



Fujitsu TechCommunity Workshop 2023

10th – 12th Oct. 2023
Dubrovnik, Croatia

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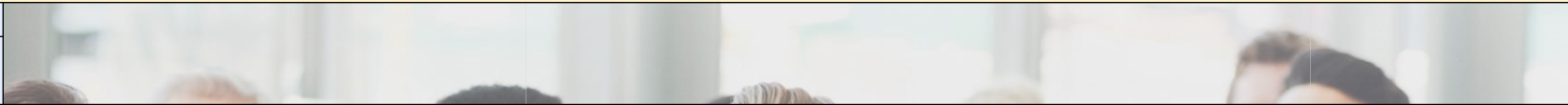
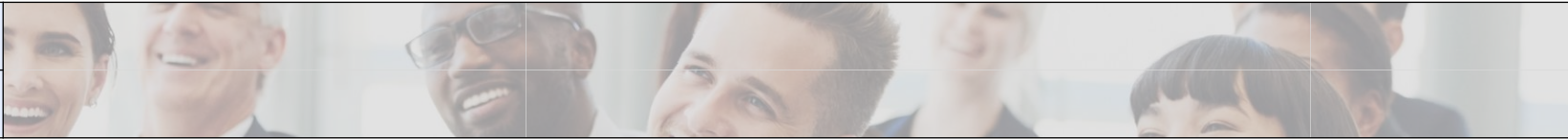

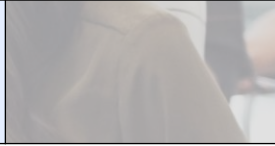

Bronze

Agenda Overview

There will be no session booking, all sessions will be offered on a first come, first served basis

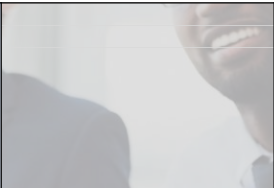
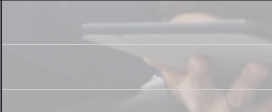
Tuesday 10 th October		Wednesday 11 th October		Thursday 12 th October	
		08:20 – 9:00	Panel Discussion AI	08:45 – 10:15	Fujitsu PRIMERGY Workshop
		09:00 – 09:10	Break		
		09:10 – 09:50	Panel Discussion Resilient Data Platform		
		09:50 – 10:00	Break		
		10:00 – 11:00	Workshop series 1 - parallel sessions		
		11:00 – 11:30	Break – networking opportunity		
		11:30 – 12:30	Workshop series 2 - parallel sessions	11:15 - 11:30	Break
				11:30 - 12:20	Shaping the future: Innovations in AI and data center technologies
		Arrivals			
		12:00 – 13:00	LUNCH networking	12:20 - 12:30	Goodbye – networking opportunity
		13:00 – 13:20	WELCOME		
		13:20 – 14:00	Fujitsu Portfolio Keynote	12:30 - 14:00	LUNCH
		14:00 – 14:15	Break		
		14:15 – 14:45	Gold Sponsor Keynote Intel		
		14:45 – 15:15	Gold Sponsor Keynote Qumulo		
		15:15 – 15:30	Break		
		15:30 – 16:00	Gold Sponsor Keynote Veritas		
		16:00 – 16:30	Gold Sponsor Keynote VMware		
		16:30 – 17:00	Break		
		17:00 – 17:30	BreakOut Session Series 1		
		17:30 – 17:45	Quick room change		
		17:45 – 18:15	BreakOut Session Series 2		
			Time to get fresh		
		19:30 - 23:00	Dinner		
		12:30 – 13:30	LUNCH		
		13:30 – 14:30	Workshop series 3 - parallel sessions		
		14:30 – 15:00	Break – networking opportunity		
		15:00 – 16:00	Workshop series 4 - parallel sessions		
		16:00 – 16:30	Break – networking opportunity		
		16:30 – 17:30	Workshop series 5 - parallel sessions		
		17:30	Time to get fresh		
		18:15 - 23:00	Dinner		

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Tuesday 10 th October							
Room name	Ragusa (Plenary)	Orlando	Bobara	Šipun	Salon 6	Salon 7	Salon 8
Location	Reception Floor	Reception Floor	5. Floor	5. Floor	6. Floor	7. Floor	8. Floor
12:00	Lunch						
13:00	WELCOME						
13:20	Fujitsu Portfolio Keynote						
14:00	Short break						
14:15	Gold Sponsor Keynote - Intel						
14:45	Gold Sponsor Keynote - Qumulo						
15:15	Short break						
15:30	Gold Sponsor Keynote - Veritas						
16:00	Gold Sponsor Keynote - VMware						
16:30	Coffee break						
17:00	Breakout Session Nutanix: Nutanix Cloud Platform	Breakout Session NetApp: Cyber resilience and data protection across the hybrid cloud ecosystem	Breakout Session Commvault: Data Protection Redefined	Breakout Session SUSE: Fortifying Containerized Applications: Exploring NeuVector's Advanced Security	Breakout Session Juniper Networks: Don't let a legacy network hold your customers back	Breakout Session Brocade: The Broadcom Portfolio at Fujitsu - Brocade and more	
17:30	Quick room change						
17:45	Breakout Session Juniper Networks: Don't let a legacy network hold your customers back	Breakout Session SUSE: Fortifying Containerized Applications: Exploring NeuVector's Advanced Security	Breakout Session Brocade: The Broadcom Portfolio at Fujitsu - Brocade and more	Breakout Session NetApp: Cyber resilience and data protection across the hybrid cloud ecosystem	Breakout Session Nutanix: Nutanix Cloud Platform	Breakout Session Commvault: Data Protection Redefined	
18:15	Time to get fresh						
19:30	Dinner - Pool / Club at Hotel						

Complete Agenda ^(2/3)

There will be no session booking, all sessions will be offered on a first come, first served basis

