

# vmware® EMPOWER ONLINE 2021

## Live Tech, Sales and Marketing Training Event for Partners

Europe: May 10–12, 2021

APJ: May 18–20, 2021

Americas: May 25–27, 2021



## Enabling Our Partners Through Knowledge Sharing

From tech talks and hands-on labs to new growth opportunities, business insights, and practical advice, we offer something for every VMware partner.

The sessions are organized under eight main tracks (with several sub-tracks):

- General Sessions
- Technical Sessions
- Sales Sessions
- Marketing Sessions
- VMware Odyssey by Hands-on Labs
- Hands-on Labs
- Livewire
- Sponsor Sessions



### Navigating the catalog

Use the track tabs, or the left and right arrows.

### Registering for the event

This is a free virtual event for employees of approved VMware partners. If you have not yet registered, visit the [VMware EMPOWER Online registration page](#).

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## Partners Leading Change – Market Insights and Executive Roundtable

**SPEAKERS:** Sanjay Poonen, Jean-Pierre Brulard, Sandy Hogan, Susan Nash, Kathleen Tandy and Steve White

**AMERICAS SPEAKER:** Bill Swales

**APJ SPEAKER:** Uma Thana Balasingam

**EUROPE SPEAKER:** Nick McAlister

**Global General Session**

Please join VMware COO Sanjay Poonen for a Channel Executive discussion around VMware's strategies and priorities, how our partners are thriving, and partner and ecosystem programs and opportunities for the year ahead. Following, Kathleen Tandy sits down with Steve White, Program Vice President, Channels and Alliances at IDC, for some in-depth insights on global trends, the customer lifecycle, partner ecosystems, and the possibilities that lie ahead. This session will provide essential information to help you align your VMware business priorities and drive growth opportunities for the year.

**SUB-TRACK:** [General Sessions](#)



## VMware and Our Partners: New Opportunities for Co-Innovation and Differentiated Value

**AMERICAS SPEAKERS:** Chris Wolf, Mandy Botsko-Wilson and Luis Valerio Castillo

**APJ SPEAKERS:** Guru Venkatachalam, Mandy Botsko-Wilson and Luis Valerio Castillo

**EUROPE SPEAKERS:** Joe Baguley, Mandy Botsko-Wilson and Luis Valerio Castillo

**Technical General Session**

In 2020, VMware partners played a leading role in helping organizations across the world to pivot, recover and innovate while facing some of the most challenging times of a generation. 2021 has ushered in both hope and opportunity, with resiliency, security, velocity and agility paramount to the success of today's increasingly digital organizations. This technical general session will showcase how VMware and our partners are up-leveling expectations for agility, allowing businesses to grow and change at the speed of software.

Several compelling technology demonstrations will be showcased, highlighting opportunities where together, VMware and our partners can build uniquely differentiated solutions. The technical content and demonstrations will cover specific partner opportunities in areas inclusive of multi-cloud, modern applications, hybrid apps and services, pragmatic DevOps, open source, edge computing, machine learning, and more.

**SUB-TRACK:** [General Sessions](#)

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## Cybersecurity from a Hacker's Perspective

**SPEAKER:** Keren Elazari

**General Session**

COVID-19 has changed the way we do business, and criminals have quickly adapted to the new reality. What about you? What about your customers? Home has become the new office, and organizations that once feared the cloud have now rushed in to maintain business as usual in these unprecedented times.

Keren Elazari—TED speaker, security analyst, and friendly hacker—will walk through the new realities of cybersecurity challenges, trends, predictions and tools to build your digital immune system. Learn how future-forward organizations are changing their security strategies to stay ahead of the challenge. From Zoom bombing to account takeovers, ransomware and phishing, we'll shed light on emerging security threats, attackers' techniques, and practical ideas on how to build a safe future together.

**SUB-TRACK:** [General Sessions](#)



## Americas Partner Strategy and Go-to-Market

**SPEAKERS:** Bill Swales, Lora Hawk-Tillman and Chris Kelleher

**Americas General Session**

In this session, Bill Swales will cover VMware's partner strategy as well as what's happening in the industry and the market. Senior members of the VMware team will also join Bill to discuss partner opportunities and go-to-market in VMware's SaaS transformation, and how partners can capture the impressive opportunity in the commercial space. You won't want to miss it.

**SUB-TRACK:** [General Sessions](#)

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## Building the Foundations Together

**SPEAKERS:** Nick McAlister and Luigi Freguia  
**Europe General Session**

Join Nick McAlister and Luigi Freguia as they discuss how EMEA partners can differentiate, maintain relevance, and compete as VMware accelerates toward SaaS and subscription. Together, we are building the foundation, and as customers look to consume VMware technologies, we are relying on you to help maximize their investment. Learn why VMware is turning to partners to sell, orchestrate and build.

**SUB-TRACK:** [General Sessions](#)

## The Next Evolution: Transformative Partnerships

**SPEAKERS:** Uma Thana Balasingam and Duncan Hewett  
**APJ General Session**

The recent drive to accelerate digital transformation offers both opportunity and challenges for companies on the path to building and expanding their digital foundations. Join Duncan Hewett and Uma Thana Balasingam to learn how VMware and our partners can drive transformational change together, and build partner capabilities to create customers for life.

**SUB-TRACK:** [General Sessions](#)



Anywhere Workspace

App Modernization

Digital Workspace

Intrinsic Security

Multi-Cloud: Hybrid Cloud

Multi-Cloud: VMware Cloud Foundation

Multi-Cloud: VMware Cloud Providers and MSP

Multi-Cloud: VMware vRealize Cloud Management

Virtual Cloud Network

Partner Engagement

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How Security Integrates with Anywhere Workspace Products 16



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## The VMware and Anywhere Workspace Security Market Landscape

SPEAKER: Tom Corn

Level 100 – Technical

In this session, we will outline how VMware and Anywhere Workspace are stepping up to the security challenge. We will discuss the VMware vision and strategy for security and highlight key areas of innovation—endpoint, workload, network, identity and cloud, all supported by analytics.

SUB-TRACKS: [Anywhere Workspace](#), [Digital Workspace](#), [Intrinsic Security](#) and [Virtual Cloud Network](#)

## How Security Integrates with Anywhere Workspace Products

SPEAKER: Shawn Bass

Level 100 – Technical

Join this session for a high-level overview of the Anywhere Workspace security story. We will discuss where Anywhere Workspace and Security Business Unit products integrate, and our plans for further alignment in FY22.

SUB-TRACKS: [Anywhere Workspace](#), [Digital Workspace](#), [Intrinsic Security](#) and [Virtual Cloud Network](#)



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## VMware Tanzu 101: Meeting the Customer Where They Are

SPEAKER: Scottie Ray

Level 100 – Technical

VMware Tanzu™ is much more than a Kubernetes distribution. It is a portfolio of solutions that helps customers deliver better software to production on Kubernetes.

In this session, we will cover the VMware Tanzu portfolio from the perspective of our customers, including how it fits into broader VMware offerings. We will focus on the primary personas and use cases that will allow you to successfully sell the VMware Tanzu portfolio.

SUB-TRACK: [App Modernization](#)

## Uncover New VMware Tanzu Opportunities: How to Lead an Application-Centric Conversation

SPEAKER: Scott Brightwell

Level 100 – Technical

Moving legacy applications onto a modern infrastructure holds great promise for customers who want to reduce IT spend and increase developer velocity and agility. Initiatives to modernize to a cloud native architecture begin with big questions: Where do I start, what applications would require the most changes, and what is the user impact? In this session, we'll discuss a set of discovery questions and key indicators to help resell and SI partners guide customer conversations and assess customer readiness.

SUB-TRACK: [App Modernization](#)



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## VMware Tanzu – Driving Positive Outcomes in Application Delivery

SPEAKER: Adam Fournier

Level 100 – Technical

Driving business outcomes requires improving productivity and feedback for developers and operators. VMware Tanzu™ connects operators and developers by assisting them in building re-enforcing loops around common building blocks, including application patterns, containers, registries, Kubernetes and observability. These common building blocks and feedback loops greatly improve operator and developer productivity, which in turn generates better business outcomes.

This presentation will discuss the end-to-end capabilities of VMware Tanzu to drive business outcomes through developer and operator productivity gains.

SUB-TRACK: [App Modernization](#)

## The NSX Security Platform: Delivering Unparalleled Security to the Data Center Core, Next-Gen Firewall, and FWaaS

SPEAKER: Srini Nimmagadda

Level 100 – Technical

Today, in conjunction with the intrinsic security vision, the VMware NSX® security platform has grown from a distributed firewall to a platform that can deliver advanced threat protection, network detection and response. Join this session to learn about NSX security in the data center, as a firewall as a service (FWaaS) for the VMware SASE Platform™, and as a next-generation firewall.

SUB-TRACK: [Intrinsic Security](#)



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## A Big Demo of Operationalizing VMware Cloud on AWS

SPEAKER: Brandon Gordon

Level 100 – Technical

In this demo, you will get a technical walk-through of how MOAD, a robotics firm, utilizes VMware vRealize® Cloud Management™ hybrid cloud capabilities. In this demo, you will:

- Learn the key considerations for the successful initial planning and migration of applications to a hybrid cloud environment.
- See how to use vRealize Cloud Management to manage capacity, cost, performance and compliance of applications and workloads running on VMware Cloud™ on AWS.
- Understand how the cloud admin can govern the consumption of the hybrid cloud and easily deploy new applications while expanding usage of VMware Cloud on AWS.

SUB-TRACK: [Multi-Cloud: Hybrid Cloud](#)

## VMware Cloud on AWS – Availability and Resiliency for Enterprise Workloads

SPEAKER: Eric Gray

Level 100 – Technical

VMware Cloud™ on AWS is a jointly engineered service that combines the benefits of the VMware enterprise-class software-defined data center with the AWS global cloud infrastructure. A key differentiator of VMware Cloud on AWS is that availability and resiliency are designed into the service and the underlying AWS infrastructure. In this session, you will see how elements of the physical and virtual infrastructure architecture maximize application uptime by protecting against failures in compute, storage and networking components.

SUB-TRACK: [Multi-Cloud: Hybrid Cloud](#)



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## Amaze Your MSP Partners with vRealize SaaS

SPEAKERS: Brandon Gordon and Matt Kwiatkowski

Level 100 – Technical

Come to this session to learn about the VMware vRealize® software-as-a-service (SaaS) solutions for managed service provider (MSP) partners. We'll discuss how vRealize can benefit MSP partners for internal usage and opportunities to provide services to tenants.

SUB-TRACK: [Multi-Cloud: VMware Cloud Providers and MSP](#)

## Multi-Cloud Design with VMware Cloud Partner Navigator and VMware Cloud Director Service, VMware Cloud to On-Premises

SPEAKERS: Hugo Phan, Daniel Paluszek and Mike Fincham

Level 100 – Technical

VMware Cloud Provider™ partners face a tremendous opportunity with the rapid growth in multi-cloud. However, to harness that opportunity correctly requires the right attention to architecture and the platforms you use. Learn how to use VMware solutions, such as VMware Cloud Partner Navigator™ and VMware Cloud™ on AWS, to deliver a multi-cloud strategy without the operational headaches.

SUB-TRACK: [Multi-Cloud: VMware Cloud Providers and MSP](#)



## vCenter Cloud Gateway for Service Providers

SPEAKER: Bhaskar Gupta

Level 100 – Technical

The VMware Cloud™ on AWS Cloud Gateway Appliance enhances the Hybrid Linked Mode capability. Customers can deploy the appliance in their on-premises data center, and manage on-premises and VMware Cloud on AWS vSphere® environments from a single pane, maintaining separate single sign-on (SSO) domains. However, the appliance is only applicable if the target environment is VMware Cloud on AWS.

The VMware vCenter® Cloud Gateway for Service Providers has been introduced in beta to address this limitation by unlocking the footprint from VMware Cloud on AWS to any on-premises or cloud vCenter. This new capability will pave a path for cloud leads to new opportunities for service providers and customers.

This session will cover the installation and configuration of the vCenter Cloud Gateway for Service Providers and two use cases with the source being on-premises vCenter 6.5/6.7 and the target environment being standalone/cloud vCenter and vCenter 7 in VMware Cloud Foundation™ 4.1. Learn about the features of the vCenter Cloud Gateway for Service Providers, hear about the use cases, and find out how it can be beneficial to service providers and customers.

SUB-TRACKS: [Multi-Cloud: VMware Cloud Providers and MSP](#), [Multi-Cloud: Hybrid Cloud and Partner Engagement](#)



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## A View into the Future of vRealize Operations Management

SPEAKERS: Yrieix Garnier, Kameswaran Subramanian, Sunny Dua and Arun Annavarapu  
Level 100 – Technical

In this roadmap-focused session, we will show you the future of VMware vRealize Operations™, vRealize Log Insight™, and vRealize AI Cloud™ across on-premises and cloud environments.

SUB-TRACK: Multi-Cloud: VMware vRealize Cloud Management

## A vRealize Network Insight Roadmap

SPEAKER: Sesh Sayani  
Level 100 – Technical

Hear what's next for VMware vRealize® Network Insight™ and how it can help your customers solve problems ranging from application migrations, to day 2 network performance and troubleshooting, to network assurance and verification.

SUB-TRACK: Multi-Cloud: VMware vRealize Cloud Management



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## Preparing for the VCAP-DCV 2021 Deploy Exam

SPEAKERS: Katherine Skilling and Simon Conyard  
Level 100 – Technical

This session focuses on the latest VMware Certified Advanced Professional (VCAP) exam with members of the VMware Learning subject matter expert team that helped create it.

