk	Brent Doncaster	
3:30pm	SMB	Building Efficiently to the Cloud – an SMB Journey	Today's SMB customer seeks the same flexible, adaptable environments that are normally reserved for enterprise environments. See how a building-block approach can take customers of all sizes from virtualization to utility computing can be accomplished using a methodical approach that is	Billy Sneghs – Concept Mine	Rob Unterberger	
4:15pm	Wyse Partner	Automatically discovering use cases and transform the desktop with Lakeside SysTrack analytics and Dell Wyse	In this session we will discuss the process of discovery of use cases in the enterprise and architecting a quality solution using Dell Wyse components, with Lakeside SysTrack VMP and Migrate toolset	Lakeside Software - Dan Salinas	Jonathon Arms	
5:00pm	Applications	Migrate and Modernise Mainframe Applications on VMware vSphere	By operating Dell re-hosting technology in a VMware environment, organizations can preserve valuable legacy application and data assets while taking full advantage of the flexibility and powerful management features the combination of VMware technology on the Dell platform provides. This solution also improves application availability, simplifies disaster recovery, and provides for more rapid provisioning and allocation of server and storage resources.	David Gennuenden	Ishita, Caryn	
Tuesday, August 28th						**Tuesday Show Hours: 10:30am - 6:00pm**
11:00am	Customer	Healthcare Customer Challenges	Customer case study -- DHCS's challenges that prompted them to investigate VDI (security, HIPAA compliance, cost/time for desktop and WOW (workstation on wheels) maintenance, etc.) - Why DHCS chose VMware, Wyse, Dell back-end and Imprivata for their overall VDI solution - DHCS migration process to VDI - End result of VDI implementation and benefits for staff and patients - Advice, tips, and potential pitfalls to avoid for	Justin Johnson, Network Design Senior Advisor from Daughter of Charity Health System	Margaret Hughes	
11:45am	**Track:** Infrastructure **Topic:** Business Continuity & Storage	Protecting Your Virtual Infrastructure with AppAssure 5	Come and see AppAssure 5 recover everything from a file or email to a volume to an entire VM in minutes, locally or in the cloud. See why AppAssure 5 is th eonly choice for protecting your critical workloads efficiently with 5 minute RPOs and near zer RTOs, all	Joseph Heind, Sr. Director of Product Strategy Marc Momboisquette, Sr. Product Marketing Manager	Jamie Witt	
12:30pm	Wyse	Secure and Simply Critical information w/Imprivata OneSign	In this presentation you'll learn how to secure and simplify access to critical information with Imprivata OneSign	Imprivata - Jason Mafera, CISSP, ?	Margaret Hughes	
1:15pm	Infrastructure/Storage	Optimizing VMware deployments with Dell Compellent	A properly architected storage infrastructure is a critical component to any VMware environment. Dell Compellent's full feature set can enhance VMware deployments and simplify management through industry leading storage capabilities.	Nick Sweere - Product Marketing Manager, Dell Compellent	Jamie Witt	
1:30-2:30	**Dell Cloud Session**					
2:00pm	Wyse - Thin Clients	Thin Computing on a Thin Budget – how to deliver world class user work spaces and service levels	In this 15 minute theater session the speaker will explain and explain how to use the current eco system of available technologies ranging from thin clients to hyper fast storage to deliver the ultimate end user experience without breaking the bank. Through a transformation methodology backdrop – each step of the journey to thin computing will drive thought provoking action items for those who attend to take	Liquidware Labs: J.Tyler Rohrer – coFOUNDER Liquidware Labs Thomas Lahausois – Director of Alliance Architecture	Margaret Hughes	
2:45pm	Storage	Storage for the Virtual Enterprise	Storage is the cornerstone of modern, virtualized data centeres. Attend this informative session to learn about: Boosting efficiency, productivity and ROI with integrated storage management and thin storage technologies. Improving performance, scalability and resiliency with intelligent storage automation and vStorage APIs. Upcoming storage innovations that simplify and optimize VMware environments.	Nick Sweere, Product Marketing, Dell Vikram Belapurkar, Solutions Marketing Manager, Dell	Shannon Caldwell	
3:00-4:00pm	**Dell Wyse Session**					
3:30pm	Converged Infrastructure	Hybrid cloud leveraging vCloud connector and Dell vStart	Private clouds are bringing unprecedented agility and efficiencies to organizations. Providing on-demand IT services and assets to authorized users enables them to remain productive and able to deliver on business goals. And with cloud bursting organizations can take advantage of on-demand scale, they can scale up and down as needed realizing a highly efficient hybrid model. This session discusses how Dell's vStart solution leverages vCloud Connector to connect your private cloud to the public cloud to attain the best mix of performance and cost.	James Meeker,	Shannon Caldwell/Karen Reynoso	