Wednesday 11 th October							
Room name	Ragusa (Plenary)	Orlando	Bobara	Šipun	Salon 6	Salon 7	Salon 8
Location	Reception Floor	Reception Floor	5. Floor	5. Floor	6. Floor	7. Floor	8. Floor
08:20	Panel Discussion AI						
09:00	Short break						
09:10	Panel Discussion Resilient Data Platform						
09:50	Short break						
10:00	Veritas: Technology drives sustainability - a path to a greener future	How to build Fujitsu uSCALE configurations and scaling models	Fujitsu Competence Centers will support YOU - Introduction to new Showcases in the democenter (VDI / VMware / Servermanagement / Kubernetes / DCIM)	Nutanix: What's new with NUTANIX? New bits and bolts!	NetApp: Cyber resilience and data protection across the hybrid cloud ecosystem	Fujitsu BestPlace - the AI-supported cloud advisor for SAP	Commvault: Best practices for designing cyber resilient data protection solutions
11:00	Coffee break						
11:30	Qumulo Unveiled: A Thrilling Journey into its Foundations and Revolutionary Benefits. Don't Miss the Cutting-edge of SDS Frontier!	VMware: Running Modern and Legacy Applications on PRIMEFLEX for VMware vSAN & Hybrid Cloud		SUSE: The Evolution of Operational Efficiency - How Containerization will drive your customers agility and allow for future deployment models w/ special view on SAP	Juniper: Reality Check, How Juniper Networks dramatically simplifies your data center network operations (and saves you money)	Maximize Performance, Minimize Risk: How to avoid capacity bottlenecks for future SAP workloads	Brocade: The next step the Fibre Channel SAN and tips for your daily business with Brocade
12:30	Lunch						
13:30	Simplify Hybrid Cloud SAP Operations Anywhere: Fujitsu FlexFrame Orchestrator for On-Premises and Multi-Cloud Infrastructure	Intel: From zero to AI hero	Veritas: Technology drives sustainability - a path to a greener future	Nutanix: What's new with NUTANIX? New bits and bolts!	NetApp: Cyber resilience and data protection across the hybrid cloud ecosystem	FUJITSU PRIMEFLEX for VMware vSAN - advantages of the best performance on the market. Fujitsu lab in Europe: how to use vSAN ESA Proof of Concept and workload tests	Commvault: Best practices for designing cyber resilient data protection solutions
14:30	Coffee break						
15:00	Intel: From zero to AI hero	VMware: Running Modern and Legacy Applications on PRIMEFLEX for VMware vSAN & Hybrid Cloud	Qumulo Unveiled: A Thrilling Journey into its Foundations and Revolutionary Benefits. Don't Miss the Cutting-edge of SDS Frontier!	SUSE: The Evolution of Operational Efficiency - How Containerization will drive your customers agility and allow for future deployment models w/ special view on SAP	Juniper: Reality Check: How Juniper Networks dramatically simplifies your data center network operations (and saves you money)	Nuix: All you need to know about NUIX NEO for Data Privacy	ETERNUS AF/DX - best practices and integration
16:00	Coffee break						
16:30	Navigating the world of PRIMEFLEX and VMware	SaaS Protection with ET CS8050 / ET CS8000 family	How to secure Remote and Branch Offices with Fujitsu CS800 Reference Architecture	How to build Fujitsu uSCALE configurations and scaling models		PRIMERGY M7 - Specially designed power horses to run SAP HANA workloads	Brocade: The next step the Fibre Channel SAN and tips for your daily business with Brocade
17:30	Time to get fresh						
18:15	Dinner - Dubrovnik						

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Thursday 12 th October							
Room name	Ragusa (Plenary)	Orlando	Bobara	Šipun	Salon 6	Salon 7	Salon 8
Location	Reception Floor	Reception Floor	5. Floor	5. Floor	6. Floor	7. Floor	8. Floor
08:45	Fujitsu PRIMERGY Workshop						
10:15	Short break						
10:30	Project NEO - Pioneering a New Era in Data Storage						
11:15	Short break						
11:30	Shaping the future: Innovations in AI and data center technologies						
12:20	Goodbye						
12:30	Farewell Lunch						

Keynotes

Accelerating AI and Sustainability - Unveiling The Future Of Technology



Intel's server fourth generation Xeon Scalable



Intel



Check the agenda



30 min



Description

In this illuminating keynote, join Dr. Jean-Laurent Philippe, the accomplished CTO for Intel EMEA, as he masterfully navigates the intricate world of Artificial Intelligence (AI).

Explore the judicious use of built-in accelerators versus accelerated compute and delve into the vast potentials of generative AI, get a fascinating glimpse into real-world examples.

Dr. Philippe also demystifies the process of scaling AI with Intel's suite of tools. Discover how to construct with Geti for Computer Vision (CV), deploy with OpenVino for Edge & DC, and scale your operations with cnvrg.io.

Broadening the conversation, the keynote will also spotlight how Intel accelerator engines raise the performance per watt ceiling to enable a more efficient server architecture.

Experience the transformative future of technology first-hand in this not-to-be-missed keynote.

Agenda

AMX & AI: how we bring it to live with Fujitsu - DX Innovation Platform / AI Test Drive. Inspirational on AI | AI with Intel:

- when to use built in accelerators (general Compute) vs. When to use accelerated compute
- Generative AI and large language models with Intel.
- Example for Generative AI and Benchmark/Performance (e.g. how long does it take to generate an image with Intel HW - stable diffusion)
- How can Intel further help to scale AI ? --> (1) Build with Geti (CV), (2) Deploy with OpenVino (Edge & DC), (3) Scale with cnvrg.io

What other accelerators are beneficial QAT (MSFT SQL & NGINX). Sustainability:

- Benefits of accelerators to Sustainability
- Bios Power Mode

Speaker(s)

Dr. Jean-Laurent
PHILIPPE



Dr. Jean-Laurent Philippe is the CTO for Intel EMEA.

He has been with Intel 29 years where he has held multiple positions in technical support and technical sales. He has managed several teams and groups in technical presales. Most recently he was the Director for HPC at Intel EMEA.

He holds a PhD from INPG (Grenoble, France) in computer science (automatic parallelization for distributed-memory supercomputers) and applied mathematics (cryptography).

Jean-Laurent Philippe also owns 2 patents in Japan on automated parallelization techniques.

Building Trust in a Data-Driven World: Next-Gen Solutions for Data Management, Security, and Compliance



Data Protection



Veritas



Check the agenda



30 min



Description

Discover next-gen solutions for data management, data protection, security, and compliance in a data-driven world. Join us to explore cutting-edge technologies that build trust, ensure data integrity, and navigate regulatory challenges. Learn from Veritas and Fujitsu and gain practical insights to transform data obstacles into competitive advantages. Leave with actionable takeaways to stay ahead in the evolving data landscape.

Agenda

- Data-Driven Reality
- Challenges associated
- Solutions that create benefits
- Navigate safely forward

Speaker(s)

Harald Derbsch



Harald, Dir. Global Fujitsu Alliance is responsible for the ww alliance at Veritas. He joined Veritas in 2003 and is been driving very successfully this strategic relationship to new highs on a frequent manner. He is a more than 35 years IT Industry serving veteran with a long lasting and very successful IT and sales leadership career, working in Sales for Companies like Amdahl, Fujitsu Technology Solutions Intl. and SAS Institute where he held various responsible Sales Management and Leadership positions.

René Hübél is an innovative and forward-thinking motivational speaker, consultant, and technology enthusiast. With over 25 years of experience in the IT industry, he identifies exciting business opportunities and embraces the power of technology to drive transformative changes. As the leader of Global Technical Competence Teams at Fujitsu, René supports partners and customers in implementing innovative IT strategies for sustainable growth. With a deep expertise in various positions, including Head of Product Management for Storage, he helps organizations optimize operations and achieve remarkable results.

René Hübél



From Good to Great – FUJITSU's Portfolio Direction



Fujitsu Portfolio



N/A



Check the agenda



30 min



Description

In this keynote presentation, we will delve into the remarkable world of Fujitsu's cutting-edge data center portfolio. With a legacy of innovation and a relentless pursuit of excellence, Fujitsu has emerged as a pioneer in data center solutions. The session will explore the diverse range of services and technologies that form the backbone of their portfolio, from scalable and resilient infrastructure to advanced cooling and energy-efficient solutions. Discover how Fujitsu's data centers redefine efficiency and agility, enabling businesses to thrive in an era of relentless data growth. Join us as we unravel the secrets behind Fujitsu's great data center portfolio, driving transformation and empowering the digital future.