This session will covering the following topics:

- Why study for, take, and sit a VCAP
- Why sit the exam in 2021
- What to expect when taking a VCAP exam
- How to prepare for this VCAP exam
- What certifications to aim for next

SUB-TRACK: [Partner Engagement](#)

## Preparing for the VCAP-CMA 2021 Deploy Exam

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SUB-TRACK: [Partner Engagement](#)





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## Preparing for the VCAP-DCV 2021 Design Exam

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SUB-TRACK: [Partner Engagement](#)



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## Getting SASE with VMware SD-WAN

SPEAKERS: Aamer Akhter and Joe Harris

Level 100 – Technical

Secure access service edge (SASE) is the natural evolution of SD-WAN, and VMware is uniquely positioned to dominate this space. Several exciting developments will be coming to market in CY21Q2-Q4, including a VMware branded secure web gateway solution, and now is the perfect time to prepare yourselves and your customers for VMware's best-of-breed SASE offering. Learn how applications, and thereby your customers, can benefit from SASE and what you need to know about the inner workings.

SUB-TRACK: [Virtual Cloud Network](#)

## VMware SD-WAN/SASE Roadmap

SPEAKER: Kishan Ramaswamy

Level 100 – Technical

We know about SD-WAN and secure access service edge (SASE), but what is coming next? Customers always want to know more about where are we going and that we are solving for the tactical and strategic needs of their business. Come learn how the VMware SD-WAN™ offerings will continue to evolve to further address the secure business needs of tomorrow.

SUB-TRACK: [Virtual Cloud Network](#)



## How to Deliver Modern, Multi-Cloud Load Balancing

SPEAKERS: Chandra Sekar and Ashish Shah  
Level 100 – Technical

The global pandemic has caused enterprises to fundamentally change their application delivery tooling and infrastructure. With the acquisition of Avi Networks in 2019, VMware entered the application delivery market with an enterprise-grade, software-defined load balancer and a web application firewall that has been deployed for digital initiatives by leading enterprises across the world. Join VMware load balancing experts to see the VMware NSX® Advanced Load Balancer™ in action and learn how leading enterprises are tackling their application delivery challenges.

You will see how to:

- Deliver applications consistently in any cloud
- Centrally orchestrate your entire fleet of load balancers
- Troubleshoot without TCP dumps
- Automate and deliver self-service

SUB-TRACK: [Virtual Cloud Network](#)



## A Kubernetes Cluster – The New Unit of Infrastructure?

SPEAKERS: Hannah Foxwell and James Ward  
Level 200 – Technical

Not everyone needs Kubernetes. However, it's important to understand what Kubernetes is and the role it plays in transforming application delivery.

With VMware vSphere® 7, we have the ability to quickly and easily enable a container-as-a-service (CaaS) platform capability for our customers. While their application development teams have embraced Docker, so too must their infrastructure teams get to grips with Kubernetes as the container orchestrator of choice.

In this session, we'll take you through the journey a customer must go on with VMware to build their first Kubernetes cluster on vSphere, and share stories of recent customer successes and challenges as they embrace this technology.

SUB-TRACK: [App Modernization](#)

## Tanzu Observability: Full-Stack Observability for Multi-Cloud Environments

SPEAKER: Rishi Sharda

Level 200 – Technical

VMware Tanzu™ Observability™ by Wavefront is an observability platform specifically designed for enterprises needing monitoring, observability and analytics for their cloud native apps and environments. DevOps, SRE and developer teams use Tanzu Observability to proactively alert on, rapidly troubleshoot, and optimize performance of their modern apps running on the enterprise multi-cloud.

Tanzu Observability represents the evolution of traditional monitoring. It delivers full-stack observability with industry-leading analytics—using operational telemetry such as metrics, traces, histograms, span logs, and events—aggregated across distributed apps, app services, container services, and the enterprise multi-cloud based on public, private and hybrid cloud infrastructures. Use Tanzu Observability to detect unusual symptoms about your systems, ask open-ended questions about your systems, and explain them to quickly get to the root cause of an issue.

Tanzu Observability is a true enterprise-grade observability platform, specifically designed for the performance, reliability and functional scale that enterprise DevOps teams require to deploy observability as a service across the entire organization. Tanzu Observability is production proven for customers supporting thousands of engineers, self-servicing tens of thousands of alerts and dashboards, from aggregate telemetry ingestion loads exceeding 250 million data points per minute. Because of this scale, Tanzu Observability is the observability platform of choice for leading global SaaS and enterprise organizations such as Workday, Reddit, Box, Okta, Centrica, Dell, DoorDash, Snowflake, Yammer and more.

SUB-TRACK: [App Modernization](#)



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## VMware Tanzu Standard and Centralized Management of Kubernetes Across Clouds

SPEAKERS: Eryn Muetzel and Keith Lee

Level 200 – Technical

As customers grow their Kubernetes footprint across clusters and clouds, management gets more complicated. That's why they need to set clear policies and processes now with VMware Tanzu™ Standard.

This session will review what's included in Tanzu Standard, and then dive into VMware Tanzu Mission Control™ capabilities. Learn how Tanzu Mission Control puts more power at the fingertips of the platform operator, enables development teams, and serves as an integration point with the larger VMware Tanzu portfolio.

SUB-TRACK: [App Modernization](#)



## vSphere with Tanzu – A Technical Foundation

SPEAKER: Kendrick Coleman

Level 200 – Technical

VMware has thousands of customers embracing containers and Kubernetes, and we offer the simplest path to adoption. This session reviews the architecture of VMware vSphere® with VMware Tanzu™ and walks through the virtual infrastructure (VI) admin experience as they take control of a Kubernetes footprint.

In 2020, vSphere with Tanzu came to the mainstream by enabling anyone with VMware vCenter® to turn it on. Moving into 2021, we're making it easier and better with new features and functionality. Enable vSphere admins to take control of their Kubernetes infrastructure while offering developers self-service access to resources.

Join this session to see what's new in vSphere with Tanzu.

SUB-TRACK: [App Modernization](#)

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## Demoining the Dream – From Zero Day to Day Two with Workspace ONE

**SPEAKER:** Darren Weatherly

**Level 200 – Technical**

Want to be a Windows demo ninja? We will demonstrate how to go from zero-day onboarding to day one provisioning, to day two management with VMware Workspace ONE®. This session covers a Windows 10 end user's end-to-end lifecycle from day zero to day two and beyond. We will then provide you with demo tips and highlight important talking points to key in on during your Windows demos. You can expect to see onboarding, provisioning, app deployment, hub services, virtual assistant, workflows, automation, device configurations, and more.

**SUB-TRACK:** [Digital Workspace](#)

## Real-World Use Cases with Workflows: Scripts and Sensors

**SPEAKERS:** Darren Weatherly and Josue Negron

**Level 200 – Technical**

Device management is continuously evolving, and this rapid evolution has directly impacted the IT administrator experience. VMware Workspace ONE® UEM has been following every step of this journey, evolving and innovating with every release, allowing administrators to manage cross-platform devices to enable a true Anywhere Workspace experience. To continue that innovation journey, we released Freestyle Orchestrator, which enables Workspace ONE UEM administrators to create complex workflows that fit specific requirements with flexibility and speed. This session will cover real-world use cases of using Freestyle Orchestrator workflows, which can be used to set up resources such as applications, profiles, sensors and scripts. We will focus on the scripts and sensors resource types and provide you with various examples you can start to use today.

**SUB-TRACK:** [Digital Workspace](#)



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## Windows 10 Drop-Ship Provisioning and Domain Joining Options

SPEAKER: Josue Negron

Level 200 – Technical

Want a Windows 10 zero-touch device provisioning experience for your customers but don't know where to start? We will dive deep into everything you need to know about drop-ship provisioning online and offline, including all of your domain-joining options and exploring other device deployment best practices. Modernizing deployment can be challenging and overwhelming, with many dependencies on other technologies. Come learn what it takes to make this a reality.

SUB-TRACK: [Digital Workspace](#)

## VMware Carbon Black Cloud and the Real World: Ransomware and Zero Logon

SPEAKER: David Hutt

Level 200 – Technical

Adversaries never waste a crisis, and the COVID-19 pandemic was no different. Join this session to learn how VMware Carbon Black Cloud™ protected our customers against ransomware and other more advanced exploits.

SUB-TRACK: [Intrinsic Security](#)



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## Future Ready Workforce: Workspace ONE and VMware Carbon Black Cloud Joint Value Prop

SPEAKER: Evin Hernandez

Level 200 – Technical

The Future Ready Workforce is a key selling motion for VMware. Learn how the End-User Computing, Security, and Networking and Security business units are working together to provide key solutions for our customers and prospects.

SUB-TRACK: [Intrinsic Security](#)

## Containers, Kubernetes and Security Risks

SPEAKER: Sanara Marsh

Level 200 – Technical

Understand what risks Kubernetes environments are subject to and how VMware Carbon Black Cloud™ technical messaging aligns to alleviate these risks, while focusing on industry standards.

SUB-TRACK: [Intrinsic Security](#)





## Advanced Threat Hunting

SPEAKERS: Greg Foss and Evin Hernandez

Level 200 – Technical

Wide adoption of extended detection and response (XDR) technology has dramatically improved collective visibility into malicious activity. However, regardless of solution, the volume of alerts a security operations center (SOC) must now triage can become overwhelming, and threat actors are adapting to take full advantage.

In this session, we'll examine real-world scenarios that highlight how modern adversaries adapt to evade defensive tooling, influencing the tactics and decisions threat actors take at each step in the kill chain. Learn how we can shift our defensive mindset toward providing actionable tips and recommendations to maximize the value of investments in endpoint detection and response (EDR), XDR, or managed detection and response (MDR) investments, with a focus on optimizing threat hunting practices.

SUB-TRACK: [Intrinsic Security](#)



## Say Goodbye to Downtime – DRaaS

SPEAKERS: Srinivas Satyavaru and Mukesh Idnani

Level 200 – Technical

An increasing number of customers are opting for a presence in VMware Cloud™ on AWS. They are either moving their entire virtual workloads to VMware Cloud on AWS, or using VMware Cloud on AWS for protecting their on-premises workloads—eliminating the need of disaster recovery (DR) data centers completely. Now, customers also want to leverage the simplicity and flexibility of the cloud to protect their workloads. In this session, we will take a look at various options available for DR using VMware technology, such as VMware Site Recovery™ for VMware Cloud on AWS, VMware vSphere® Replication™, VMware NSX® Hybrid Connect, and VMware Cloud Disaster Recovery™. Find out how to protect workloads from on-premises to VMware Cloud on AWS or between two software-defined data centers (SDDCs) in different regions and/or availability zones to avoid downtime or minimize outages completely. Join us to learn an end-to-end DR solution that can help reduce the requirements for a secondary recovery site, accelerate time to protection, and simplify DR operations.

SUB-TRACK: [Multi-Cloud: Hybrid Cloud](#)

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## VMware Cloud Hyperscaler Solutions: Show and Tell, Part 1

SPEAKER: Martin Hosken

Level 200 – Technical

Join this session for a technical overview and the vision of the VMware hyperscaler, partner-driven solutions.

SUB-TRACK: Multi-Cloud: Hybrid Cloud

## VMware Cloud Hyperscaler Solutions: Show and Tell, Part 2

SPEAKER: Martin Hosken

Level 200 – Technical

Join this session for a technical overview and the vision of the VMware hyperscaler, partner-driven solutions.

SUB-TRACK: Multi-Cloud: Hybrid Cloud



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## VMware Cloud on Dell EMC Technical Overview

**SPEAKERS:** Matt Herreras and Kofi Ahulu

**Level 200 – Technical**

This session will focus on a technical overview of VMware Cloud™ on Dell EMC, a discussion on key technical use cases for the service, and an overview of the engagement process for opportunities.

**SUB-TRACK:** [Multi-Cloud: Hybrid Cloud](#)

## VMware Tanzu Services on VMware Cloud on AWS

**SPEAKERS:** Chris Saunders and  
Aaron Brongersma

**Level 200 – Technical**

In this session, we will review the benefits of running VMware Tanzu™ on VMware Cloud™ platforms. You will leave this session with a clear understanding of why customers will choose VMware Cloud as the platform to run their modern applications, as well as the specific packaging and compatibilities of the VMware Tanzu portfolio on VMware Cloud.

**SUB-TRACK:** [Multi-Cloud: Hybrid Cloud](#)



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## Supercharge VMware Cloud on AWS Applications by Integrating with Native AWS Services

SPEAKERS: Hadi Nejatian and Frances Wong

Level 200 – Technical

Would you like to modernize enterprise applications running in VMware Cloud™ on AWS? VMware Cloud on AWS gives you high-bandwidth, low-latency access to more than 175 native AWS services, including storage, database and analytics, serverless, compute, networking, security, Internet of Things (IoT), machine learning, and more. By seamlessly integrating with these innovative native AWS services, you can extend the value of your enterprise applications running in VMware Cloud on AWS with new features and an enhanced user experience. In this session, we will show you how to integrate VMware Cloud on AWS applications with native AWS services, the details of reference architectures for some key use cases, and much more.

SUB-TRACKS: [Multi-Cloud: Hybrid Cloud and Virtual Cloud Network](#)



## What's New in VMware HCX – Technical Overview

SPEAKERS: Anika Suri, Michael Armstrong and Tim Jones

Level 200 – Technical

VMware Cloud™ on AWS now includes a number of new VMware HCX® options as part of the subscription. In this session, we will dive into the customer use cases these features enable. The session will close out with a look at the near-term roadmap for VMware HCX on VMware Cloud™ on AWS.

SUB-TRACKS: [Multi-Cloud: VMware Cloud Foundation and Virtual Cloud Network](#)

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## Why vSAN and vSphere Virtual Volumes Are Best for VMware Cloud Foundation

SPEAKER: Jason Massae

Level 200 – Technical

Hyperconverged infrastructure (HCI) powered by VMware vSAN™ is a core component of VMware Cloud Foundation™ management domains. This session will help you position vSAN as an ideal storage solution for VMware Cloud Foundation workload domains to grow your deal size. VMware vSphere® Virtual Volumes™ is also an excellent choice for those wishing to use traditional storage arrays with VMware Cloud Foundation. We will take a look at the advantages of vSphere Virtual Volumes. This session will cover storage policy-based management (SPBM) benefits as well as the ability to completely automate storage deployment and management.

