



## Monday, 24th of April 2017

17:00 – 20:00 Registration Desk Open

## Day 1 – Tuesday, 25th of April 2017

08.00	<b>Registration</b>
09:00 – 09:15	<b>Welcome &amp; Intro</b>
09:15 – 10:00	<b>Oracle Keynote The Cloud Economy and the 6 Key Recommendations to Partners</b> <i>Chuck Hollis, SVP, Converged Infrastructure, Oracle Corporation</i> <i>Maureen Perrelli, Group Vice President, Global Channels - Converged Infrastructure</i>
10:00 – 10:30	<b>The Role of Automation in Accelerating Cloud Adoption</b> <i>Mike Revitt, Global Head of Engineered Systems, DXC</i>
10:30 - 11:00	<b>Coffee break</b>
11:00 – 11:45	<b>Growing your business with Engineered Systems: On-Premise and in the Cloud</b> <i>Felix del Barrio, VP – Engineered Systems Functional Leader, Oracle EMEA</i> <i>Amit Kanda, Senior Director Product Management, Oracle Corporation</i>
11:45 – 12:15	<b>Infrastructure and Oracle database consolidation with Exadata and ZS3: winning in top accounts thanks to specialization</b> <i>Javier Barrio, Partner &amp; Sales Director, Avanttic</i>
12:15 – 12:45	<b>Oracle &amp; Intel – a strong partnership for your journey into Cloud Era</b> <i>Andreas Leybold, Intel Corporation</i>
12:45 – 14:00	<b>Networking Lunch</b>
14:00 – 14:30	<b>The Services Business for Partners in the Cloud Era</b> <i>Ali Hopkins , VP, EMEA &amp; APAC Cloud MSP Sales</i>
14:30 – 15:00	<b>Driving Infrastructure opportunities with the Oracle Server and Storage Portfolio</b> <i>Paul Flannery, Business Development Senior Director, Systems &amp; Storage, Oracle EMEA</i>
15:00 – 15:30	<b>"I don't need to refresh my old Oracle Servers, they work just fine"</b> <i>Mark Benson, Director of Alliances and Marketing, Esteem</i>
15:30 – 16:00	<b>Coffee Break</b>
16:00 – 16:30	<b>KIO and Informatica El Corte Ingles success story: ICEX Cloud Project</b> <i>José Manuel Almagro, Business Development Consultant, KIO Networks</i>



<b>16:30 – 17:00</b>	<b>Exadata Performance Health Check</b> <i>Rainer Schaub, Senior Oracle Consultant, Acceleris AG</i>
<b>17:00 – 17:30</b>	<b>Enablement Resources for Partners</b> <i>Dana Hutanu, Director of Partner Competency, Oracle</i>
<b>17.30</b>	<b>Wrap up day 1</b>
<b>19:00</b>	<b>Social event and Networking Dinner</b>

<b>Day 2 – Wednesday, 26th of April 2017</b>	
<b>08:30 – 08:45</b>	<b>Welcome &amp; Intro</b>
<b>08:45 – 09:30</b>	<b>Oracle IaaS Strategy</b> <i>Sanjay Sinha, Vice President, Platform Products, Oracle Corporation</i>
<b>09:30 – 10:00</b>	<b>The benefits and simplicity of Oracle Cloud Infrastructure: IaaS</b> <i>Julian Dontcheff, Managing Director – Accenture Enkitech Group, Accenture</i>
<b>10:00 – 10:30</b>	<b>Coffee break</b>
<b>10:30 – 11:00</b>	<b>Data Management Cloud Services</b> <i>Duncan Harvey, Senior Director, Core Tech &amp; DB Cloud</i>
<b>11:00 - 11:30</b>	<b>Migrating Oracle E-Business Suite and Fusion Middleware to Oracle Cloud (PaaS &amp; IaaS) – Why, What and How</b> <i>Colin Daly, Oracle CTO / Technology Director at Capgemini, Capgemini</i>
<b>11:30 – 12:00</b>	<b>Hybrid Cloud - Why Oracle needs the channel</b> <i>James Anthony, CTO, RedStack Tech</i>
<b>12:00 – 13:15</b>	<b>Networking lunch</b>
<b>13:15 – 13:45</b>	<b>Cloud At Customer: OCM and Exadata Cloud Machine – Big Data Cloud Machine</b> <i>Diana Fernandez, Business Development Director – Engineered Systems &amp; Cloud@Customer Amit Kanda, Senior Director Product Management, Oracle Corporation</i>
<b>13:45 – 14:15</b>	<b>Next IT Generation for Healthcare – GlobalCare As a Service - An Oracle Cloud Machine case</b> <i>Luis César Correia, IT Infrastructure Business Unit Manager, Glintt</i>
<b>14:15 – 14:45</b>	<b>Move your Virtualized Workloads to the Cloud with Oracle Ravello</b> <i>Richard Garsthaagen, Director Cloud Business Development</i>
<b>14:45 – 15:15</b>	<b>Break</b>



<b>15:15 – 15:45</b>	<b>Simplifying the journey to Oracle Cloud: Real Life Experiences</b> <i>Chris Slattery, Principal Consultant, Version 1</i>
<b>15:45 – 16:15</b>	<b>Maximizing customer benefits through the cloud</b> <i>Ahmed Hussien Ahmed, Managing Director Experts, Business Solutions</i>
<b>16:15 – 16:45</b>	<b>IaaS &amp; PaaS Competitive overview</b> <i>Toby Stevenson, Director Competitive Intelligence, Oracle EMEA</i>
<b>16:45 – 17:00</b>	<b>Wrap up day 2</b>