Agenda

Keynote

Speaker(s)

Marcus
Schneider



Marcus Schneider is a visionary leader and technology enthusiast, currently serving as the Deputy Head of the global Portfolio Management at Fujitsu. With a wealth of experience in the IT industry, he has played a pivotal role in shaping Fujitsu's cutting-edge data center solutions. Marcus is renowned for his strategic acumen and innovative approach in addressing the evolving challenges of data center infrastructure. His relentless passion for delivering excellence has driven Fujitsu to the forefront of the industry. With a keen focus on customer-centricity and sustainability, Marcus continues to steer Fujitsu's data center portfolio towards greater efficiency and scalability, empowering businesses to thrive in a rapidly changing digital landscape.

Transforming the Digital Landscape: Strategy & Vision from VMware



Multi-Cloud



VMware



Check the agenda



30 min



Description

In today's rapidly evolving digital landscape, organizations are faced with unprecedented challenges and opportunities. It is in this context that VMware, a leading innovator in the technology industry, unveils its bold strategy & vision. Join us in this keynote speech as we delve into the transformative power that VMware brings to the table. We will explore how VMware is reshaping the way businesses operate, enabling them to unlock their full potential and thrive in the digital era. From Multi-Cloud and software-defined infrastructure to cybersecurity and edge computing, VMware's comprehensive approach to technology empowers organizations to achieve unparalleled agility, efficiency, and scalability. Discover the exciting roadmap that lies ahead as we share insights into VMware's visionary initiatives and their impact on driving digital transformation across industries. Be inspired to embrace the future of technology and seize the opportunities of partnership that awaits.

Agenda

Keynote

Speaker(s)

Jim Neenan



EMEA Partner Strategist

Jim has significant experience identifying and understanding business challenges, and then building solutions for large complex clients, based on his background in management, outsourcing, professional services, channel partners and solution architecture. He currently manages the technical relationship and enablement between key strategic partners and VMware across EMEA. Jim is also a mentor both internally, and for degree graduates at Brunel University.

Unleashing Business Value: AI and Emerging Technologies at the Heart of Transformation



AI and New Technologies



N/A



Check the agenda



30 min

Description

Join Udo Würtz as he delivers a riveting keynote at this year's TechCommunity event, focusing on a central theme of the tech industry: Artificial Intelligence (AI) and New Technologies.

In an era marked by the Fourth Industrial Revolution, the speed of technological progress has become breathtaking. The integration of physical, digital, and biological spheres, powered by AI and emerging technologies, has initiated radical changes in the way businesses operate. In this insightful keynote, Udo Würtz will uncover the critical role of AI and new technologies in this revolution, and how they can offer substantial value to businesses.

Agenda

Udo will delve into real-world examples and data-driven insights to reveal how AI and other emerging technologies are transforming traditional business models and creating new paths of growth and profitability. He will offer innovative strategies for incorporating these technologies into your business practices to foster efficiency, spark innovation, and gain a competitive advantage.

Moreover, Udo will cast a lens on the future trajectories of AI and other disruptive technologies. He will provide critical insights into how businesses can stay ahead, leverage these technologies, and pave the way for the future of the industry. This keynote is a must-attend! Prepare to be inspired, informed, and equipped to propel your business to new heights in the era of technological disruption.

Speaker(s)

Udo Würtz



Udo Würtz is deputy Chief Data Officer (CDO) of the Fujitsu European Platform Business. In his function he advises customers at C-level (CIO, CTO, CEO, CDO, CFO) on strategies, technologies and new trends in the IT business. Udo Würtz is intensively involved in Fujitsu's activities in the fields of artificial intelligence (AI), container technologies and the Internet of Things (IoT) and, as a Fujitsu Distinguished Engineer, gives lectures and live demos on these topics. He also runs his own YouTube channel on the subject of AI (<https://wiegehtki.de>).

Unlocking New Horizons in Data Management



Description

Join us at the Fujitsu TechCommunity event in Croatia for an exciting keynote session that delves into the dynamic partnership between Qumulo and Fujitsu. This year's keynote will highlight our recent announcement, signifying a stronger collaboration aimed at revolutionizing the data management landscape. Discover how this partnership unleashes new possibilities and elevates your business potential across the EMEA region.

Agenda

- Powering the Future Together: We'll showcase how the strategic alliance between Qumulo and Fujitsu brings together cutting-edge technologies to address the complex challenges faced by enterprises today. Explore how our combined strengths drive innovation and fuel digital transformation.
- The Qumulo - Fujitsu Advantage: Learn about the game-changing benefits of Qumulo software on Primergy hardware, delivering tailored solutions to meet unique business requirements. Uncover how this approach brings enhanced scalability, performance, and seamless integration to data infrastructure.
- Elevating EMEA Business Prospects: Discover the immense business potential unlocked by our partnership in the EMEA region. We'll unveil market insights, success stories, and future opportunities that empower your organization to stay ahead in a competitive landscape.
- Customer Success Stories: Hear from our satisfied customers who have already experienced the power of Qumulo's file data management solutions, integrated seamlessly within Fujitsu's world-class infrastructure. Witness the tangible impact on their businesses and how it can elevate yours too.
- Unleashing Data Possibilities: Gain valuable insights into how Qumulo's advanced data analytics and Fujitsu's reliable hardware combine to enable data-driven decision-making like never before. Explore the limitless possibilities for unlocking the true value of data.

Speaker(s)

Fabrice Gourlay



A Catalyst in Hybrid Cloud Sales Leadership. As Qumulo's VP of Sales, Fabrice propels the Hybrid Cloud forefront with strategic prowess.

With a distinguished international career, he expertly harmonizes client objectives and cutting-edge solutions, fueling Qumulo's growth. Fabrice's visionary leadership amplifies Qumulo's Hybrid Cloud portfolio, driving digital transformation.

A true collaborator, his passion cultivates industry partnerships. Fabrice Gourlay's relentless commitment to pushing boundaries shapes Hybrid Cloud integration, defining Qumulo's trajectory in this dynamic landscape. With a profound understanding of emerging technologies, Fabrice's adept sales leadership plays a pivotal role in steering Qumulo towards unparalleled success in the Hybrid Cloud domain.



Data Management



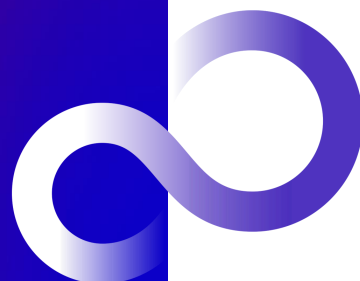
Qumulo



Check the agenda



30 min



Panel Discussions

AI Trends in Focus:

An Interactive Q&A Session with Leading Technology Partners



Artificial Intelligence



Intel, Qumulo, VMware, Juniper, Nutanix



Check the agenda



40 min



Description

In this interactive session, we invite you to explore and discuss the latest trends in Artificial Intelligence (AI), together with leading technology partners from the industry. The session is designed as a moderated question and answer format, allowing participants to engage in an open exchange and provide deep insights into the latest developments and practical applications of AI. Together with our industry partners, we will highlight the forefront of AI in various areas, including machine learning, deep learning, process automation and data-driven decision making. The focus will be on the opportunities that these technologies present to the channel. Aimed specifically at channel partners, this session aims to provide an in-depth understanding of the latest AI trends and discuss how they can be used effectively to increase competitiveness and drive innovation. Take this opportunity to ask your questions, share experiences and learn from the best in the industry.