SUB-TRACK: Multi-Cloud: VMware Cloud Foundation

## Migrating Existing vSphere Workloads to VMware Cloud Foundation and Quickly Adopting SDN

SPEAKER: Heath Johnson

Level 200 – Technical

Is your customer still running VMware vSphere® 6.5, 6.0, or 5.5? Learn how to migrate workloads into a new VMware Cloud Foundation™ environment using VMware HCX®. Learn how migrating from existing vSphere to VMware Cloud Foundation leads to the rapid adoption of software-defined networking (SDN).

SUB-TRACKS: Multi-Cloud: VMware Cloud Foundation and Virtual Cloud Network



## Data Protection and Disaster Recovery Technical Deep Dive

SPEAKER: John Nicholson

Level 200 – Technical

VMware Site Recovery Manager™, VMware Cloud Disaster Recovery™, VMware vSphere® APIs for I/O Filtering, and vSphere Storage APIs – Data Protection. There are a lot of options for protecting data, and we will discuss the differences in methods and how to best leverage them.

This session will cover options for protecting data and delivering best-in-class availability, disaster recovery, and business continuity in vSphere and VMware Cloud Foundation™.

SUB-TRACK: [Multi-Cloud: VMware Cloud Foundation](#)



## A Big Demo of Operationalizing VMware Cloud Foundation

SPEAKER: John Dias

Level 200 – Technical

Would you like to show your customers how VMware vRealize® Cloud Management™ works from end to end? Come see a demo featuring a day in the life of MOAD, a robotics firm using vRealize Cloud Management with VMware Cloud Foundation™ to modernize IT with consistent operations between teams, and provide self-service backed by governance and policy controls with application visibility for traditional and Kubernetes workloads. You'll see how vRealize Automation™, vRealize Operations™, vRealize Log Insight™, and vRealize Network Insight™ combine to provide all of this and more:

- What is operationalizing VMware Cloud™ on AWS? What are the difficulties?
- Who are the personas, and how does vRealize help them?
- What are the day-to-day tasks of the personas, and how do we make their lives easier?

SUB-TRACK: [Multi-Cloud: VMware Cloud Foundation](#)

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## Deep Dive into a Developer-Ready Cloud Offering Based on VMware Tanzu

**SPEAKERS:** Gerrit Lehr, Stefan Berner and Avnish Tripathi

**Level 200 – Technical**

In this session, we will dive deep on how to build a developer-ready cloud offering based on VMware Tanzu™.

**SUB-TRACK:** Multi-Cloud: VMware Cloud Providers and MSP

## NSX Data Center for vSphere to NSX-T for VMware Cloud Provider Partners

**SPEAKER:** Romain Decker

**Level 200 – Technical**

It's time to migrate to VMware NSX-T™. Take advantage of new networking and security features in VMware Cloud Director™. In this session, you will learn about the different VMware NSX® Data Center for vSphere® to NSX-T migration scenarios, and how the NSX Migration for VMware Cloud Director tool can help you initiate and complete migration with minimum downtime.

**SUB-TRACKS:** Multi-Cloud: VMware Cloud Providers and MSP and Virtual Cloud Network



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## Quick and Easy Migrations with VMware Cloud Director Availability

**SPEAKER:** Nikolay Patrikov

**Level 200 – Technical**

In this session, you will learn what VMware Cloud Director Availability™ is, and why it is a good fit for any partner who has VMware Cloud Director™ in use. Find out what is new in the latest version, and what is planned to come with the next release. Based on the trends of the past few years, discover the importance of having a simple and affordable migration solution, as well as different migration scenarios. Find out how easy it is to work with VMware Cloud Director Availability from the partner and tenant perspective, as well as UI walk-through. You will also see a demo of a migration from an on-premises to a cloud environment (VMware vCenter® to VMware Cloud Director) to show the few steps that need to be taken.

**SUB-TRACK:** Multi-Cloud: VMware Cloud Providers and MSP



## Developer-Ready Cloud Journey with VMware Tanzu

**SPEAKER:** Sachi Bhatt

**Level 200 – Technical**

There are multiple reasons for cloud providers to be interested in developer-ready cloud solutions: Adopting a Kubernetes cluster with containers is increasing significantly over a brief period. Developers have increasing influence over the selection of cloud products used in the organization. Join this session to learn how developer-ready cloud offers new application services for developers by improving in three aspects:

- Simplifying access to application services and tooling by opening gates to the Bitnami Community Catalog and cloud marketplace through VMware Cloud Director™
- Improving the developer experience with VMware App Launchpad™ for VM- and container-based applications
- Modernizing infrastructure to enable Kubernetes cluster deployment through container service extension on VMware Cloud Director and integrating with VMware Tanzu™

This session will cover the new and improved experience for a developer to deploy the container-based application to a VMware Tanzu Kubernetes cluster on VMware Cloud Director.

**SUB-TRACK:** Multi-Cloud: VMware Cloud Providers and MSP



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## A Better Way to Sell Management with VMware Cloud Foundation – vRealize Cloud Management Assessment

**SPEAKERS:** Dave Overbeek, Tim George and Peter Haagenon

**Level 200 – Technical**

In this session, you will be introduced to the new VMware vRealize® Cloud Management Assessment™ that is built into vRealize Operations™ and can be used to position, evaluate and show off vRealize Operations in the context of VMware Cloud Foundation™. Sell more VMware Cloud Foundation, and sell it faster with the assessment.

**SUB-TRACK:** Multi-Cloud: VMware vRealize Cloud Management

## How to Help Your Customers Migrate Workloads to VMware Cloud on AWS with vRealize Network Insight

**SPEAKERS:** Matt Just and Martijn Smit

**Level 200 – Technical**

In this session, we will dive deep into how to build application-aware migration waves to migrate to VMware Cloud™ on AWS. Learn about the better-together story of how the integration works for application discovery and migration planning between VMware HCX® and VMware vRealize® Network Insight™, and see a demo of use cases.

**SUB-TRACKS:** Multi-Cloud: VMware vRealize Cloud Management, Multi-Cloud: Hybrid Cloud and Virtual Cloud Network



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## SD-WAN Operational Manageability

SPEAKER: Luke Hoffer

Level 200 – Technical

Manageability has forever been an afterthought in the networking space. In this session, learn how VMware is uniquely addressing customer challenges for operating large-scale SD-WAN/secure access service edge (SASE) deployments with VMware vRealize® Network Insight™ and VMware Edge Network Intelligence™ for true end-to-end visibility.

SUB-TRACK: [Virtual Cloud Network](#)

## Best Practices for Leveraging Tools for Migrating from NSX Data Center for vSphere to NSX-T

SPEAKERS: Rad Alzyoud, Samuel Kommu and Thomas Vigneron

Level 200 – Technical

Customers on VMware NSX® Data Center for vSphere® are currently looking for options to migrate to VMware NSX-T™. In this session, learn how Migration Coordinator, a tool built into NSX-T, helps customers migrate from their existing NSX Data Center for vSphere to NSX-T. We will take a close look at the various migration options available using Migration Coordinator and briefly cover other third-party tools.

SUB-TRACK: [Virtual Cloud Network](#)



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## VMware Tanzu Advanced: End-to-End Demo

SPEAKER: Scott Brightwell

Level 300 – Technical

Would you like to see how VMware Tanzu™ Advanced works end to end? In this session, we'll show you a robust set of tools that allow developers to perform the following actions, all managed by a multi-cloud Kubernetes control plane:

- Build containers using supported language frameworks, such as Spring Runtime
- Build an application onto a container using VMware Tanzu Build Service™
- Curate open source offerings from VMware Tanzu Application Catalog™
- Store them in Harbor container registry
- Observe metrics in VMware Tanzu Observability™ by Wavefront

SUB-TRACK: [App Modernization](#)



## VMware Tanzu: Begin the Journey for vSphere Administrators

SPEAKER: Selva Jaganatha

Level 300 – Technical

This guided session will feature examples and field experience and learning for a wholesome adoption, and for changing gears to accelerate the Kubernetes engine.

SUB-TRACK: [App Modernization](#)

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## Large-Scale End-User Computing – Pre-to Post-Delivery

SPEAKERS: Bill Gommo and Hans Bader

Level 300 – Technical

VMware's largest customers pose unique challenges—organizational scale, goals and expectations, feature enhancements, time zones and language barriers, and more—that require significant changes to typical sales and delivery approaches. This session aims to better prepare you to sell/deliver VMware Horizon® engagements to our largest customers. From setting the expectations upfront, to ensuring a proper hand-off and executing the delivery, the key to success is flexibility and thinking five steps ahead.

SUB-TRACK: [Digital Workspace](#)

## Zero Day Threat Prevention Capabilities of NSX Security

SPEAKERS: Ant Ducker and Stijn Vanveerdeghem

Level 300 – Technical

Join this deep-dive session to learn how to use the advanced capabilities of VMware NSX® Advanced Threat Prevention™ to find and stop attacks.

SUB-TRACK: [Intrinsic Security](#)



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## VMware Cloud on AWS Networking Update, Parts 1 and 2

**SPEAKERS:** Ron Fuller, Nicolas Vibert and Sandeep Sharma

**Level 300 – Technical**

In part 1, we will focus on network connectivity options within VMware Cloud™ on AWS. This will focus on VMware Transit Connect™ and other options for connecting multiple software-defined data centers (SDDCs) and native AWS environments.

In part 2, we will focus on advanced SDDC security services. These include intrusion detection services (IDS), identity firewall, and URL filtering.

**SUB-TRACK:** [Multi-Cloud: Hybrid Cloud](#)

## VMware Cloud on AWS Storage Update

**SPEAKER:** Aparna Somaiah and Ryan Kelly

**Level 300 – Technical**

Storage is a key driver for customers of VMware Cloud™ on AWS. This session will dive deep into the latest storage updates for VMware Cloud on AWS and take a look at the near-term roadmap for new features.

**SUB-TRACK:** [Multi-Cloud: Hybrid Cloud](#)



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## Developing vSphere UI Plug-ins for the Hybrid Cloud

**SPEAKER:** Vladimir Velikov

**Level 300 – Technical**

Join the journey of building consistent UI integration with VMware vSphere® and VMware Cloud™. Learn how to quickly migrate to remote plug-ins—the present and future of partner UI in the hybrid cloud. We will go through versioning tips, guidelines and examples of transforming a deprecated local plug-in and a custom UI to an integrated remote plug-in experience.

**SUB-TRACK:** [Multi-Cloud: Hybrid Cloud](#)

## vSphere with Tanzu for the vSphere Admin – Getting Started

**SPEAKER:** Mike Foley

**Level 300 – Technical**

This session will be given from the standpoint of the VMware vSphere® administrator. Learn best practices and resources available to successfully deploy VMware Tanzu™ on vSphere using vSphere networking.

**SUB-TRACKS:** [Multi-Cloud: Hybrid Cloud](#) and [App Modernization](#)



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## NSX-T Data Center and VMware Cloud Director Design Considerations

**SPEAKER:** Romain Decker

**Level 300 – Technical**

Learn how to approach VMware NSX-T™ to design your next-gen cloud successfully with VMware Cloud Director™.

**SUB-TRACKS:** Multi-Cloud: VMware Cloud Providers and MSP, Intrinsic Security and Virtual Cloud Network

## A Better Way to Sell Management with VMware Cloud on AWS – vRealize Cloud Management Assessment

**SPEAKERS:** Dave Overbeek, Tim George and Peter Haagenon

**Level 300 – Technical**

In this session, you will be introduced to the new VMware vRealize® Cloud Management Assessment™ that is built into vRealize Operations™ and can be used to position, evaluate and show off vRealize Operations in the context of VMware Cloud™ on AWS. Sell more VMware Cloud on AWS and sell it faster with the assessment.

**SUB-TRACK:** Multi-Cloud: VMware vRealize Cloud Management



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## A vRealize Kubernetes Story

**SPEAKERS:** Matt Bradford and Sam McGeown

**Level 300 – Technical**

In this session, we'll take you through a day 1 and beyond demonstration of how VMware vRealize® Automation™, vRealize Operations™, vRealize Log Insight™, and vRealize Network Insight™ can come together to deploy, manage and troubleshoot Kubernetes for IT providers.

**SUB-TRACKS:** Multi-Cloud: VMware vRealize Cloud Management and App Modernization

## Automation Architecture for vRealize Automation SaltStack Config: Supporting Enterprise Customers

**SPEAKERS:** Chris Hampton and Chris McClanahan

**Level 300 – Technical**

In this session, we will discuss the capability for customers to drink their own champagne and maintain their enterprise application configuration management (ACM) tools using a VMware vRealize® Automation™ blueprint to update the SaltStack master along with Bitbucket and Artifactory.

**SUB-TRACK:** Multi-Cloud: VMware vRealize Cloud Management





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## Global Support Services Top Tricks and Tips for NSX and vSAN

SPEAKERS: Sean Quinlan and Fabien Koessler

Level 300 – Technical

In this session, senior engineers from VMware Global Support Services will provide insight into and details of the top issues for both VMware NSX-T™ and VMware vSAN™. Learn how to resolve these issues and avoid encountering these problems.

SUB-TRACK: [Partner Engagement](#)

## High Availability and Disaster Recovery Powered by NSX Federation in VMware Cloud Foundation

SPEAKER: Dimitri Desmidt

Level 300 – Technical

The days of 9-to-5 application access in one time zone and businesses continuing on manual processes are behind us. As IT systems become more critical, the software-defined data center (SDDC) they live in must provide the availability and resiliency they need. In this session, we will cover the active-active and dedicated disaster recovery capabilities built into VMware Cloud Foundation™, enabled by VMware NSX-T™ Federation, and the important design decisions that govern the implementations.