4:15pm	Wyse	Cloud-hosted virtual Desktops: Tackling the Myths of Desktops as a Service (DaaS)	VDI is hard! Cloud-hosted virtual desktops remove many of the barriers to traditional VDI by delivering flexible, affordable and easy to deploy virtual desktops. Desktone pioneered the concept of cloud-hosted Desktops as a Service (DaaS) as the easiest and most affordable way to deploy hosted virtual desktops. By delivering virtual desktops in the cloud, Desktone enables Service Providers to rapidly provision desktops to enterprise users connected on any device, anywhere, without the upfront costs and complexity of traditional desktop virtualization – transforming desktops from a CAPEX to OPEX item. The Desktone platform is the only multi-tenant virtual	Desktone	Margaret Hughes	
5:00pm	Networking	Virtual Network Architecture	Network Virtualization Virtual Server Networking Workload (VM) Mobility		Aswmt Virk or Nikul Sheth	
Wednesday, August 29th						**Wednesday Show Hours: 10:00am - 5:00pm**
10:00-11:00	**Dell Super Session**					
10:30am	End User Computing, Desktop Virtualization	How Dell Delivers Multi-Tenant Desktops as a Service (DaaS) (with Desktone)	Session will highlight the benefits that DaaS delivers to both service providers and real user customers. The discussion will also include details on enabling multi-tenancy while complying with Microsoft licensing.The presenters will summarize with a recap of deploying hosted virtual desktops and share examples of various end user organizations that have successfully deployed and are seeing strong ROI.	Terry Vaughn - Dell / David Grant - Desktone	Brent Doncaster	
11:15am	SonicWall	Simple Agentless Backup for VMware Virtual Machines	To simplify backup and recovery of virtual infrastructure Dell SonicWALL is previewing it latest intelligent Backup and Recovery (IBR) solution for VMware to extend beyond the physical boundary by enabling IT a simple agentless backup approach to protecting VMware virtual machines (VM) at the guest- and image-level and allow recovery off VMs to same or different virtual host environment quickly	Ken Dang, Product Line Manager	Ken Dang	
12:00pm	Infrastructure/Security and Compliance Applications/ Business critical applications	Migrating email security to a virtual environment: Protect your business from spam, phishing, malware and compliance violations with a cost-effective, scalable email security virtual appliance	Migrating email to a virtual environment can optimize compute resource utilization and reduce costs. Additional savings can be realized by migrating email security to a virtual environment An Small Security Virtual Appliance can deliver cost-effective inbound and outbound email protection in a highly scalable VMware® environment.	Swatup Seivaraman or Jane Wasson	Jane Wasson	
12:30-1:30	**Dell Wyse Session**					
12:45pm	Operations: Cloud Infrastructure Management	Technology is not Where the Buck Stops. Understand and Align Your IT Processes and Organization	In this session Dell's Global Virtualization and Cloud Product Managers will cover how Dell Consulting can help accelerate your journey to the cloud as you migrate your infrastructure, workloads, and application from a physical to virtual and finally a	Roger McArthur and Sid Nag	Roger McArthur	
1:30pm	Converged Infrastructure	Embracing Convergence to Accelerate Application and IT Service Delivery	convergence is opening new opportunities for organizations to drive efficiency and agility in their data centers and beyond. Attendees will learn how to: • Understand the emerging market for converged infrastructure solutions along with the benefits and caveats that many of the approaches introduce. • Chart your course to greater efficiency and agility by leveraging convergence as a continuum for your organization's operational and service delivery maturity. • How to augment existing management solutions like VMware vCenter to drive reduced operational costs, not requiring a rip-and-replace approach that is often found with converged solutions.	Marc Stitt,	Shannon Caldwell/Karen Reynoso	
2:15pm	EUC	Flexibility for End-Users while Maintaining IT Control and Security	Please join VMware as they discuss how you can enable unparalleled flexibility for your end-users while maintaining the control and security required by IT. We'll discuss VMware's end-user computing vision as well as the technologies available today that will allow you to begin your journey to the cloud.	VMware - Mike Coleman, Technical Alliance Manager, EUC	Margaret Hughes	
3:00pm	Wyse	What's New with PCoIP solutions and VDI Clients	Attend this session to learn about new PCoIP solutions and capabilities that include improvements in unified communications support, new zero client products, enhanced VDI user experience and network	Ziad Lammam Director of product management, desktop solutions - Teradici	Margaret Hughes	
3:45pm	Customer	Making Cloud Inroads in APAC	Morphlabs' Winston Damarillo, originally from the Philippines, shares his experience in making inroads into cloud computing with telcos in the Asia Pacific Region. He'll cover both opportunities and challenges	Will invite Winston Damarillo from Morphlabs	Jean Maria/Shannon Caldwell	
4:30pm	Customer	Top 5 Gotchas in Cloud Computing	iland Cloud Computing Infrastructure shares the top 5 things to look out for when building out your own cloud infrastructure. Based on more than 15 years of experience in the Infrastructure as a Service (IaaS) business, VP of Business Development Dante Orsini will share both the gotchas and the fixes.	Will invite Dante Orsini from iland Cloud Infrastructure	Jean Maria/Shannon Caldwell	