Agenda

- AI Trends Overview
- Implications for the Channel
- Wrap Up and Next Steps

Speaker(s)

Jochen Riedisser



Fujitsu

Udo Würtz



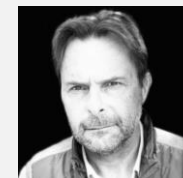
Fujitsu

Dr. Hind Azegrouz



Intel

Fabrice Gourlay



Qumulo

Jim Neenan



VMware

Eric van Gend



Juniper

Iain Davie



Nutanix

Data Resilience Unveiled: Navigating the Path to Cybersecurity and Protection



Data Protection



Veritas, Brocade,
Commvault, NetApp, SUSE



Check the agenda



40 min



Description

Data is something that drives revenues, fuels the business by creating efficiencies, building connections, and profits. The dependency of the modern corporate world on the digitized and with the growth of business values, the dependency on the huge amount of data increases, and with that, there is a need to protect the data. A data resilience platform/infrastructure refers to a comprehensive system that ensures the continuous availability, integrity, and recoverability of data, even in the face of disruptions, cyber threats, or unforeseen incidents.

This panel discussion brings together technology partners who are the top experts in data management, cybersecurity, and infrastructure solutions to explore the understanding of data resilience and shed light on why they are crucial for modern businesses.

Agenda

The panelists will discuss the key components, benefits, challenges, and best practices associated with implementing data resilience platforms/infrastructure to fortify data protection, business continuity, and operational efficiency.

Speaker(s)

Manuel
Namuth



Fujitsu

Markus
Seifart



Fujitsu

Daniel
Jennings



Veritas

Ralf
Derhardt



Brocade

Przemyslaw
Mazurkiewicz



Commvault

Ingo
Kraft



NetApp

Gerald
Pfeifer



SUSE

Breakout Sessions

Cyber resilience and data protection across the hybrid cloud ecosystem



ONTAP, Astra, SnapCenter,
Cloud Backup



NetApp



Check the agenda



30 min



Description

In this breakout session, you will learn about NetApp's data centric portfolio of solutions and services designed to keep your data, applications, VMs, and containers secure, resilient, and available on premises, at a remote location, or in the cloud.

Agenda

- Governance, Privacy and Compliance
- Backup and Recovery
- Ransomware protection
- Protecting modern applications
- NetApp Ransomware Protection Guarantee

Speaker(s)

Ingo Kraft



Senior Strategic Partner Technical Lead, NetApp Deutschland GmbH

Data and information are the common thread running through his 40-year career in IT. His tasks at national and international companies, from medium-sized businesses to large corporations, included software development and project management, sales and technical positions in storage, as well as business development and business management for topics such as SDS, cloud, HCI, Digital Transformation and Information Management and Security.

Data Protection Redefined



Data Protection -
Commvault and Metallic



Commvault



Check the agenda



30 min

Description

In this session we will cover the evolution of data protection from a singular focus on backup and recovery to a comprehensive strategy that addresses cybersecurity, data governance, compliance and business continuity.

Agenda

- introduction
- main content
- wrap up

Speaker(s)

Przemyslaw
Mazurkiewicz



Przemyslaw is Sales Engineering Director responsible for Commvault North East & Germany territory. He is accountable for presales assistance to customers and partners in the region, developing new strategies to better address data protection and management needs

Fortifying Containerized Applications: Exploring NeuVector's Advanced Security



Rancher Prime, NeuVector
Prime - Cloud Native
Security



SUSE



Check the agenda



30 min

Description

Please join us for this session demonstrating the capabilities of NeuVector Prime, an open source, zero trust container security platform

Agenda

- Intro to NeuVector
- Challenges NeuVector Addresses
- Securing K8s clusters with NeuVector
- Q&A

Speaker(s)

David Holder



David Holder joined SUSE as part of the Rancher acquisition as a Field Engineer based in the UK. Current responsibilities include onboarding customers and partners with solutions from our Enterprise Container Management portfolio, such as Rancher, NeuVector, Harvester, Longhorn and more.

Juniper Networks: Don't let a legacy network hold your customers back



Networking



Juniper



Check the agenda



30 min



Description

We from Juniper Networks strive to deliver a simplified experience for those who run networks and those who depend on them. See how innovative solutions make your customers from every industry as happy and as productive as possible. It all starts with software innovation. From our Networking Operating System to Automated Lifecycle Management to AI-driven solutions, we push the envelope on predictability, programmability, automation, and insights. By making experience the top priority, you can build agile networks that transcend customer expectations.

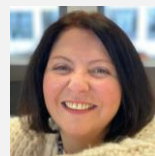
Agenda

Your benefits from the partnership between Fujitsu and Juniper

- AI-driven solutions for campus networks
- Automated Lifecycle Management for Data Centers
- Customer references

Speaker(s)

Maria Hotjakov



Being the Sr. Alliance Manager for Fujitsu in the CE & CEE region at Juniper Networks, Maria Hotjakov is bringing over 20 years of experience in the IT industry with her, mainly working with strategic and technology partners. Her career expands over several leading IT companies including Citrix and Veeam. She is passionate about helping partners to succeed with new technologies and business approaches.

Nutanix Cloud Platform



HCI / Hybrid Cloud



Nutanix



Check the agenda



30 min



Description

Nutanix were responsible for creating the HCI platform and have continued to innovate, allowing customers to manage applications from a single view whether they are at the Edge, their Datacentre or in the Public Cloud. Join Scott Ellis, Nutanix OEM Solutions Architect and Iain Davie, Nutanix Senior Alliance Manager EMEA for an informative session on the latest technical updates with Nutanix. Then we will deep dive into a recent win where you can learn practical tips and key takeaways from local in region Nutanix and Fujitsu wins, with feedback and learning from the relevant Solution Architects involved. Learn why and how we are Better Together.

Agenda

- Introduction to Nutanix
- Any App, Any Device, Any Where
- Solution Overview
- Nutanix & Fujitsu
- Customer Win

Speaker(s)

Scott Ellis



Scott Ellis is the Worldwide OEM Solutions Architect, working at Nutanix for over 6 years

The Broadcom Portfolio at Fujitsu - Brocade and more



SAN, Server, Storage



Brocade



Check the agenda



30 min



Description

Broadcom, Brocade and Fujitsu have a strong partnership, to complete the Fujitsu data center network portfolio.

Did you know, that Fujitsu does not only offer Brocade Switches and Directors, to create a secure and high available Fibre Channel Storage Area Network (SAN)?

You can also add Emulex Fibre Channel Controllers (HBA) and Network Interface Controller (NIC), to complete the Network part of your offerings.

Agenda

- Overview
- Brocade specific details
- What is available at Fujitsu?

Speaker(s)

Ralf Derhardt



Ralf Derhardt is a Field Applications Engineer for Server & Storage Partners at Broadcom Inc. Since more than 12 years, he takes care about the technical relationship with Fujitsu, for Brocade Storage Networking products and started his IT- career in 1982.