SUB-TRACK: [Virtual Cloud Network](#)



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## Software-Defined Networking Design to Enhance Small and Medium Project-Based Deployments

SPEAKER: Gregory Smith

Level 300 – Technical

Hardware capabilities are growing rapidly, and customers' budgets may be approved at a project or smaller unit of infrastructure level. In this session, we will cover how to get the most out of VMware NSX-T™ to deliver big data center capabilities regardless of deployment size, what design decisions need to be made, and how best to implement VMware NSX® for these scenarios.

SUB-TRACK: [Virtual Cloud Network](#)

## Use Cases and Architecture Decisions for Horizon Cloud Service on Microsoft Azure

SPEAKER: Masayuki Unno

Level 400 – Technical

VMware Horizon® Cloud Service™ on Microsoft Azure is a great desktop-as-a-service (DaaS) solution, providing good experiences for end users right out of the box. But, these experiences can be improved with good architecting and a combination of several functions. Join this session to learn about several use cases that will provide you with architecture design best practices and architecture decision points.

SUB-TRACKS: [Digital Workspace](#) and [Multi-Cloud: Hybrid Cloud](#)



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## NSX-T for VMware Cloud Provider Partners Unplugged

SPEAKER: Romain Decker

Level 400 – Technical

In this live whiteboarding session, you will see best practices and the pitfalls to avoid when it comes to designing and implementing VMware NSX-T™ and VMware Cloud Director™. Come with your questions or your ideas, and let's whiteboard them.

SUB-TRACKS: Multi-Cloud: VMware Cloud Providers and MSP and Virtual Cloud Network

## Technical Deep Dive of NSX Advanced Load Balancer in VMware Cloud Director

SPEAKERS: Ravi Shankar, Dennis Goh and Avnish Tripathi

Level 400 – Technical

In this session, you will learn about the advanced architecture design considerations of VMware NSX® Advanced Load Balancer™ with VMware Cloud Director™.

SUB-TRACKS: Multi-Cloud: VMware Cloud Providers and MSP and Virtual Cloud Network



## Designing an SDDC in the Cloud

SPEAKERS: Christopher Lewis and John Dias

Level 400 – Technical

The VMware Validated Design™ serves as a blueprint for the implementation of the software-defined data center (SDDC). But what happens when the compute, storage, networking and management plane are available as cloud-based subscription offerings that provide complete feature or use-case parity to their on-premises counterparts? Is there such a thing as the VMware SDDC Cloud? Discover what the design of a VMware SDDC solution looks like when you base your entire VMware vSphere® infrastructure in the cloud using VMware Cloud™ on AWS and manage it with VMware vRealize® Cloud Universal™ products (vRealize Automation Cloud™, vRealize Operations Cloud™, vRealize Log Insight Cloud™) and vRealize Network Insight Cloud™.

SUB-TRACK: [Multi-Cloud: VMware vRealize Cloud Management](#)



## The Field Value of the VCDX Journey for the Architect, Partner and Customer

SPEAKER: Paul McSharry

Level 400 – Technical

There are many reasons an IT professional could have to sign up for a new certification: validation of an existing skill, a personal or career development goal, to provide some confidence in their ability, or even just technical curiosity within the field. VMware Certified Design Expert (VCDX) is the highest level of certification offered by VMware. The journey to VCDX can be long and is often filled with setbacks, mistakes and frustration.

This panel session will offer you the opportunity to go deeper into the VCDX process with the program team, focusing on making the transition from the advanced professional to the expert track and beyond. Each member of the panel is a VCDX, and they will share their stories, the approaches taken, and most importantly, the value of how the certification has helped them, their companies, and their customers.

SUB-TRACK: [Partner Engagement](#)

## VMware SD-WAN Deployment and Design

SPEAKER: Jaspreet Bhatia

Level 400 – Technical

VMware is transforming the WAN for enterprise, government, and service provider customers by providing software-defined WAN (SD-WAN). In this session, we'll show you how to position and design next-gen SD-WAN networks to meet the needs of:

- Enterprises moving applications and workloads to software as a service (SaaS) and cloud; we'll discuss cloud gateways and dynamic multipath optimization (DMPO)
- Service providers looking to augment their backbone network with software-defined application routing capabilities
- Federal or high-security customers who want the benefits of SD-WAN but need private, on-premises deployments, including FIPS compliance and single sign-on (SSO)
- Managed service providers (MSPs) or private MSPs that need multitenancy to service their customers, captive or otherwise (partner gateways for MSP or enterprise use cases)

We will also cover how to augment and replace legacy Cisco environments with SD-WAN, and introduce VMware Edge Network Intelligence™, our AIOps product, as well our SASE ecosystem.

SUB-TRACK: [Virtual Cloud Network](#)



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## All the Ways You Can Sell VMware Tanzu on Public Clouds

SPEAKER: Scott Kelly

Sales – Professional

Your customers are moving to public cloud and looking to use Kubernetes to drive their modernization efforts. Join us to learn all the ways the VMware Tanzu™ portfolio of solutions and services can help your customers accelerate their modern applications development efforts on public cloud to drive better business results.

SUB-TRACK: [App Modernization](#)

## Building Recurring Revenue Streams with New VMware Tanzu Managed Services Offerings

SPEAKER: Alka Gupta

Sales – Professional

Join this session to learn about our VMware Tanzu™ managed service provider (MSP) go-to-market strategy, including new VMware Cloud Provider™ Program and MSP offerings available, MSP sales motions, and use cases. This session is ideal for global system integrators and VMware Cloud Provider partners interested in building managed service businesses with VMware Tanzu.

SUB-TRACK: [App Modernization](#)



## Every App Needs an Ecosystem: How to Find Kubernetes-Ready Tech Solutions

SPEAKERS: Kamala Dasika and Cory Skimming  
**Sales – Professional**

Find out how to provide the fastest route to value for customers on VMware Tanzu™ using an ecosystem of solutions for modern applications running on Kubernetes.

In this session, we will cover:

- How to find technologies, such as databases, storage solutions, and observability tools, that integrate with existing and modern applications running on VMware Tanzu
- Kubernetes-compatible business solutions or commercial off-the-shelf (COTS) applications that take advantage of the flexibility and scalability offered by containerization

SUB-TRACK: [App Modernization](#)

## Get Started Building a Profitable VMware Tanzu Platform Practice

SPEAKERS: Teri Bruns and Andrew Berenato  
**Sales – Professional**

The app modernization imperative is driving organizational change within your customer accounts. Partner business models must evolve to support new buyers as they transition to cloud native technologies. In this session, you'll learn why app modernization is a strategic customer imperative, how VMware Tanzu™ platform solutions complement your existing VMware practices, and how to jump-start your practice leveraging new sales tools, enablement, and incentives.

SUB-TRACK: [App Modernization](#)





## Partner Stories: From Buzzwords to Bottom Line with VMware Tanzu

SPEAKER: Kamala Dasika

Sales – Professional

In this session, told from the perspective of VMware partners, we'll take a trip around the globe to hear from partners on how they are growing their business and helping their customers reach their application modernization goals with VMware Tanzu™.

You will hear several partner success stories from a variety of geographies and practice areas, each providing a unique take on their own and customer experiences with VMware Tanzu.

SUB-TRACK: [App Modernization](#)



## Upsell VMware Tanzu Advanced to Increase Deal Size and Drive Services

SPEAKER: Kamala Dasika

Sales – Professional

Companies have significant financial and operational investments in their application portfolio. As more business shifts online, they need to update existing applications, add new features, or quickly build new applications that are essential to prevail over the latest business and security challenges. That's why CIOs have set modern applications as one of their top priorities for the next few years.

VMware Tanzu™ editions package capabilities of the VMware Tanzu portfolio to simplify adoption of all the tools customers need to move their application modernization forward.

In this session, partners will learn how to:

- Use Kubernetes to set the foundation for app modernization
- Help customers accelerate their Kubernetes adoption and build a stream of secure applications to operate them on premises or across clouds
- Grow their practice and drive more revenue with VMware Tanzu Advanced

SUB-TRACK: [App Modernization](#)

## VMware Cloud: App and Cloud Transformation

**SPEAKER:** Raghu Raghuram and Sandy Hogan  
Sales – Professional

Customers need to modernize existing applications, as well as build new ones, to remain competitive, bring new products and solutions to market, or provide innovative digital services to citizens or students. But the process of writing new, and modernizing existing, applications is frequently complex and difficult. At the same time, many organizations seek to gain the benefits of running securely in the cloud while still maintaining workloads under a single governance model.

In this session, you will learn how the VMware multi-cloud solution enables both infrastructure and development teams to deliver applications quickly to any cloud.

After this session, you will be able to:

- Explain how the multi-cloud solution addresses common customer problems around app modernization and its relevance to today's business needs
- Understand the requirements for and challenges around building cloud native apps
- Describe how IT teams can quickly and seamlessly provide on-demand developer resources

**SUB-TRACKS:** [App Modernization](#), [Multi-Cloud: Hybrid Cloud](#) and [Multi-Cloud: VMware Cloud Foundation](#)

## VMware Tanzu Editions – Portfolio Review (Capabilities)

**SPEAKER:** Dormain Drewitz  
Sales – Advanced

The VMware Tanzu™ portfolio go-to-market strategy is built around editions. This session aligns those editions to target use cases and personas with examples from closed won deals. We'll clearly differentiate VMware Tanzu editions and address the most asked questions about pricing and packaging to set you up for success in FY22.

**SUB-TRACK:** [App Modernization](#)



## Horizon Subscription: Getting Your Customers to Pivot to the Right Choice

SPEAKERS: Sachin Sharma and Brigitte Skakkebaek

Sales – Professional

Why should your customers move to VMware Horizon® Universal Subscription and not just make the easy move to term? In this session, we will discuss positioning software as a service (SaaS) in comparison to term for customers coming up for renewal, what customer profiles to prioritize for making the full jump to hybrid cloud virtual desktop infrastructure (VDI), and the resources available to help you drive the customer journey.

SUB-TRACK: [Digital Workspace](#)



## Microsoft: Friend and Foe for the Anywhere Workspace

SPEAKER: Michael Olney

Sales – Professional

In an era where remote working technologies dominate today's discussion, it's important to clearly communicate how VMware is distinct in enabling and meeting the needs of the modern distributed workforce. In this session, you'll learn how to navigate and elevate your strategic account position against Microsoft, a partner and competitor. Understand our unique approach to the future of work and how we better enable great user experiences through key customer testimonials.

Learners will be able to:

- Articulate competitive advantage over Microsoft and explain how VMware provides a differentiated work from anywhere, on any device experience.
- Understand key use cases on when to partner and when to compete

SUB-TRACK: [Digital Workspace](#)

## Adopting the Future-Ready Approach to Anywhere Workspace Engagements with VMware and HCL

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**SPEAKERS:** Jay Allen and Oindrila Banerjee  
**Sales – Professional**

In this session, we will take a look at how our strategic partner HCL has worked with VMware on joint go-to-market offerings to support customers in the new normal with a future-ready approach to the Anywhere Workspace. You will see examples of joint wins and customer challenges in 2020.

**SUB-TRACKS:** [Digital Workspace](#) and [Partner Engagement](#)

## How to Prioritize and Accelerate Windows 10 Modern Management Opportunities

**SPEAKERS:** Aditya Kunduri and Jason Roszak  
**Sales – Advanced**

Modern management continues to be a key business requirement to support an Anywhere Workforce that leverages Windows PCs. This session will cover the different customer segments with differing affinity toward modern management in comparison to staying with legacy PCLM tools. We will highlight new selling tools, competitive differentiation, and resources being made available to you to accelerate your Windows 10 modern management attach for your prioritized accounts.

**SUB-TRACK:** [Digital Workspace](#)



## Modernizing VDI with a Hybrid Cloud Approach

SPEAKERS: Sachin Sharma and Skip Gumble

Sales – Advanced

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Learn how customers can take advantage of hybrid virtual desktop infrastructure (VDI) deployments and VMware Horizon® Control Plane cloud native services to take their VDI and app environments to the next level, even if they want to remain on premises. We'll also cover how to compete with Horizon against Citrix and complement with Microsoft.

SUB-TRACK: [Digital Workspace](#)

## Defend and Grow Your Key Workspace ONE UEM Accounts

SPEAKERS: Jeffrey McGrath and Dan Quintas

Sales – Advanced

This session will discuss how to best expand customer usage and new licensing opportunities for VMware Workspace ONE® UEM. What is the next use case you should be tackling based on customer characteristics and qualifications? Is it driving employee experience? Expanding managed operating systems and devices? Consolidating smaller vendors? Join this session to learn how to win by prioritizing customer use cases.

SUB-TRACK: [Digital Workspace](#)



## What Employee Experience Means for the Anywhere Workforce

SPEAKERS: Marshall Anne Busbee and Hemant Sahani

Sales – Advanced

As businesses adapt to the new normal, employee experience becomes even more important. Countless customer conversations and competitive messages have validated this need. In this session, you will understand how VMware solutions for the distributed workforce uniquely help IT deliver a personalized and powerful employee lifecycle journey. You will also receive use case-based recipes for various customer segments, helping you personalize your conversations.

SUB-TRACK: [Digital Workspace](#)

## Empower and Secure the Anywhere Workspace

SPEAKERS: Al Irizarry, Casey Powell, Shankar Iyer, Patrick Morley, Sanjay Uppal, Renu Upadhyay and Arnaud Chain

Sales – Advanced

The benefits of enabling work from anywhere are here to stay. VMware has a unique opportunity to lead the way in helping customers adapt to the new way of working. This session will cover the market opportunities and Anywhere Workspace priorities for FY22.

Join your hosts, Al Irizarry and Casey Powell, as we take a look back at 2020 and hear what our execs shared at our internal sales kickoff on the future of the Anywhere Workspace.

