



## Solution Track Workshops



**Artificial Intelligence** - In this track Marco D'Angelo, Business Sector Manager - IBM Division at Arrow will lead a panel discussion, alongside experts from IBM, NVIDIA, Microsoft and Intel and aims to demystify AI. Separating the hype from reality, the panel will outline the ways in which AI is successfully being used today, highlighting real use cases where AI is applied to machine learning, deep learning and automation technologies to improve business process and customer experience or drive new revenue opportunities.



**Data Intelligence** - David Fearne, Global Practice Leader for Business Intelligence at Arrow is leading the Data Intelligence solution track, talking about the importance of data intelligence and the data lifecycle, from ingestion, transformation, through to storage, exploration and deletion. Customers are seeking maximum value from their data and digital assets, so this session is particularly pertinent, and David will be joined by data intelligence vendors Splunk, Veritas, Citrix, NetApp and Microsoft, all sharing real customers stories and the unique value they bring to the space.



**Cloud** - Chris Alton, UKI Cloud Division Leader, will be joined by an exciting line-up of vendors to help partners develop & articulate a comprehensive cloud story. Starting at the beginning of the cloud journey we'll show you how to use Densify's groundbreaking AI technology to choose & optimise cloud platforms for every workload. Veeam will then take to the stage to discuss the protection of data & workloads as they move between clouds, an increasingly important topic in a hybrid era. Microsoft will join us to share their best practices around avoiding issues such as bill-shock and cloud spend creep. Now that your customer is truly embracing cloud, Citrix will prepare partners to deliver secure, scalable digital workspaces. Finally, we'll be joined by Trend Micro & Palo Alto to address the critically important issue of cloud security and confidently, advising customers on moving more applications and data into the cloud. Worried about how you can use these leading technologies to pull an end-to-end solution together? Chris will close the stream by giving you the solution - ArrowSphere, our market-leading cloud management platform.



**Security** - Security has never been more important to customers, which are experiencing more frequent and intense attacks, with different motivations and using unpredictable, irregular methods. In addition, the huge advances in the use of digital services are generating growing volumes of data, which are becoming harder to protect against increasingly sophisticated threat technology. Join Neil Palmer, Director of Networking and Security at Arrow and security experts Checkpoint, Citrix, IBM, Splunk, Symantec and F5 to understand how to solve customers' most complex security challenges and protect their critical data against next-generation threat actors.



**IoT** - The Internet of Things (IoT) presents a huge opportunity for channel partners to drive real value for their customers. It offers great potential to transform the way businesses operate, but the technology landscape is complex, the supplier market is broad and there is a clear need for collaboration and partnership working. Arrow is unique in its position as an IoT channel enabler and aggregator, providing a sensor to sunset approach. In this solution track, Richard Holmes, Business Development Director IoT & Edge at Arrow will help you understand how to create new opportunities, drive more revenue and enter new markets by leveraging IoT.



**Next Generation Data Centre** - Join Vince Payne, Lead Solutions Architect at Arrow and vendors Dell EMC, VMware, Pure Storage, Arista and Lenovo, to find out how they are modernising the data centre to meet the demands of customers now and into the future. Cloud-native, serverless, software-defined and containerised technologies have been designed for agility and flexibility, serving applications and data out to the edge and creating new, richer customer interfaces.