Workshops

All you need to know about NUIX NEO for Data Privacy



Data Privacy Software



Nuix



Check the agenda



60 min

Description

Data privacy is not new. Nuix NEO is. Learn the latest data discovery techniques in addressing private data concerns within an organisation. Covering topics including data sources, data discovery, cyber breach notification, AI & NLP in Data Privacy and actions including review, redaction & reporting.

Join Franck Missongo and Tom Anderson as they take you through the myriad of Data privacy regulation, the needs of the clients and how they respond to the various data privacy workflows.

Agenda

- Why Nuix
- Eurozone regulators have teeth
- The art of the possible with Data discovery
- The source of truth
- Data discovery & AI Enrichment
- Cyber breach notification
- The 3 Rs of Data privacy actions (review, redaction, reporting)
- Questions

Speaker(s)

Tom
Anderson



Principal Post Sales Technical Consultant. Tom has been with Nuix for almost 6 years and has a wide range of experience across the organization and products; from scripting custom solutions to aid customer needs, development on the Nuix engine, enhancing analytics capabilities of multiple products, and doing research into new file formats. He is currently a post sales solutions consultant with a focus on NLP and graph analytics. Tom has a keen interest in tech and is always keen to push the boundaries of what Nuix can do.

Sales Manager Strategic Alliances

Franck has over 15 years of experience in business & project management across EMEA. At Nuix Franck is responsible for supporting Nuix strategic alliance partners across EMEA focused on Data Privacy, Data Governance, Fraud investigations and Cyber Risk.

Franck
Missongo



Best practices for designing cyber resilient data protection solutions



Data Protection



Commvault



Check the agenda



60 min

Description

Building a cyber resilient data solution is a complex task that requires careful consideration of various factors. In this session, we will explore key facets of creating such a solution and highlight important capabilities using the Commvault product suite

Agenda

- Introduction
- Main content
- Wrap up

Speaker(s)

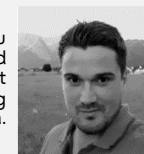
Michael De Giorgi



Michael is a Sales Engineer at Commvault working with Alliance and Global Systems Integrators

Focused on driving technical awareness, enablement, and messaging in the international region (EMEA and APJ). Accelerate success and help to grow partner business.

Thomas Frede



Thomas is an Senior IT Architect at Fujitsu working with Commvault Solutions and Metallic SaaS in Central Europe to support medium and large customers in protecting their data.

Brocade - The next step the Fibre Channel SAN and tips for your daily business with Brocade



SAN Switches, Directors and Management



Brocade



Check the agenda



60 min



Description

To prepare you for your daily business with Brocade, there are some things which are important to know.

These are new products and features but also some enhancements of features, which are part of the Brocade products since a long time. Finally it is essential to understand, how to work with Brocade and where to find information, software and the new, electronic licenses for POD kits.

Agenda

- Introduction and Overview
- What is new with Traffic Optimizer, VMID+, FPIN & Co.
- Where to find?
- Brocade information (WEB or Portal)
- FOS and SANnav
- Electronic licenses for POD Kits

Speaker(s)

Ralf Derhardt



Ralf Derhardt is a Field Applications Engineer for Server & Storage Partners at Broadcom Inc. Since more than 12 years, he takes care about the technical relationship with Fujitsu, for Brocade Storage Networking products and started his IT- career in 1982.

Cyber resilience and data protection across the hybrid cloud ecosystem



Data Services



NetApp



Check the agenda



60 min



Description

In this session you will learn about NetApp's data centric portfolio of solutions and services designed to keep your data, applications, VMs, and containers secure, resilient, and available on premises, at a remote location, or in the cloud.

Agenda

Following use cases will be demonstrated live in a Fujitsu/NetApp lab environment:

- Migration of k8s application between ONTAP appliance and ONTAP Select.
- Recovery of stateful application from application failure
- Recovery of stateful application from ransomware attack
- Instantaneous backup and clones of stateful applications.

Speaker(s)

Yves
Weisser



Solution Architect @ NetApp

I have been working around data for 15+ years and discovered Kubernetes back in 2017. Kubernetes is like a lego for me ! yeahyyy a new toy !

magic word: beer

Stuart
MacMillan



Stuart is a Lead Technical Consultant in the Global Fujitsu Competence Center. His background has covered various technologies from Fujitsu, VMware, NetApp, ETERNUS, Red Hat and HPC in an hands-on implementation role with customer facing focus, and more recently an alignment with container technologies and our related partners.

ETERNUS AF/DX - best practices and integration



ETERNUS AF/DX



N/A



Check the agenda



60 min

Description

ETERNUS AF/DX systems are one of the most mature products in Fujitsu's portfolio with many years on the market. They have proven their value by hosting the most demanding workloads, being number one in the independent performance reviews, and of course, their outstanding reliability as well as attention to the details during firmware and hardware development.

Hear about the best practices that can help to get the maximum out of the systems and see how the ETERNUS systems integrate with leading IT solutions in every data center.

Agenda

- ETERNUS AF/DX best practices for standalone and clustered environments
- ETERNUS AF/DX in a virtualized environments
- Integration with 3rd party solutions

Speaker(s)

Łukasz
Chromik



Łukasz is a Senior Technical Consultant in Technical Competence Center for Storage and Backup Solutions. Since joining Fujitsu in 2019 he is taking care of ETERNUS AF/DX, Veeam, and Commvault products with a major focus on systems integration and technical details.

From zero to AI hero



License Plate Recognition,
AI Activation Project, AT
Test Drive



Intel



Check the agenda



60 min



Description

This workshop, co-hosted by Intel and Fujitsu, will guide participants on a journey from AI novice to AI expert. We'll cover the fundamentals of AI, showcase real-world examples, and discuss current projects at both companies.

Agenda

Participants will gain a solid understanding of AI, learn from real-world applications, and get insights into current industry projects.

Speaker(s)

Jochen
Riedisser



Jochen Riedisser is Deputy CDO and Fujitsu Fellow at Fujitsu Platform Business Europe. In his role, Jochen advises customers at C-level on strategies, technologies and new trends in the IT market. Over the past 20 years, Jochen has worked in business, sales and product management, where he has developed data centre products and delivered comprehensive solutions using advanced analytics and Deep Learning frameworks for the digital transformation of his customers. The focus of his activities is Digital Transformation and technologies that support Digital Transformation e.g. Artificial Intelligence and Automation, he also has several patents in this area.

Hind Azegrouz, PhD is EMEA Lead for Edge Inference at INTEL. Previous to her current role Hind Azegrouz was Data and AI architect for oil and gas company Repsol, Advanced analytics manager at Avanade, Advanced research fellow in Massachusetts Institute of Technology, research scientist at the Spanish National Center for Cardiovascular research. Hind Azegrouz pursued her PhD studies in the Edinburgh joint research institute (led by university of Edinburgh and heriot watt university) with focus on computer vision applications, she is also an electronics engineer from ENSEIB (Bordeaux, France). Hind Azegrouz is also assistant professor at IE business school where she teaches computer vision.