SUB-TRACKS: [Digital Workspace](#), [Intrinsic Security](#) and [Virtual Cloud Network](#)



## End-to-End Security for a Distributed Enterprise: Zero Trust, SASE, and VMware

SPEAKERS: Shawn Bass and Harsha Nagaraju

### Sales – Advanced

Everything changed last year. As enterprises quickly adapt to an accelerated dash to the future, security has taken center stage. Zero Trust, which was once a good idea, is now a top priority. Zero Trust done right needs a holistic approach and a portfolio of products that offers differentiated value to customers. VMware has both. Learn how our broader approach to security for a Future Ready Workforce is a winner.

SUB-TRACKS: [Digital Workspace](#) and [Intrinsic Security](#)



## Bigger Deals with Security

SPEAKERS: Geoff Haydon, Tom Corn and Chas Lario

### Sales – Professional

In this session, learn about the cybersecurity megatrends that make security top of mind for all customers. We will discuss what new budgets are available for enterprise security purchases. This session will show you what security products to introduce when selling VMware Workspace ONE®, VMware Cloud™, VMware Cloud Foundation™, or VMware Tanzu™ to sell the secure versions of VMware products. Learn how this helps you grow and differentiate your deals.

By the end of this session, you will be able to:

- Understand the significant opportunity in cybersecurity
- Identify where to look for new budgets and customers
- Learn how to attach VMware security products to grow and differentiate deals

SUB-TRACKS: [Intrinsic Security](#) and [Virtual Cloud Network](#)

## VMware End-to-End Security Story

SPEAKER: Tom Corn

Sales – Professional

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In this session, we will provide the foundational knowledge so you can have more confidence telling the VMware end-to-end security story. We will discuss the reasons customers are investing in security, the challenges they are facing, and how VMware helps them solve their security problems with our intrinsic security approach. We will provide a narrative that weaves together our entire portfolio, from endpoint and workload to network, workspace and cloud.

By the end of this session, you will be able to:

- Understand the three key challenges facing security teams
- Learn how the VMware security vision and strategy aligns with Zero Trust
- Explain how each intrinsic security component addresses customers' needs

SUB-TRACKS: [Intrinsic Security](#) and [Digital Workspace](#)



## Consolidate Endpoint Security: Our Consolidation Story

SPEAKER: Molly Conway

Sales – Advanced

Securing endpoints and workloads requires dozens of siloed tools with fragmented information, slowing mean time to resolution. VMware Carbon Black Cloud™ breaks down the siloes and consolidates multiple use cases into one platform, with one agent and one console. In this session, you will learn how to have a consultative conversation with each of your accounts about their opportunity to consolidate, and assess the security tools we can replace or reduce usage of.

SUB-TRACK: [Intrinsic Security](#)



## Securing Workloads for vSphere, VMware Cloud Foundation, and VMware Cloud on AWS

SPEAKER: Kellie Regan

Sales – Advanced

With more than 70 million workloads currently running on VMware vSphere®, VMware has a massive opportunity to lead the cloud workload protection market. Unlike our competitors, VMware is uniquely positioned to provide customers with modern, industry-leading infrastructure and best-in-class workload security through a single vendor. In this session, you'll learn how to harness the power of vSphere and VMware Cloud Foundation™, and work with core sellers to win in private and hybrid cloud environments.

SUB-TRACK: [Intrinsic Security](#)

## Selling Container Security for Kubernetes Environments

SPEAKER: Kellie Regan

Sales – Advanced

VMware Carbon Black Cloud™ provides native support for securing modern, cloud native applications that leverage Kubernetes. VMware Carbon Black Cloud Container™ helps simplify DevSecOps and enables cloud native environments to be more secure, from development through runtime. In this session, you'll learn how to work with the VMware Tanzu™ team and core sellers to identify opportunities and help customers secure their containers and Kubernetes environments, operationalize security, and collaborate more effectively across development, IT operations, and security teams.

SUB-TRACK: [Intrinsic Security](#)



## Selling Security to Different Buyers

SPEAKER: Kim Mahoney

Sales – Advanced

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As the breadth of the VMware portfolio expands, learn what makes each of our buyer types tick. In this session, you'll receive an overview of the various security buyers, from the traditional buyers of VMware Carbon Black products to new personas for workload and workspace offerings. You'll learn which buyers to focus on, and which products to position based on their distinct needs.

SUB-TRACK: [Intrinsic Security](#)

## VMware Carbon Black Cloud Competitive Overview

SPEAKER: Dan Graney

Sales – Advanced

Be armed with the latest competitive intelligence. In this session, you'll receive an understanding of the latest competitive intelligence and an overview of the competitive intelligence toolset. During this session, we will align on our competitive differentiators, discuss how best to apply them, and review the competitive intelligence tools available to you. Leaving this session, you will be enabled to win more by being better able to articulate our unique value propositions and have an improved ability to identify opportunities.

SUB-TRACK: [Intrinsic Security](#)



## VMware Carbon Black Cloud – A Roadmap Recap

**SPEAKERS:** Allen Lieberman and Shawn Tiemann  
**Sales – Advanced**

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Understand how to align with prospects and articulate a combined future security state with confidence. In this session, we'll review the key audiences for and artifacts of the roadmap. We'll inform on how and when to leverage which resources, and review the key strategic items over the past 6 months of the VMware Carbon Black Cloud™ roadmap.

**SUB-TRACK:** [Intrinsic Security](#)

## VMware Workspace Security: Securing Remote Workers

**SPEAKERS:** Elizabeth Schultheisz and Sanara Marsh

**Sales – Advanced**

VMware Workspace Security™ addresses the needs of the world of remote workers for both IT and InfoSec teams. Learn about joint solutions from the VMware End-User Computing and Security business units to provide powerful, easy-to-deploy, single-vendor solutions for endpoint management and security for both physical and virtual desktops. In this session, you will learn how to position the VMware Workspace Security solutions against Microsoft and Citrix, showcasing our unique differentiators and customer value while learning how to secure the future ready workforce.

**SUB-TRACK:** [Intrinsic Security](#)



## A VMware User Guide on the VMware Multi-Cloud Vision

SPEAKERS: Hadi Nejatian and John Marrone

Sales – Professional

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Over the past 20 years, VMware has grown from a virtualization to a multi-cloud software giant. With that growth also came the expansion of the product portfolio and the complexity of how it all fits together. In this session, we'll talk about the vision and strategy of VMware and how it all fits together. The discussion will provide a step-by-step approach on how to look at VMware's multi-cloud services and how this helps in moving enterprise customers toward a multi-cloud environment where IT is in control of all cloud resources and is able to add value to the business. We will discuss the challenges faced by customers embarking on their cloud journeys, and how everything fits together to help customers move toward multi-cloud.

SUB-TRACK: [Multi-Cloud: Hybrid Cloud](#)

## Multi-Cloud Solution Story

SPEAKER: James Forrester

Sales – Professional

VMware Cloud™ customers have been accelerating application deployments by 23 percent into unique multi-cloud hyperscale platforms. VMware is significant for moving a broader range of applications and scenarios, as well as our ability to impact application initiatives within our customers, accomplishing this with our unique VMware Cloud solution. Cloud strategies are challenging for a variety of reasons, including disparate management tools, diverse application interactions, operational overhead, and evolving skillsets. This session will demonstrate how the VMware multi-cloud solution addresses these challenges through a unified infrastructure, support for any applications, unified management and operations platforms, and advanced cloud services.

SUB-TRACKS: [Multi-Cloud: Hybrid Cloud](#), [Multi-Cloud: VMware Cloud Foundation](#), [Multi-Cloud: VMware Cloud Providers and MSP](#) and [Multi-Cloud: VMware vRealize Cloud Management](#)



## Building a Partner Practice with VMware Cloud Offerings

AMERICAS SPEAKERS: Jim DeCarlo, Terence Gleeson, Marcus Phipps and Robyn Vuillermoz

EUROPE SPEAKERS: Chris De Vere and Marcus Phipps

APJ SPEAKERS: Cassandra Ashworth, Terence Gleeson, Marcus Phipps and Veronica Sartori

**Sales – Professional**

Join this session to hear from our experts on how to have the initial discussion with the partner about the market opportunity and the added value that building a VMware Cloud™ practice can bring.

SUB-TRACK: [Multi-Cloud: Hybrid Cloud](#)

## Time to Get Smart on SaaS

SPEAKERS: Jim DeCarlo, Alex Matthews and Veronique Nurit

**Sales – Professional**

This session will present the value proposition of a partner to accelerate software-as-a-service (SaaS)/ subscription adoption. You will also learn about three use cases across the VMware solution areas.

SUB-TRACK: [Multi-Cloud: Hybrid Cloud](#)



## Azure VMware Solution – The Next Big Thing in VMware Cloud Offerings

SPEAKERS: Laurie Clough, Paul Ford and  
Anthony Wilson

Sales – Professional

Many organizations are deploying a multi-cloud approach for their app/dev and infrastructure needs. VMware is well-positioned to provide customers a standardized bridge to the multi-cloud world.

VMware and Microsoft have partnered to deliver the VMware software-defined data center (SDDC) environment natively, and at scale, on Azure bare-metal infrastructure. This joint offering, called Azure VMware® Solution, is sold as a first-party Microsoft service. Join us to learn how you can win new business in partnership with Microsoft and protect your customers' VMware investment with Azure VMware Solution. This session will provide buying clues, talking points to highlight the offering, and frequently asked customer questions. Additionally, you'll hear some customer success stories and leave the session knowing who and how to engage. Don't miss out on the next big thing in VMware cloud offerings.

SUB-TRACK: [Multi-Cloud: Hybrid Cloud](#)

## How to Handle Pushback from Customers While Selling SaaS to Enterprises

SPEAKER: Ning Ge

Sales – Professional

While software-as-a-service (SaaS) solutions become increasingly popular among enterprise customers, a certain number of customers are still in the process of adjusting to SaaS and are reluctant to adopt SaaS solutions in their IT organization, especially in the infrastructure domain.

Join this session to learn more about how to sell SaaS to an IT organization. We will use VMware Modern Applications Platform Business Unit products as examples to discuss some of the common concerns from your customers, and how to better handle them.

SUB-TRACK: [Multi-Cloud: Hybrid Cloud](#)



## Cloud Migration and Modernization: VMware Cloud on AWS Buyer's Guide for Partners

SPEAKERS: Hadi Nejatian and Adam Osterholt

Sales – Advanced

Migration, post-migration and modernization challenges hinder organizations from taking full advantage of the cloud and becoming future ready. A seamless hybrid cloud model has become the preferred (and the recommended) option for enabling enterprises to respond and adapt to these challenges as part of their future-ready journey. In this session, we will walk you through major factors that your customers should consider when they plan to undergo a cloud migration or modernization initiative to become future ready. We'll discuss the key benefits of VMware Cloud™ on AWS and how they can help to meet with those factors' requirements.

SUB-TRACK: [Multi-Cloud: Hybrid Cloud](#)

## VMware Cloud on Dell EMC 101 – Local Cloud as a Service

SPEAKERS: Wei Wang and Scott Stricker

Sales – Advanced

In this session, you will learn the why, what and where of VMware Cloud™ on Dell EMC. You will also see a sample customer pitch deck on how to best pitch to your customers.

SUB-TRACK: [Multi-Cloud: Hybrid Cloud](#)



## VMware Cloud Computing 2021 Strategy

SPEAKER: Matt Morgan

Sales – Advanced

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During this session, we'll cover the VMware Cloud™ computing strategy for 2021, including topics on migration, application modernization, and cloud native integration. You'll learn about VMware's holistic approach to multiple public cloud options, including current trends, solution components, use cases, the unique value behind VMware's approach, and an introduction to new flexible subscription-based licensing for some of VMware's on-premises and cloud solutions.

SUB-TRACK: [Multi-Cloud: Hybrid Cloud](#)

## VMware Cloud Roadmap

SPEAKERS: Narayan Bharadwaj, Prab Kalra, Henry Robinson and Matt Dreyer

Sales – Advanced

In this session, we will cover the roadmap for VMware Cloud™.

SUB-TRACK: [Multi-Cloud: Hybrid Cloud](#)





## VMware Delivers Modern Multi-Cloud – Which Cloud Fits with Your Applications?

SPEAKERS: Hadi Nejatian and Martin Hosken

Sales – Advanced

There have never been more options to deliver a cloud platform that meets the needs of today's applications. Therefore, the options for customers appear endless. Join this session to learn how you can create a modern multi-cloud platform that spans on-premises, AWS, Azure, Google, Oracle, IBM and other cloud providers; unifies management and operations across these environments; and uses a consistent set of application services across all of your cloud choices. We will discuss the VMware multi-cloud vision across public cloud providers (AWS, Azure, Google, etc.). This session will help customers navigate and better understand the options available—whether it's Google Cloud VMware® Engine, Azure VMware Solution, or VMware Cloud™ on AWS—and address the strengths of each option.

SUB-TRACKS: Multi-Cloud: Hybrid Cloud and App Modernization

## From vSphere to VMware Cloud Foundation: Five Steps to Prepare for Your Customer Call

SPEAKERS: Scott Howard, Jason Langer and Ken Osborn

Sales – Professional

Talking to your customers about the journey to VMware Cloud Foundation™ and the software-defined data center (SDDC) takes time and preparation, but where do you start?

In this presentation, we will walk you through five steps that can help provide the value and messaging for the VMware SDDC stack.

SUB-TRACK: Multi-Cloud: VMware Cloud Foundation



## Top Use Cases for vSAN in 30 Minutes

**SPEAKERS:** Scott Howard and Jason Langer

**Sales – Professional**

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Join this lightning round of top use cases to jump-start your customers' adoption of VMware vSAN™. From business-critical applications to virtual desktop infrastructure (VDI), cloud native applications, and many others, see and hear how vSAN can address real-world customer needs while driving down their storage operational complexity and costs.

**SUB-TRACK:** [Multi-Cloud: VMware Cloud Foundation](#)

## Watch Out: VMware Cloud Foundation, vSphere and vSAN Top Competitors and How to Win Against Them

**SPEAKERS:** Madhura Limaye and  
Vandana Venkatesan

**Sales – Professional**

This session will provide an overview of VMware's value proposition and differentiation against two of our top competitors: Microsoft and Nutanix. We will also cover winning strategies against these competitors and talk about objection handling on competitor claims.

**SUB-TRACK:** [Multi-Cloud: VMware Cloud Foundation](#)



## Accelerate Delivery, Growth and Transformation by Leveraging Both VMware Cloud Verified and Powered by Dell Technologies

SPEAKER: Zach Vidibor

Sales – Professional

VMware Cloud Provider™ partners and managed services providers can innovate faster, simplify operations, and open up new opportunities by leveraging the joint strength of two industry-leading partner programs: Powered by Dell Technologies and VMware Cloud Verified. Learn how to take advantage of deep integrations, long-term roadmap alignment, and a tightly coupled go-to-market strategy—enabling delivery of robust and consistent infrastructure and advanced services to customers. We'll cover how these programs guide a unified approach that accelerates time to market, optimizes investments, reduces integration risk, and frees up resources to focus on developing value-added offerings for customers. We'll also share specific co-engineered solution capabilities that take full advantage of the best-in-class hyperconverged infrastructure (HCI) and VMware Cloud Provider software stack.

SUB-TRACKS: [Multi-Cloud: VMware Cloud Providers and MSP](#) and [Partner Engagement](#)

## Building a Competitive GTM Strategy with VMware Cloud Director

SPEAKER: Patrick Verhoeven

Sales – Professional

In this session, we'll discuss how VMware Cloud Provider™ partners are building a unique and differentiated value proposition and go-to-market (GTM) strategy around VMware Cloud Director™, and how they are positioning their services against hyperscale public clouds.

SUB-TRACK: [Multi-Cloud: VMware Cloud Providers and MSP](#)



## Build Recurring Revenue Streams Through Monitoring as a Service with vRealize Operations

SPEAKERS: Joerg Lew, Stephen Porter and Premika Srinivasan

Sales – Professional

Management and monitoring as a service are core offerings that all cloud providers should have in their portfolio. The recent innovations in VMware vRealize® Operations™ make now a perfect time to look at how this full-featured solution can provide you with new ways to solve your customers' challenges with understanding and optimizing their cloud strategy, as well as giving you an easy way to expand your portfolio and increase your revenue. Join us to learn how you can reduce time to market and unlock new revenue streams by offering end-to-end monitoring from systems to apps to cloud and beyond.

SUB-TRACK: Multi-Cloud: VMware Cloud Providers and MSP

## What's New with VMware Cloud Verified: More Than an Infrastructure Badge

SPEAKERS: Nicola Peill-Moelter, Premika Srinivasan and Vicki Vaughn

Sales – Professional

Customers wanted a trusted, proven cloud. As a cloud provider, come learn about the latest enhancements and strategy for VMware Cloud Verified—a badge of distinction for VMware Cloud Provider™ partners. In this session, you'll hear about the benefits available to VMware Cloud Verified partners, revalidation strategies, how to optimize your VMware Cloud Verified visibility, and more. Additionally, you'll learn about an exciting new initiative available exclusively to VMware Cloud Verified providers: VMware Zero Carbon Committed. This new initiative will provide additional benefits to partners who have set renewable energy goals for their data center operations to promote carbon neutrality and sustainability.

SUB-TRACK: Multi-Cloud: VMware Cloud Providers and MSP



## Multi-Cloud Opportunities for VMware Cloud Provider Partners

SPEAKER: Patrick Verhoeven

Sales – Advanced

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In this session, you will learn how VMware Cloud Provider™ partners can move beyond VMware vSphere® to monetize multi-cloud services, including services for native public clouds such as AWS, Azure and Google Cloud Platform. We will discuss the market opportunity, review key multi-cloud use cases, and discuss VMware solutions that map to those use cases.

SUB-TRACK: Multi-Cloud: VMware Cloud Providers and MSP

## Integrated Stacks and VMware Cloud Foundation for VMware Cloud Provider Partners

SPEAKER: Luis Ayuso

Sales – Advanced

In this session, you will learn about the integrated stacks and VMware Cloud Foundation™ vision, and how to position the market/business opportunity to drive monetization for VMware Cloud Provider™ partners to drive adoption to your accounts. We will also highlight the work being done to better integrate with VMware Cloud Director™.

SUB-TRACK: Multi-Cloud: VMware Cloud Providers and MSP



## Driving Value and Cloud Economics with VMware Cloud Director Service

SPEAKER: Patrick Verhoeven

Sales – Advanced

In this session, you will learn what the VMware Cloud Director™ service is, how it enhances VMware Cloud™ on AWS, why it's important to your multi-cloud strategy, and how it changes cloud economics for VMware Cloud Provider™ partners.

SUB-TRACK: Multi-Cloud: VMware Cloud Providers and MSP

## Anywhere Workspace for VMware Cloud Provider Partners

SPEAKER: Stephen Porter

Sales – Advanced

In this session, you will learn about the Anywhere Workspace vision, and how to position the market/business opportunity to drive monetization for VMware Cloud Provider™ partners to drive adoption to your accounts. There are a number of approaches for the partner to engage customers around secure remote working.

SUB-TRACK: Multi-Cloud: VMware Cloud Providers and MSP



## VMware Cloud Provider Program Product Strategy and Roadmap Priorities

SPEAKER: Michael Haag

Sales – Advanced

This is the year of VMware Cloud™, and our VMware Cloud partners and managed service providers (MSPs) are an essential part of that story. This session is built specifically for those cloud partners (VMware Cloud Provider™ Program and MSP) to review our strategy and product priorities for 2021. Come learn about what we are focused on delivering to help your business grow and enable you to embrace the multi-cloud and software-as-a-service (SaaS) opportunities in the market.

SUB-TRACK: Multi-Cloud: VMware Cloud Providers and MSP

## NSX-T Adoption for VMware Cloud Provider Partners

SPEAKER: Satish Katpally

Sales – Advanced

In this session, we will discuss VMware NSX-T™ adoption, and how to position NSX-T to address business needs for a partner's enterprise customers.

SUB-TRACKS: [Multi-Cloud: VMware Cloud Providers and MSP](#), [Intrinsic Security](#) and [Virtual Cloud Network](#)



## Build Recurring Revenue Streams Through Managed VMware End-User Computing Solutions

**SPEAKERS:** Sean Massey and Maricela Esmeralda  
**Sales – All Attendees**

The past year has ushered in a new era of remote work—an era that many enterprises were not ready to take on and manage. This presents new opportunities for VMware partners to provide managed end-user computing services through the VMware Managed Service Provider Program. In this session, you will learn about the desktop and mobility MSP programs, as well as how to build a practice, take your solution to market, and build recurring revenue streams while deepening your relationship with your customers.

**SUB-TRACK:** Multi-Cloud: VMware Cloud Providers and MSP

## A Guide to Maneuver Your Way Through VMware Cloud Partner Navigator

**SPEAKERS:** David Pham and Premika Srinivasan  
**Sales – Professional**

Expand your business beyond your cloud with easy access to a broad portfolio of multi-cloud services powered by VMware Cloud Partner Navigator™, a unified platform built to help partners simplify the delivery of differentiated services across clouds. Discover how self-driving features, such as VMware vRealize® Operations Cloud™ and vRealize Log Insight Cloud™, help you manage and monetize IT infrastructure with proactive intelligence.

**SUB-TRACKS:** Multi-Cloud: VMware vRealize Cloud Management, App Modernization, Partner Engagement and Virtual Cloud Network





## A Primer: Understanding vRealize Pricing, Packaging and Licensing

SPEAKERS: Taruna Gandhi and James Lie

Sales – Professional

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Join this session to get a refresher on VMware vRealize® management pricing, packaging and licensing. Understand how to supersize your deals while providing prescriptive management solutions for your customers' unique use cases and deployment preferences.

SUB-TRACK: [Multi-Cloud: VMware vRealize Cloud Management](#)



## A Tutorial on Selling vRealize Cloud Management with VMware Cloud on AWS

SPEAKER: Ellie Ruano

Sales – Professional

Cloud is empowering organizations all over the world and offering a promise to become more agile and efficient, and deliver apps faster. The delivery vehicle is just as important as the software and applications themselves. However, customers often face challenges and get stuck. This session provides a tutorial about selling VMware vRealize® Cloud Management™ with VMware Cloud™ on AWS so customers can go on living the dream, and you can increase your deal size. You'll learn about the challenges they face, how to overcome them, the triggers a customer might talk about, questions to ask to probe and qualify the opportunity, and how to tell this story. You'll also learn how to talk about the cloud management capabilities that have been mapped to the five key VMware Cloud on AWS use cases.

SUB-TRACK: [Multi-Cloud: VMware vRealize Cloud Management](#)

## Horizon Monitoring and Management – Why Customers Need vRealize Operations

SPEAKER: Thomas Bryant

Sales – Professional

In this session, we will cover the go-to-market messaging, sales pitch, and the high-level overview of the new VMware vRealize® Operations Management Pack for VMware Horizon®.

SUB-TRACKS: Multi-Cloud: VMware vRealize Cloud Management and Digital Workspace

## Proactive Intelligence for the Cloud: Integrating Management, Support, and ML Techniques for Optimization

SPEAKER: David Pham

Sales – Professional

With proactive intelligence from VMware, management, support and continuous optimization are combined into an integrated experience that helps keep you out of harm's way while saving you time and effort. By weaving VMware vRealize® Operations Cloud™, VMware Skyline™, and vRealize AI Cloud™ data together, we can expand issue detection, avoidance and self-tune to things we cannot check for separately. You can be proactive and perform advanced troubleshooting in a single software-as-a-service (SaaS) workflow without needing additional support, or ensure peak performance through machine learning (ML) techniques, such as reinforcement learning for your applications.

SUB-TRACKS: Multi-Cloud: VMware vRealize Cloud Management and App Modernization



## What's New with vRealize Automation

SPEAKER: Alina Thylander

Sales – Professional

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Wondering what's the latest and greatest with VMware vRealize® Automation™? Join this session to learn more about the powerful, new capabilities added to our latest release.

SUB-TRACK: Multi-Cloud: VMware vRealize Cloud Management

## A Differentiated Approach: Understanding vRealize Cloud Universal and VMware Cloud Universal

SPEAKER: Taruna Gandhi

Sales – Advanced

Join this session to understand the Universal offerings from VMware. Understand the relationship between VMware vRealize® Cloud Universal™ and VMware Cloud Universal™. Learn about the differences and similarities, as well as use cases for each. Position the right offering to meet your customers' needs.

SUB-TRACK: Multi-Cloud: VMware vRealize Cloud Management



## What's the Magic of VMware Cloud Universal?

SPEAKER: Wei Wang

Sales – Advanced

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In this session, you will learn use cases and customer examples of VMware Cloud Universal™.

SUB-TRACK: Multi-Cloud: VMware vRealize Cloud Management

## CloudHealth Sales Essentials

SPEAKER: Marie Burke

Sales – Advanced

More than 2,800 new workloads were born every hour in 2020. More than two-thirds of those new workloads were in the public cloud. With CloudHealth® by VMware, you can extend your service portfolio and help your customers optimize, govern and secure their public cloud environments. In this session, you will learn how to have qualifying discussions and articulate the benefits of CloudHealth to your customers.

SUB-TRACK: Multi-Cloud: VMware vRealize Cloud Management



## Automate Your vSAN HCI with vRealize Operations Cloud, VxRail, and vRealize AI Cloud

SPEAKER: David Pham

Sales – Advanced

The modern data center constantly changes to meet the demands of new business requirements. Applications need to scale quickly, infrastructure must be agile, and storage needs to be flexible to support workloads running on premises, in hybrid clouds, and up the stack to multi-cloud environments. VMware vRealize® Operations Cloud™ enables IT teams to operationalize their hyperconverged infrastructure (HCI) on their Dell EMC VxRail appliances. Learn how vRealize AI Cloud™ uses machine learning (ML) techniques to self-tune and optimize VMware vSAN™ clusters.

SUB-TRACKS: [Multi-Cloud: VMware vRealize Cloud Management, App Modernization](#), and [Multi-Cloud: VMware Cloud Foundation](#)

## Horizon Monitoring and Management – Technical Overview and Demo of vRealize Operations

SPEAKERS: Thomas Bryant and Cameron Fore

Sales – Advanced

In this session, we will provide a technical overview of the new VMware vRealize® Operations Management Pack for VMware Horizon®, show a demo of the product, and discuss common questions.

SUB-TRACKS: [Multi-Cloud: VMware vRealize Cloud Management and Digital Workspace](#)



## Customer Lifecycle Incentives: What Are They? Why Did Incentives Change? What's in It for Me?

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**SPEAKERS:** Sally Thorn, Sahiba Ratra  
and Akila Kumar

**Sales – Advanced**

In this session, you will get an overview of VMware Customer Lifecycle Incentives and the introduction of new incentives beyond the transaction. Learn how these incentives work together, how partners can optimize their incentive ROI, and the benefits for all (VMware, the partner, and the customer).

**SUB-TRACK:** [Partner Engagement](#)

## VMware Success 360

**SPEAKERS:** Marty Redler and Justin McGarry

**Sales – Advanced**

Join the VMware Customer Experience and Success organization for an overview of our new comprehensive customer success offering, VMware Success 360™. As we accelerate our transition to subscription and software as a service (SaaS), we are partnering with customers through this offering to help onboard our solutions and provide a unified and simplified way of working with us to help them realize continuous value and achieve outcomes faster from their technology investments. In this session, you'll learn why we launched this offering, the components of the offering, and how you can position and sell the offering in your accounts.