Dr. Hind
Azegrouz



Fujitsu BestPlace - the AI-supported cloud advisor for SAP



Fujitsu BestPlace



N/A



Check the agenda



60 min



Description

BestPlace is an award-winning and innovative solution designed to optimize the placement of SAP workloads, taking into account a variety of factors such as cost, performance, and strategic alignment. It offers unbiased decision support for identifying the most suitable operating environment for each SAP system, whether it be on-premises, in the cloud, or a hybrid solution. Through a comprehensive and neutral assessment methodology, BestPlace evaluates metrics and customer input to provide placement recommendations and calculate running costs for different scenarios. This presentation introduces the capabilities of BestPlace and highlights its potential to enhance the efficiency and cost-effectiveness of SAP workload management.

Agenda

Slides and brand-new live demo

Speaker(s)

Dr. Hendrik
Müller



Dr. Hendrik Müller is a lead solution architect at Fujitsu with a focus on innovations around SAP and hybrid cloud. Besides 15+ scientific publications in the field of business informatics, he is co-author of the two German SAP PRESS books for SAP HANA database administration. In his current role, Hendrik seeks at bridging science

Franziska
Staudinger



Franziska Staudinger is a solution architect with a background in business and electrical engineering and a focus on Microsoft Azure and SAP. Holding several Azure certifications she aims to enable customers to make the best decisions by providing all relevant information.

Fujitsu Competence Centers will support YOU -

Introduction to new Showcases
in the democenter (VDI /
VMware / Servermanagement /
Kubernetes / DCIM)



Democenter



N/A



Check the agenda



60 min



Description

Get an overview about the support offerings of the FUJITSU Competence Center teams and see how we can support you to win projects.

Introduction to the latest showcases (live demos) and PoC environment.

Agenda

We will explain Fujitsu's offers for colleagues and partners:

- Community, TOI, Newsletter, Presales support, Demos, POC and where to find informations
- Remote Access capabilities with Munich and other Democenters
- Which possibilities are there to do live demos, remote demos, PoCs and Tests
- Information about centrally delivered services so support new projects

And we are looking forward to a dialog about your needs and how we could better support you to grow your business.

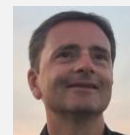
Speaker(s)

Oliver
Plum



As Head of Technical Competence Center for Data Center Solutions, Oliver Plum leads the technical back-level support for servers, storage, backup, integrated systems and networks for the Europe region.

Marco
Edel



Marco Edel is an IT professional with +25 years of experience in the area of data center solutions & services in particular in the SAP related DC infrastructure. He started his career in the SAP consulting services business @EDS (Electronic Data Systems) and held various management positions in sales, business development & consulting; As Head of Technical Competence Center SAP @Fujitsu jointly w/ his team of experts, he provides pre & postsales support to Fujitsu customers, partners & to Fujitsu country experts.

Jürgen
Häkel



Jürgen's main focus is based on Hyperconverged Solutions in the Windows Environment. PRIMEFLEX Solutions for StorageSpacesDirect and AzureStack are top priorities for these solutions. For the Democenter Jürgen is introducing many showcases like VDI based on Citrix / VMware and Microsoft (AVD) with Nvidia GRID and many more.

Fujitsu PRIMEFLEX for VMware vSAN - advantages of the best performance on the market. Fujitsu lab in Europe: how to use vSAN ESA Proof of Concept and workload tests



PRIMEFLEX for VMware
vSAN



N/A



Check the agenda



60 min



Description

Fujitsu traditionally shows best performance with new RPIMERGY servers. How to convert this advantage to vSAN ESA performance advantage and TCO effectiveness. How Fujitsu Lab in Europe can help to partners to win the deal

Agenda

- Proof of Concept for vSAN ESA - from initial sizing to PoC result and absolute performance records
- What is necessary from partner to start workload test
- What are requirements from Fujitsu Lab for Technical materials: test results, whitepapers, technical materials?
- New VMware products - what is interesting to test for customers?
- Typical workload test scenario: typical mistakes and best practices

Speaker(s)

Alexander
Iakovlev



Product Manager and IT professional with 20+ years of experience in Data Center solutions. His background has covered Storage solutions, HCI, servers, backup and archiving solutions, workload and performance tests. Alexander has strong experience in presales, business development and product management. As a Product Manager within Global Portfolio Management Team he is now taking care for PRIMEFLEX solutions for VMware.

How to build Fujitsu uSCALE configurations and scaling models



uScale



N/A



Check the agenda



60 min



Description

In this session, we will introduce the uSCALE Technical Roadmap and the available uSCALE Offerings to you. Furthermore, we will dive into System Architect configurations and present to you easy but also comprehensive ways to scale a customer solution. After this session, you will know the most effective way to build a uSCALE configuration incl. a scaling model from scratch to significantly scale up the time2proposal.

Agenda

- uSCALE Offering Roadmap
- How to scale configs for uSCALE
- How to measure consumption
- How to speed-up the uSCALE proposal generation
- How to integrate consumption model from Fujitsu partners like VCPP

Speaker(s)

Alexander
Kaffenberger



Alex is Head of uSCALE Technical Services in the Chief Technology Office at Fujitsu European Platform Business. In his role, he advises decision makers on strategies, technologies and new trends in the IT market as well as flexible consumption model.

João
Correia



Lead Architect for uSCALE, focused on the Nordics and Western Europe, based in Lisbon, joined Fujitsu in 2015 and currently enabling our partners and customers to take full advantage of uSCALE solutions.

How to secure Remote and Branch Offices with Fujitsu CS800 Reference Architecture



Fujitsu CS800 Reference Architecture



N/A



Check the agenda



60 min



Description

Fujitsu CS800 Reference Architecture (short CS800 RA) is a data protection system which leverages deduplication technology to support disk centric data protection concepts. It is based on Fujitsu PRIMERGY hardware running a virtual Dedup Engine on top of a VMware ESXi using exclusively the power and storage of the underlying hardware.

Agenda

- Explaining what is a Reference Architecture (RA): onsite manual installation and configuration of ESXi and license activation
- Benefit from trained and certified Post-Sales staff and why ordering installation support is mandatory
- Comparison with the M1 models in features, positioning, limitations
- Performance CS800 RA versus CS800 M1

Speaker(s)

Manuel
Namuth



Manuel joined Fujitsu in 2011 starting as an IT consultant for different Datacenter Products. As Product Manager he is now taking care for Data Protection Appliances for more than 5 years as Data Protection Lead within Global Portfolio Management Team.

Maximize Performance, Minimize Risk:

How to avoid capacity bottlenecks for future SAP workloads



SystemInspection for SAP Solutions



N/A



Check the agenda



60 min

Description

Stay prepared for future growth and evolving business requirements of your S/4 transformation. SystemInspection helps you identify scalability and performance gaps, enabling you to make informed decisions and implement enhancements to support your business expansion.

Agenda

Live demo

Speaker(s)

Michael Buchholz



Michael Buchholz is a Senior Solution Architect with over 20 years' IT industry experience, having held a wide range of responsibilities within Fujitsu and other organizations. He has a very strong understanding of SAP technological trends and industry developments that can be strategically leveraged and aligned with business requirements to create value.