**SUB-TRACK:** [Partner Engagement](#)



## Diversity, Equity and Inclusion in Tech: What's Working

### Sales – All Attendees

Join this session, featuring a group of partner panelists, to explore different ways to foster an inclusive work environment; pursue the power of human difference; and champion efforts around diversity, equity and inclusion. You will leave this session inspired and prepared to be a change agent and ally in your organization.

SUB-TRACK: [Partner Engagement](#)

## Diversity: A Key Driver of Innovation

**SPEAKERS:** Jamie Lim, Cassandra Ashworth, Esther Teo and Vimmi Gupta

### Sales – All Attendees

This session will feature a discussion about why hiring diverse people and establishing a culture where all employees can be their authentic selves and feel comfortable contributing ideas is critical for innovation.

SUB-TRACK: [Partner Engagement](#)



## Financial Services: How to Position the VMware Platform to Banking Executives

SPEAKER: Tisa Murdock

Sales – All Attendees

This session will discuss the impact and challenges of COVID-19 on the financial services industry. We will cover the major business and IT trends, and teach you how to position VMware solutions to help accelerate digital-first banking solutions.

SUB-TRACK: [Partner Engagement](#)

## Healthcare: How to Position the VMware Platform to Healthcare Executives

SPEAKER: Justyna Evlogiadis

Sales – All Attendees

This session will discuss the impact and challenges of COVID-19 on the healthcare industry. We will cover the major business and IT trends, and teach you how to position VMware solutions to help improve patient experiences.

SUB-TRACK: [Partner Engagement](#)





## The VMware Outcome-Focused Approach for MSC Partners

### Sales – All Attendees

How does the outcome-focused approach help our MSC partners facilitate conversations to better define their customers' long-term strategy and vision? By aligning business strategy with a roadmap focused on customer outcomes to build a long-term, trusted advisory status.

In this session, we will cover the outcome-focused approach from an MSC partner go-to market perspective, using real-life examples from the field and best practices to ensure success. The VMware outcome-focused approach has significantly evolved over the past 12 months. Hear how the approach has helped transform how our MSC partners engage with their key accounts. See how it discovers business outcomes and builds collaborative account plans, resulting in bigger deals, faster.

SUB-TRACK: [Partner Engagement](#)

## What Differentiates VMware SD-WAN and VMware SASE Platform from the Rest of the Pack?

SPEAKER: Sultan Dawood

### Sales – Professional

VMware SD-WAN™ leads the industry based on our ability to execute our vision. VMware has always been able to execute its vision consistently and will continue to do so. Originally, it was cloud. Now, it's security.

In this session, you'll learn about the VMware SASE Platform™, how it differentiates from the rest of the industry solutions, and how it can help enterprise customers realize their digital transformation journey.

SUB-TRACK: [Virtual Cloud Network](#)



## Add Network, Sell Success – Easy as 1, 2, 3

SPEAKER: Henry Tu

Sales – Professional

Your customers are eager to tackle their app modernization and data center security priorities while managing a work-from-anywhere workforce. Help them build a secure, agile and performant network from data center and public cloud to the WAN edge, and succeed in their pressing IT initiatives.

After this session, you will be armed with:

- The right questions to ask to zero in on top customer pain points in the context of the holistic VMware portfolio
- Key use cases that enable a future-ready multi-cloud environment from the edge of the network to the data center to the center of the application
- Real-life examples of customers who simplified bringing modern apps to life, secured their data centers against modern threats, and rapidly enabled work from anywhere

SUB-TRACK: [Virtual Cloud Network](#)



## Modern Load Balancing – Identifying Opportunities

SPEAKERS: Ashish Shah and Chandra Sekar

Sales – Advanced

In this session, join product experts from the VMware NSX® Advanced Load Balancer™ team to learn how to identify modern load balancing use cases. The global pandemic has made fundamental changes in the way enterprises make decisions on networking technology. During this time, the NSX Advanced Load Balancer platform has continued to be a favorite among customers driving digital initiatives. Learn how you can help your clients modernize their application delivery stack. You will learn the use cases, customer personas, key value props, and how to handle objections.

SUB-TRACK: [Virtual Cloud Network](#)

## VMware Edge Network Intelligence: An AIOps Solution for VMware SD-WAN and VMware SASE Platform

SPEAKER: Jay Thontakudi

Sales – Advanced

Winning with AIOps at the edge, VMware Edge Network Intelligence™ proactively manages the client experience for all end-user and Internet of Things (IoT) device performance through wireless and wired LAN, SD-WAN, and secure access service edge (SASE) when end users access applications in the cloud. Join this session to understand how your customers will benefit from VMware Edge Network Intelligence to gain deep insights for proactive remediation and self-healing.

SUB-TRACK: [Virtual Cloud Network](#)

## VMware SD-WAN Delivers Secure and Optimized Network Connectivity to Work from Anywhere

SPEAKER: Shefali Chinni

Sales – Advanced

VMware SD-WAN™ and VMware SASE Platform™ enable remote users to work from home efficiently and effectively at an affordable cost, thereby maintaining and delivering the needed productivity for overall business success. VMware SD-WAN provides hardware and software-defined offerings that deliver secure and optimized network connectivity for work-from-anywhere users.

In this session, you'll get an understanding of how MD Anderson was able to improve the experience, security and efficiency of their healthcare professionals with secure access service edge (SASE) and SD-WAN. MD Anderson deployed VMware SD-WAN across its entire existing network and enabled radiologists to diagnose their most critical patients more efficiently from remote offices and home. Find out how increased bandwidth and optimized network traffic delivery helped them increase the number of scans they analyzed per day.

SUB-TRACK: [Virtual Cloud Network](#)



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## How to Use the Modern Apps Campaign to Drive More VMware Tanzu Sales and Revenue

SPEAKERS: Kamala Dasika and Molly Doell

### Marketing

VMware Tanzu™ editions package capabilities of the VMware Tanzu portfolio to simplify adoption of everything customers need to jump-start their application modernization efforts.

Learn how to use this marketing campaign to build momentum for VMware Tanzu editions and accelerate Kubernetes adoption across all stakeholders.

SUB-TRACK: [Marketing](#)



## How to Win SaaS Customers

SPEAKERS: Andrew Clayton, Jeff Porzio and Jennifer Wiza

### Marketing

Software as a service (SaaS) is becoming a go-to deployment method for enterprise technology, signaling a shift away from on-premises solutions. VMware is evolving to a SaaS-first company to offer new business models that match how customers want to purchase and consume VMware technology and solutions. As a result, how customers are acquired—and retained—is also changing, which requires partners to evolve their marketing tactics as well.

Join a leading B2B channel marketing agency for this session designed to help you successfully navigate marketing SaaS solutions. You'll learn how the SaaS buyer's journey will impact your marketing efforts, including key benchmarks for SaaS digital marketing, best practices and tactics that deliver results, and how to activate marketing to support sales of VMware SaaS solutions.

SUB-TRACK: [Marketing](#)

## Your Marketing Blueprint to the VMware Anywhere Workspace

**SPEAKERS:** Teresa Chen, Harsha Nagaraju and Abigail Lee

### Marketing

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Learn how the VMware Anywhere Workspace delivers seamless employee experiences, modernizes IT to remove the costs and complexities of silos, and transforms Zero Trust strategies into reality. Our subject matter experts will cover the solution messaging and target personas, dive deep on use cases, and provide you with a robust, ready-made campaign to boost revenue.

SUB-TRACK: [Marketing](#)

## Level Up – Marketing with the VMware Partner Demand Center

**SPEAKER:** Carryl Roy

### Marketing

From pre-built marketing campaign content to supplemental agency marketplace offerings (and so much in between), the VMware Partner Demand Center has everything you need to take your digital marketing to the next level.

Join this session to learn how you can quickly find and customize campaigns, streamline executions with workflows, and drive new insights from enhanced reporting—all in one place.

SUB-TRACK: [Marketing](#)



## Digital Best Practices – Marketing on LinkedIn

**SPEAKERS:** Jason Carriere and Kiran Kaloti  
**Marketing**

With many in-person events on pause, social and digital marketing channels are vital—especially LinkedIn, where many professionals look for information on solutions that give their business an edge.

We designed this session exclusively for VMware partners to help you gain the confidence you need to start, execute and scale successful LinkedIn campaigns. Get equipped with the proper tools and learn about the foundational pillars on LinkedIn that will help you achieve your goals.

SUB-TRACK: [Marketing](#)

## Empowering Partners Through Development Funds

**SPEAKER:** Jackie Bright  
**Marketing**

The Partner Incentives team is transforming our development funds program to support all of our partners, such as those focused on services and software as a service (SaaS). Join this session to learn about the program's evolution in FY22, and how our partners use development funds to drive their business and develop new and existing partner relationships.

SUB-TRACK: [Marketing](#)



## Dodging Digital Fatigue in Your 2021 Marketing

**SPEAKERS:** Robert Patey and Sonya Laroia Desai  
**Marketing**

There is little doubt the pandemic has introduced a sense of digital fatigue as we've been forced to live our work lives and social lives online. Marketing has two choices: Throw in the towel or better ourselves and the materials we produce to shake up our prospects' screens with content that excites the imagination instead of inciting further malaise.

Join Transmission Agency as they offer strategies to help you create content that inspires your buyers and meets them in the right moment of their journey with your organization.

Topics covered:

- Digital fatigue is a symptom, bad content is the disease
- The ideal B2B marketing journey
- ABM is a journey, not a destination
- What you can do right now to dodge digital fatigue

SUB-TRACK: [Marketing](#)



## FY22 Partner Marketing Outlook

**SPEAKER:** Kathleen Tandy  
**Sales Professional**

Kathleen Tandy, Vice President of Global Partners and Alliance Marketing at VMware, will review the key three overall VMware priorities, global marketing initiatives, and the marketing messaging and quarterly cadence for FY22. She'll also provide a sneak peek of our new Welcome Change brand campaign that is intended to unify the look and feel of our brand, demand generation and event assets, and showcase our partners. Lastly, you'll learn more about our plan to amplify partner value and impact this year, and the upcoming demand generation campaigns on the VMware Partner Demand Center to leverage.

SUB-TRACK: [Marketing](#)



App Modernization

Digital Workspace

Intrinsic Security

Multi-Cloud: Hybrid Cloud

VMware Odyssey by Hands-on Labs

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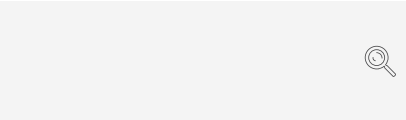
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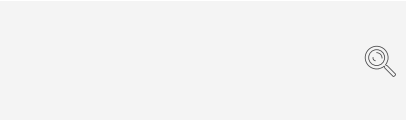
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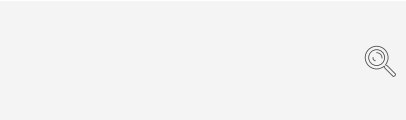
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## VMware Cloud on AWS – Getting Started Game

Level 100 – Technical

Are you ready to showcase your skills? VMware Odyssey™ by Hands-on Labs provides short tasks that challenge your knowledge of VMware products and solutions. You will have 30 minutes to complete the VMware Cloud™ on AWS tasks.

Sponsored by Intel.

SUB-TRACKS: [VMware Odyssey by Hands-on Labs](#) and [Multi-Cloud: Hybrid Cloud](#)

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## VMware Tanzu Kubernetes Grid – Getting Started Game

Level 200 – Technical

Are you ready to showcase your skills? VMware Odyssey™ by Hands-on Labs provides short tasks that challenge your knowledge of VMware products and solutions. You will have 30 minutes to complete the VMware Tanzu™ Kubernetes Grid™ tasks.

Sponsored by Intel.

SUB-TRACKS: [VMware Odyssey by Hands-on Labs](#) and [App Modernization](#)



## VMware Horizon – Getting Started Game

### Level 200 – Technical

Companies are adopting VMware Horizon®, a solution that simplifies the management and delivery of virtual desktops and applications, and transforms the way they run their business. Are you ready to showcase your skills? VMware Odyssey™ by Hands-on Labs provides short tasks that challenge your knowledge of VMware products and solutions. You will have 30 minutes to complete the Horizon tasks.

Sponsored by Intel.

SUB-TRACKS: [VMware Odyssey by Hands-on Labs](#) and [Digital Workspace](#)

## VMware NSX-T – Getting Started Game

### Level 200 – Technical

Are you ready to showcase your skills? VMware Odyssey™ by Hands-on Labs provides short tasks that challenge your knowledge of VMware products and solutions. You will have 30 minutes to complete the VMware NSX-T™ tasks.

Sponsored by Intel.

SUB-TRACKS: [VMware Odyssey by Hands-on Labs](#) and [Intrinsic Security](#)



## Networking Security – Advanced Game

### Level 300 – Technical

Are you ready to showcase your skills? VMware Odyssey™ by Hands-on Labs provides short tasks that challenge your knowledge of VMware products and solutions. You will have 30 minutes to complete the VMware NSX-T™ advanced security tasks.

Sponsored by Intel.

SUB-TRACKS: [VMware Odyssey by Hands-on Labs](#)  
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## Containers, Docker and Kubernetes 101

### Level 100 – Technical

Containers are exploding onto the application development scene. Docker has become the predominant container engine of choice. By taking advantage of Docker's methodologies for shipping, testing and deploying code quickly, you can significantly reduce the delay between writing code and running it in production. This hands-on lab explores the how, what and why of containers; walks through Docker as the container engine of choice; and introduces the concept of container management and orchestration using Kubernetes.

SUB-TRACKS: [Hands-on Labs](#) and [App Modernization](#)

## VMware Horizon – Getting Started with App and Desktop Virtualization

### Level 100 – Technical

In this hands-on lab, you will use VMware Horizon® to create and manage Instant Clone desktop pools and RDSH farms. Learn common techniques to ensure a great user experience. Consume desktops and apps with a single sign-on experience.

SUB-TRACKS: [Hands-on Labs](#) and [Digital Workspace](#)



## VMware Workspace ONE UEM – Getting Started with the Digital Workspace

### Level 100 – Technical

Interested in providing a secure and employee-focused digital workspace to meet the demands of a modern workforce but don't know where to start? Learn the core concepts of unified endpoint management (UEM) and how to enable your employees to access any app, from any device, anywhere. Enroll an iOS, macOS, Windows 10, or Android device while exploring the full VMware Workspace ONE® UEM solution, including the Workspace ONE Intelligence™ platform to provide deep insights and actionable automation, and the VMware Unified Access Gateway™ to securely allow remote access to internal resources.

SUB-TRACKS: [Hands-on Labs](#) and [Digital Workspace](#)



## VMware vRealize Cloud Management Assessment Walk-Through

### Level 100 – Technical

The VMware vRealize® Cloud Management Assessment™ will help you show the value of VMware vRealize Operations™ in a matter of minutes. We have broadened the scope of the assessment from the outdated report-based assessment to include the way we invest in VMware products with dashboards that can benefit users in a fraction of time. The assessment has modules for migration to VMware Cloud Foundation™, VMware Cloud™ on AWS, VMware Horizon®, extensibility offerings, and public cloud offerings. This hands-on lab will cover VMware Cloud Foundation and VMware Cloud on AWS, and walk through each of the dashboards within the modules to explain why they were created and why this data will help end users. This lab will take you from novice to expert in the vRealize Cloud Management Assessment.

SUB-TRACKS: [Hands-on Labs](#) and [Multi-Cloud: Hybrid Cloud](#)



## VMware Cloud on AWS Guided Workshop

### Level 100 – Technical

This hands-on lab will introduce you to VMware Cloud™ on AWS, allowing you to navigate the VMware Cloud console and become familiar with options at hand. Experience the simplicity of creating distributed firewall rules for your applications. In the end, you will explore the Developer Center and interact with the available APIs.

SUB-TRACKS: [Hands-on Labs](#) and [Multi-Cloud: Hybrid Cloud](#)

## VMware NSX-T – Getting Started

### Level 200 – Technical

Get hands on with the newest version of VMware NSX®: VMware NSX-T™ Data Center. Work with the Policy Manager UI in NSX-T and learn how to configure logical switching, routing, load balancing, and distributed firewall in a multi-hypervisor environment.

SUB-TRACKS: [Hands-on Labs](#) and [Intrinsic Security](#)



## VMware Tanzu Kubernetes Grid

### Level 200 – Technical

This hands-on lab gives an introduction to Kubernetes, Cluster API, and VMware Tanzu™ Kubernetes Grid™. It shows how to install Tanzu Kubernetes Grid management and workload clusters, and work with Tanzu Kubernetes Grid extensions and integrations. You will see how to deploy a containerized application and integrate both an ingress controller and cloud native storage in a production Tanzu Kubernetes Grid cluster.

SUB-TRACKS: [Hands-on Labs](#) and [App Modernization](#)

## VMware SD-WAN – Getting Started

### Level 200 – Technical

Explore VMware SD-WAN™ in this hands-on lab, including the key components and architecture.

SUB-TRACKS: [Hands-on Labs](#) and [Virtual Cloud Network](#)



## VMware NSX-T – Advanced Security

### Level 300 – Technical

This hands-on lab is intended for advanced users of VMware NSX-T™. We will explore security concepts and planning with VMware NSX®. This includes security grouping, firewall configuration options, and distributed intrusion detection (IDS).

SUB-TRACKS: [Hands-on Labs](#) and [Intinsic Security](#)

## NSX Cloud Consistent Networking and Security Across Enterprise, AWS and Azure

### Level 300 – Technical

VMware NSX Cloud™ provides customers the ability to create and manage networking and security policies consistently across hybrid cloud environments, from on-premises data centers to native AWS and Azure workloads using a single pane of glass. In this hands-on lab, we will explore how VMware NSX® provides a single security policy for applications deployed in the cloud as well as applications straddling cloud boundaries. We will do this using an NSX Tools-based enforcement and native cloud enforcement, and comparing both choices offered through NSX Cloud. Using NSX Tools, you will be able to have end-to-end viability for day 2 operations, troubleshooting, and audit purposes.

SUB-TRACKS: [Hands-on Labs](#) and [Virtual Cloud Network](#)



App Modernization

Digital Workspace

Livefire

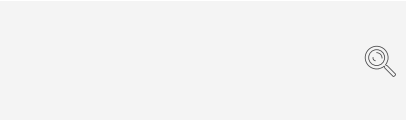
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## Modern Applications: Cloud Native Design for Application Modernization

**SPEAKERS:** Kevin Crocker and Konstantin Nikolov  
**Level 400 – Technical**

In this session, we will focus on modern applications in the industry today and how we help VMware partners build their application services practice for modern applications so they can meet demanding customer needs, unlock new opportunities, and make their business future-proof.

VMware aims to facilitate, simplify and standardize applications' build, run and manage processes so customers can gain confidence in their way forward, being able to ship faster, reduce risk, and grow their business.

Join this session to learn more about our use cases and how you can:

- Successfully apply the 12-factor app principles when designing cloud native applications

- Simplify application lifecycle management using Carvel (formerly k14s) tools
- Build great software faster and simplify software production using VMware Tanzu™ Build Service™ and VMware Tanzu Application Catalog™
- Power and run modern apps using VMware Tanzu Kubernetes Grid™ and Tanzu Kubernetes Grid Service

This 5-hour combined session is a mix of presentation, whiteboarding and lab work. Please have a laptop connected to the internet with a modern browser and install VMware Horizon® Client™.

SUB-TRACKS: [Livefire](#) and [App Modernization](#)



## Modern Applications: VMware Tanzu for Modern Applications

**SPEAKERS:** Alasdair Carnie and Ben Todd  
**Level 400 – Technical**

Businesses of all size continue their transformation journeys from legacy applications to modern, cloud native applications. But the challenge of providing a secure, scalable, and easy-to-manage infrastructure is taking on new dimensions, whether in the form of on-premises, within a managed data center or colocation, or taking advantage of the many public cloud offerings available.

With VMware Tanzu™, VMware has a comprehensive portfolio of solutions to make the design, implementation and management of a multi-cloud infrastructure more straightforward than ever before.

In this session, we will discuss how VMware Tanzu Mission Control™ and VMware Tanzu Service Mesh™, built on VMware NSX®, help DevOps teams apply consistent security and access to enterprise-class Kubernetes in a multi-cloud world.

This 4-hour combined session is a mix of presentation, whiteboarding and simulations. Please have a laptop connected to the internet with a modern browser.

**SUB-TRACKS:** [Livefire](#) and [App Modernization](#)

## Digital Workspace: Protection for Horizon

**SPEAKERS:** Reinhart Nel and Jesus Machado  
**Level 400 – Technical**

With millions of employees working from home, virtual desktop infrastructure has become a critical business component. With widespread adoption, concerns have been raised about how to secure the user session into the corporate infrastructure. On September 27, 2018, the FBI warned against vulnerabilities related to the Remote Desktop Protocol.

Is VMware Horizon® any different? What security mechanisms has VMware implemented to ensure that the Horizon infrastructure delivers the Blast protocol as secure transport for end users?

In this session, we will look at a whole range of security constructs and how they are configured, ranging from VMware Unified Access Gateway™, secure integration with VMware Workspace ONE® Access™ using the JWT token, TRUESSO, to name a few.

This combined session is a mix of presentation, whiteboarding and lab work. Please have a laptop connected to the internet with a modern browser and access to install the VMware Horizon Client™.

**SUB-TRACKS:** [Livefire](#) and [Digital Workspace](#)



## Intrinsic Security: It's Time for a New Approach

**SPEAKERS:** Bal Birdy, Spas Kaloferov and Rohit Masand

**Level 400 – Technical**

An intrinsic security approach helps your organization strengthen your security defenses, from endpoint to cloud. This new approach is made possible by leveraging capabilities built into your infrastructure. We believe intrinsic security should provide you with rich context about threats and about what you're protecting: your apps, workloads, network, workspaces and clouds.

In this session, we will equip you with powerful security and intelligence features that enable you to understand how to protect the five critical points of control in today's IT environment: endpoint, workload, network, identity and cloud.

**SUB-TRACKS:** [Livefire](#) and [Intrinsic Security](#)



## Multi-Cloud: VMware Cloud Foundation Automated Deployment – The Undiscovered Country

**SPEAKER:** Alasdair Carnie

**Level 400 – Technical**

As our customers look to accelerate their journeys toward cloud native applications, while protecting their existing investments in legacy applications, having a simplified, easy-to-manage, on-premises environment has become increasingly vital to their success. By using custom automation, VMware Cloud Foundation™ can deliver tailored, yet fully compliant, infrastructure to match customers' needs and help them achieve their business goals.

This session will introduce the different techniques with which architects and consultants can quickly design and implement a fully functional VMware Cloud Foundation architecture and give customers the environment they need, while reducing time to deployment, complexity and management overhead.

**SUB-TRACKS:** [Livefire](#) and [Multi-Cloud: Hybrid Cloud](#)

## Virtual Cloud Networking: NSX Advanced Load Balancer with Tanzu Kubernetes Grid for Next-Gen Applications

**SPEAKERS:** Nikodim Nikodimov and  
Peter Oberacher

**Level 400 – Technical**

Learn how the combined features of VMware NSX® Advanced Load Balancer™ and VMware Tanzu™ Kubernetes Grid™ build a robust, secure and scalable platform for your customers' cloud native applications. After a short overview of the different solutions, we will discuss their benefits and how they complement each other to provide a reliable infrastructure for next-gen applications. Then, we will discover how to secure your container-based applications throughout the different layers, starting at the load balancer virtual service down to the container and the underlying container network.

**SUB-TRACKS:** [Livefire](#) and [Virtual Cloud Network](#)

## Virtual Cloud Networking: NSX Data Center for vSphere to NSX-T

**SPEAKERS:** Luca Camarda and Amit Juneja  
**Level 400 – Technical**

This session is a short version of our two-day VMware NSX® Data Center for vSphere® to VMware NSX-T™ workshop.

You will learn how to properly assess an NSX Data Center for vSphere environment and propose the most effective migration strategy based on the current state and the customer requirements for the NSX-T solutions. An extensive multisite hands-on lab will guide you through the multiple approaches available. You will be able to appreciate the strengths, limitations and challenges of the different strategies.

**SUB-TRACKS:** [Livefire](#) and [Virtual Cloud Network](#)



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## VMware on Oracle Cloud: Full Control, Security and Fidelity

AMERICAS SPEAKERS: Mark J Carroll and Jeffrey Eberhard

EUROPE SPEAKERS: Richard Garsthagen and Jeffrey Eberhard

APJ SPEAKERS: Vincent Chan and Jeffrey Eberhard

Level 100 – Technical

Oracle's approach to the cloud is to engineer the first purpose-built, enterprise cloud, designed from the ground up to run every application. Oracle Cloud VMware® Solution delivers the ideal enterprise platform for VMware solutions and the best platform for VMware partners to build a business on. The solution is designed with security, predictability and control for both enterprise and MSP needs, with full access to the stack from VMware ESXi™ and VMware vCenter® down to the bare metal, full control over upgrades, and a Zero Trust security model with FedRAMP High ATO for government clients. Migrate on-premises VMware estates to the cloud without any retooling or code changes. In this session, technical experts will discuss real-world customer examples to showcase migration/re-platforming, hybrid cloud, virtual desktop infrastructure, and business continuity/disaster recovery (BC/DR) enterprise use cases.

SUB-TRACK: [Sponsors](#)

## 2021 Digital Transformation with Intel and VMware

SPEAKER: Vinodhkumar Raghunathan  
Sponsors

This session will cover everything you need to know about Intel and VMware solutions, optimized to meet demanding customer needs for key digital transformation workloads. Learn about the partner opportunity to help customers reduce their time to market with digital services and drive growth in 2021. These solutions are VMware certified and Intel verified, and are rigorously benchmarked to deliver secure and optimized performance while making it easy for customers to deploy. This session will end with a sales promotion you cannot miss.

SUB-TRACK: [Sponsors](#)



## 2:1 – GeekWire, Intel and VMware Discuss New Technologies and Its Benefits to Customers

**SPEAKERS:** Das Kamhout, Christine McMonigal, Steph Stricklen and Paul Turner

### **Sponsors**

This Geek Wire interview with Intel and VMware will give you great insight into the new 3rd Gen Intel® Xeon® Scalable Platform and the benefits that it brings to VMware customers. Learn about workload optimization, enhanced security, increased memory and storage as well as Ethernet that deliver greater VM and container density. Interested in improving the performance of key Enterprise workloads such as database, virtualization, hyper-converged infrastructure, and AI? Stay on and get a more detailed overview of the new 3rd Gen Intel® Xeon® Scalable Platform.

SUB-TRACK: [Sponsors](#)

## Full Metal Cloud: Delighting VMware Customers in the Cloud

**SPEAKER:** Ross Brown

**Sales Professional**

With the first cloud engineered from the ground up to run all enterprise applications, Oracle Cloud delivers the ideal enterprise platform for VMware partners. Oracle Cloud VMware® Solution is designed for security, predictability and control with global availability. Migrate on-premises VMware estates to the cloud without any retraining or retooling. SIs can develop new services revenue, including full MSP control of customer environments—all with predictable costs, project timelines, and SLAs. Operate, manage and control VMware environments in the cloud with full administrative and root-level access for the best MSP experience. If your business involves VMware in the cloud, you will want to attend this session.

SUB-TRACK: [Sponsors](#)





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