Dr. Hendrik Müller is a lead solution architect at Fujitsu with a focus on innovations around SAP and hybrid cloud. Besides 15+ scientific publications in the field of business informatics, he is co-author of the two German SAP PRESS books for SAP HANA database administration. In his current role, Hendrik seeks at bridging science

Dr. Hendrik Müller



Navigating the world of PRIMEFLEX and VMware



PRIMEFLEX for vSphere & vSAN / PDP / ISM / SAP HANA on PRIMEFLEX for vSAN



N/A



Check the agenda



60 min

Description

Join our workshop to delve into the realm of PRIMEFLEX for VMware solutions. You will gain knowledge on PRIMEFLEX for vSphere and vSAN products including SAP HANA on vSAN. Learn how tools such as PDP (PRIMEFLEX Deployment Portal) can help ease deployment and understand how ISM integrates into PRIMEFLEX and solution updates regarding SAP HANA on vSAN. Discover how all these technologies combine to revolutionise your IT infrastructure as our expert facilitators guide you through practical use cases, best practices, and deployment strategies.

Agenda

PRIMEFLEX for vSphere / vSAN:

- vSAN Features (OSA/ESA)
- vSAN Product Updates

SAP HANA on vSAN:

- Validations
- Roadmap

Fujitsu VMware Topics:

- PDP
- ISM
- Labs
- Available Training

Speaker(s)

Stuart Macmillan



Stuart is a Lead Technical Consultant in the Global Fujitsu Competence Center. His background has covered various technologies from Fujitsu, VMware, NetApp, ETERNUS, Red Hat and HPC in an hands-on implementation role with customer facing focus, and more recently an alignment with container technologies and our related partners

Michael Davis



Michael is a Solutions Design Expert in the Global Technical Competence Center for Datacenter. His background has covered product support and implementation for various technologies from Fujitsu's portfolio of hardware, with background knowledge of Microsoft, VMware and NUTANIX. Michael provides pre-sales and post sales consulting with customer facing focus.

PRIMERGY M7 - Specially designed power horses to run SAP HANA workloads



PRIMEFLEX for SAP HANA



N/A



Check the agenda



60 min

Description

The hardware requirements for SAP HANA differ from those of other workloads in many ways. Therefore, specific configurations have been certified for PRIMERGY RX2540 M7, RX4770 M7, and RX8770 M7. The 8-way RX8770 M7 was even specially developed to optimally run SAP HANA.

Accompanying configuration and installation instructions and tools guarantee that the required KPI's are met.

Agenda

Differentiation of the offering for SAP HANA to standard PRIMERGY offering:

- SAP HANA requirements
- SAP HANA certified configurations, benchmarks, performance aspects
- Implementation Support (FJ Implementation Services, dedicated implementation descriptions and access to)
- Configuration Support (PF Assistant, Service Assistant, Video, Expert.SAP at AskPSS)

Prerequisite: Standard PRIMERGY M7 workshop participation

Speaker(s)

Dr. Hermann
Elsenhans



Hermann is an IT professional with more than 30 years of experience in the data center business, including more than 20 years in the area of SAP infrastructures. Until his now longtime favorite SAP HANA was launched by SAP, he has been responsible for technical consulting and pre-sales enablement for all related aspects of Fujitsu's PRIMEFLEX solutions.

Jürgen is responsible for our SAP infrastructure solution portfolio offering and heading the Technical Competence Solution Design Team.

With 35 years of experience in IT industry whereof most in the SAP environment he and his team designs & develops the PRIMEFLEX for SAP solutions and always looking for the newest trends which will have impact on the portfolio. As Fujitsu Fellow he also spreads his expertise via internal our Fujitsu technical experts worldwide as well as externally.

Jürgen
Ellwanger



Qumulo Unveiled: A Thrilling Journey into its Foundations and Revolutionary Benefits. Don't Miss the Cutting- edge of SDS Frontier!



Storage



Qumulo



Check the agenda



60 min

Description

Join our captivating workshop as we unveil Qumulo, a revolutionary Software-Defined Storage (SDS) platform. Explore its foundations, visionary features, and witness real-world use cases from industries like media, entertainment, and healthcare. Don't miss this opportunity to discover Qumulo's immense potential, scalability, and unmatched performance in the world of SDS.

Agenda

- Qumulo foundations and architecture
- Visionary features
- Why you win with Qumulo
- Analytics live demo
- Other demo possibilities
- Use cases
- Q&A

Speaker(s)

Alessandro
Dellavedova



Alessandro has 20+ years experience in IT and hybrid storage technology, as well as an extensive background in Healthcare and Life Sciences. In the last three years he led the technical development of Qumulo in Southern Europe, landing over 100 PB of unstructured data both on premise and in the Cloud, thanks to a close collaboration with different OEMs, Cloud providers and Partners. Experienced in almost every vertical, ranging from Automotive to Space & Defence and Public Sector, Alessandro loves interactive presentations, so be ready to ask questions!

Mateusz is a Senior Technical Consultant with more than 15 years of IT experience, focusing on Consulting, Pre- and Post-Sales in the field of Storage, Backup and Disaster Recovery. For Qumulo, Mateusz is a certified Solutions Architect, supporting the projects from the early pre-sales stages to implementing, configuring and training, both remotely and on-site.

Mateusz
Banas



Reality Check:

How Juniper Networks dramatically simplifies your data center network operations (and saves you money)



Apstra



Juniper



Check the agenda



60 min



Description

Is the long time for application and service deployments in your data center network affecting your business? Experiencing outages by misconfigurations and undetected flaws? Are your experts mainly occupied with 'keeping the lights on' instead of preparing the network for the future?

- See live how Apstra, Juniper's solution for data center management and automation, supports you with overcoming these challenges, throughout the complete life cycle of your network: from ease of planning to automated deployment and reliable and efficient operation.
- Hear from DB Systel about their first-hand experience with Apstra and the additional benefits it brings to their data center solution.
- Ask our specialists your burning DC network automation questions.

Agenda

- Introduction Juniper Networks and Apstra
- Customer DB Systel feedback (remote session)
- Apstra live demo
- Q&A

Speaker(s)

Matthias
Backhausen



Matthias is a senior IP network Engineer, supporting DC network projects in a Pre-/Postsales role.

Juniper- and Cisco (CCIE) certified. Member of the Fujitsu family since 2007, located in Munich.

Torsten
Wollschlaeger



Torsten Wollschlaeger is Consulting Engineer at Juniper Networks and based in Stuttgart, Germany. Torsten is a 25+ years veteran in the networking industry, 18 years with Juniper and 8 years working with Juniper partners. He is responsible for technical enablement, joint solutions development and support of go-to-market activities for Juniper's global alliances partner Fujitsu.

Izabela
Ziolek



Izabela is a Technical Consultant, in the Global Technical Competence Center for Datacenter, supports network portfolio and networking-based solutions. Izabela is Juniper certified and Cisco trained, Juniper Ingenius Champion and Apstra Tech Advocate. She is also managing a team in the R&D department and is one of the ACDC Masterclass organizers.

Running Modern and Legacy Applications on PRIMEFLEX for VMware vSAN & Hybrid Cloud



PRIMEFLEX



VMware



Check the agenda



60 min



Description

Businesses are demanding more from their Infrastructure, having a single platform to run both modern containers and legacy virtual machines as well as wanting to migrate seamlessly between on-prem and cloud.

If you want to help your customers move at the pace of a successful business, PRIMEFLEX solutions with vSAN 8 is the way forward. This session includes a live demonstration of on-prem to cloud migration and disaster recovery.

Agenda

- Introductions
- VMware presentation
- Fujitsu Live Demonstration
- Q&A session

Speaker(s)

Michael Davis



Michael is a Solutions Design Expert in the Global Technical Competence Center for Datacenter. His background has covered product support and implementation for various technologies from Fujitsu's portfolio of hardware, with background knowledge of Microsoft, VMware and NUTANIX. Michael provides pre-sales and post sales consulting with customer facing focus.

Ifan Evans



Ifan works as a Hybrid Cloud Specialist supporting Global Partners like Fujitsu. He's role is to help you speak to the customers about running any application, from any cloud delivered to any device, all with Fujitsu and VMware.

Technology drives sustainability - a path to a greener future



Data Protection



Veritas



Check the agenda



60 min



Description

The fusion of technology and sustainability opens up an exciting future for us, where innovation and environmental protection go hand in hand.

Agenda

- Fujitsu Strategic Partnership FY24
- Veritas Differentiation
- Fujitsu Veritas Sustainability for Hybrid-Cloud data protection
- Beyond Data Protection
- Take-Aways

Speaker(s)

Michel Bormann



Michel works in the Technical Competence and Enablement Team as an IT-Consultant. In addition to enabling colleagues, he also takes care of the topic of data protection.

Daniel Jennings



Global Technical Account Manager dedicated to Fujitsu. Dan has been in the industry 30 years and has been successfully looking after partners for around 15 years. He is working with Fujitsu today, to bring integrated offerings to market for the benefit of all.

Linus Kurz



Sales Engineer at Veritas Technologies LLC, working to save your business money by reducing risk to your data and improve your data management efficiency.

SaaS Protection with ET CS8050 / ET CS8000 family



ETERNUS CS8000



N/A



Check the agenda



60 min



Description

In this session, we will demonstrate the process of creating a comprehensive end-to-end data protection strategy. As per the shared responsibility model, it is the responsibility of companies to ensure the security of their data. We will guide you on how to secure your SaaS applications using our ecosystem's SaaS protection solution. Additionally, we will show you how to protect a third copy, of site, in your data centers using Fujitsu ETERNUS CS8000 Data Protection Appliance via S3.

By implementing these measures, you can effectively safeguard your business-critical data, meet compliance regulations, and even optimize costs.

Agenda

- SaaS Protection Overview and Benefits
- Comparison of Three Partner SaaS Protection Solutions
- Introducing CS8050 and Highlighting Additional Benefits
- Live Demo of Data Journey from Cloud to On-Premises

Speaker(s)

Bernd
Schnichels



Bernd started his IT career to the end of the 90s as system administrator in a large German industrial company. After several years, he changed to Fujitsu and working in the Unix-based area, responsible of high availability and backup solutions. Since 2012 Bernd is working in different central organization units and taking care of Fujitsu ETERNUS CS8000 Data Protection Appliance with a major focus in the OpenSystem and archiving world and as migration expert.

Peter is working as a Senior IT Consultant for Fujitsu for more than 15 years now, responsible for the ETERNUS CS8000, with a major focus on IBM Mainframe area. He is a member of the Fujitsu Distinguished Engineer Group and is a part of the Technical Competence Center team for Server, Storage and Network.

Peter
Kriegelstein



Simplify Hybrid Cloud SAP Operations Anywhere:

Fujitsu FlexFrame Orchestrator for On-Premises and Multi-Cloud Infrastructure



FlexFrame Orchestrator & next Generation: FlexFrame Olymp



N/A



Check the agenda



60 min



Description

Benefit from Fujitsu's extensive experience and expertise in managing Hybrid -Cloud SAP landscapes. FlexFrame Orchestrator combines Fujitsu's deep SAP knowledge with expertise in hybrid environments with a future-proof operations & automations concept for Multi-Cloud SAP landscapes.

Agenda

Live demo

Speaker(s)

Michael Buchholz



Michael Buchholz is a Senior Solution Architect with over 20 years' IT industry experience, having held a wide range of responsibilities within Fujitsu and other organizations. He has a very strong understanding of SAP technological trends and industry developments that can be strategically leveraged and aligned with business requirements to create value.

Jürgen is responsible for our SAP infrastructure solution portfolio offering and heading the Technical Competence Solution Design Team. With 35 years of experience in IT industry whereof most in the SAP environment he and his team designs & develops the PRIMEFLEX for SAP solutions and always looking for the newest trends which will have impact on the portfolio. As Fujitsu Fellow he also spreads his expertise via internal our Fujitsu technical experts world wide as well as externally.

Jürgen Ellwanger



The Evolution of Operational Efficiency

How Containerization will drive your customers agility and allow for future deployment models w/ special view on SAP



SAP / Rancher



SUSE



Check the agenda



60 min



Description

In this session you will learn about the superior possibilities to managed high workloads using perfectly integrated joint solutions of SUSE & Fujitsu with a special view on SAP.

How to run them combining well established successful solutions (FlexFrame) w/ newest technology like Kubernetes & virtualization in a hybrid environment.

Agenda

- FlexFrame Orchestrator
- Kubernetes
- Rancher

Speaker(s)

Jens Adam



As Global Sales Director Fujitsu Alliance Jens is responsible for all joint global sales activities with Fujitsu. Jens Adam has a 15-plus years successful track record in developing and co-creating new solution offerings for Fujitsu and SUSE, also integrating other partners from the open source Ecosystem. Jens career spans more than 30 years of experience in Business Development and developing partner eco-systems. He held several management roles at Micro Focus, Acucorp and Merant including leading functions in consulting and management within the tourism industry.

Marco Edel



Marco Edel is an IT professional with +25 years of experience in the area of data center solutions & services in particular in the SAP related DC infrastructure. He started his career in the SAP consulting services business @EDS (Electronic Data Systems) and held various management positions in sales, business development & consulting. As Head of Technical Competence Center SAP @Fujitsu jointly w/ his team of experts, he provides pre & postsales support to Fujitsu customers, partners & to Fujitsu country experts.

What's new with NUTANIX? New bits and bolts!



PRIMEFLEX for Nutanix Enterprise Cloud



Nutanix



Check the agenda



60 min



Description

Learn everything about the brand new XF M7 models based on PRIMERGY M7 generation certified for Nutanix and discover how easy they can be configured by importing clusters from Nutanix Sizer in WebArchitect. Get an update on latest features in AOS 6.5 and beyond.

Agenda

Fujitsu:

- Fujitsu XF M7 generation
- Web Architect import from NUTANIX Sizer
- Fujitsu PRIMEFLEX Deployment Portal

Nutanix:

- Technical update – new features of latest AOS version
- Technical outlook

Speaker(s)

Scott Ellis



Scott Ellis is the Worldwide OEM Solutions Architect, working at Nutanix for over 6 years

Michael is a Solution Architect in Fujitsu's Technical Competence Team for Integrated Systems. He is responsible for PRIMEFLEX for Nutanix Enterprise Cloud and ISM presales and postsales support. Starting in 1991 with the development of web enablement software for BS2000, Michael worked on several Fujitsu software projects and solutions including Cloud Management and Hadoop.

Michael Ahn





Fujitsu
TechCommunity
Workshop 2023

Thank you

10th – 12th Oct. 2023
Dubrovnik, Croatia