

Session code	Title (Character Limit:70)	Session Type	Max Lab Attendees	Target Audience	Duration	Technical level	Abstract
ARU 01	802.11ac Wave 2 Deep Dive: 320 series, MU-MIMO	Presentation		HPE + Partners	50	Awareness	320 New Product Introduction
ARU 02	Controller vs Controller-less, design considerations	Presentation		HPE + Partners	50	Competency	This session intended to provide the insight as where to propose the Controller based design and where not and some of the design concentration
ARU 03	Mobile Engagement 2 – Aruba Sensor, Aruba Analytics	Presentation		HPE + Partners	50	Awareness	This session will provide the insight on what is coming new in sensors and Analytics
ARU 04	SDN Apps and What new	Presentation		HPE + Partners	50	Competency	This session intended to provide the information on the new future available in Network optimizer, Protector and Visualizer application
ARU 05	ClearPass Exchange – understanding our partners, values, demos available	Presentation		HPE + Partners	50	Competency	This session will provide the different integration point of ClearPass with partner product and solutions
ARU 06	Case sharing of successful deployment of Meridian and Analytic partners	Presentation		HPE + Partners	50	Awareness	This session will provide the case study and provide you the guide line on it could be relate to your customer requirement and monetize your IP infrastructure
ARU 07	How to use SEEL Lab	Presentation + Demo		HPE + Partners	110	Competency	This session will help SA to understand how to leverage the SEEL lab for various demos. It will cover the live demo of remote AP connected back to the SEEL Lab
ARU 08	Aruba Instants and Central	Presentation		HPE + Partners	50	Competency	This session will provide the basic understanding of Instants, how instants cluster works, how to add to central, new features in Central (guest and AppRF)
ARU 09	BYOD	Presentation		HPE + Partners	50	Awareness	This session talks about why to use BYOD and what are the unique proposition of using HP BYOD solution
ARU-HOL 1	Aruba Wireless hands on Lab	Hands on Lab	20	HPE + Partners	220	Competency	This is Hands on Lab around Aruba Mobility and provide basic understanding on how to configure various authentication type and role based access
ARU-HOL 2	Airwave hands on lab	Hands on Lab	20	HPE + Partners	220	Competency	This Lab will provide the basic understanding on discovery, wireless management, RF visuals and Alerts
ARU-HOL 3	ClearPass hands on Lab	Hands on Lab	20	HPE + Partners	All Day	Competency	This Lab focus on ClearPass configuration on authenticating users against AD, pushing role base access, automated certificate authentication and security validation for the endpoints
ARU-HOL 4	SDN Hands on Lab	Hands on Lab	20	HPE + Partners	220	Competency	This Lab enables the candidate on how to install the Network Protector and Visualizer SDN application and respective configuration and testing.
HPS 01	Composable Infrastructure part 1: Management Experience	Presentation		HPE + Partners	50	Awareness	Introduction to Composable Infrastructure and directions, roll-out implementation. This strategy forms HP's vision for a new class of infrastructure to service both traditional IT and the New Style of Business and Hybrid IT. With its built-in Software Defined Intelligence and Unified API, HPE Composable Infrastructure is the most easily automatable infrastructure in the market. This session will focus on the innovative management experience that aggregates fluid pools of compute, storage and fabrics into an intuitive user experience and Fluid IT capabilities.
HPS 02	Composable infrastructure part2: Disaggregated Fabrics	Presentation		HPE + Partners	50	Awareness	HPE Composable Infrastructure dramatically simplifies the infrastructure fabrics necessary to connect compute, storage and networking into a cohesive system that spans the physical boundaries of traditional systems. This session will focus on these fabrics and discuss how HPE Composable Infrastructure materialization seamlessly integrates into existing datacenter infrastructure.
HPS 03	Composable Infrastructure part3: Compute and Storage technologies	Presentation		HPE + Partners	50	Awareness	As an essential part of the datacenter application, raw compute and storage are inherently linked but typically provisioned and managed by separate tools and teams. Come see how HPE Composable infrastructure changes this dynamic by orchestrates and automates the composition of compute and multiple tiers of storage into functional Resource pools.
HPS 04	CS 250 HyperV (LaJolla) Deep Dive and Competitive Updates	Presentation		HPE + Partners	50	Competency	This session covers on the new HPE ConvergedSystem 250-HC StoreVirtual (CS 250) product features and functionalities with Hyper-V virtualization and System Center. Building on HP's market leading x86 server and virtualization solutions combined with its proven HP StoreVirtual software-defined storage (SDS) technology, the new CS 250 is business continuity-enabled from day one. The CS 250 features enhanced System Center integration, supports hybrid-cloud solution architectures and is accompanied by new delivery services and channel programs.

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HPS 05	CS 700 and CA 700 Updates	Presentation		HPE + Partners	110	Competency	This session will cover on how HP's Power of One infrastructure is delivering the leading innovations across compute, storage, fabric and converged management which enable your customer to accelerate time to value, while increasing IT operational efficiency. Learn about HP Converged Architecture 700 solution giving customers more flexibility and choices through their trusted certified partner. This session will also cover latest on Converged System 700
HPS 06	The path to a Composable Infrastructure using HP BladeSystem and HPE OneView	Presentation		HPE + Partners	50	Awareness	HPE OneView was built from the ground-up to simplify datacenter operations. This session focuses on the benefits that HPE OneView combined with HP BladeSystem brings to customer's operations and strategies, to assist with migrating existing siloed infrastructure into a OneView managed ecosystem. Leveraging this strategy today will place you firmly on the Composable Infrastructure and Hybrid IT journey.
HPS 07	Streamlined Lifecycle Management of firmware and drivers	Presentation		HPE + Partners	50	Awareness	HPE has dramatically improved the lifecycle management and quality of firmware and drivers across the ProLiant product lines by utilizing HPE Smart Update Manager and the Service Pack for ProLiant. Come hear the latest ways you can help your customers leverage these techniques and capabilities to make lifecycle management easier and Operational uptime more achievable.
HPS 08	Apollo Updates for HPC Solutions	Presentation		HPE + Partners	50	Awareness	Overview of the new Apollo servers & HPC options, how they fit into various HPC solution use cases and positioning Apollo among the rest of HP Servers portfolio. This session will also cover some HPC fundamentals, customer success stories and resources available to help in HPC deals
HPS 09	Apollo Updates for Object Storage Solutions	Presentation		HPE + Partners	50	Awareness	As businesses move toward petabyte-scale data storage, all companies, small and large, grapple with data growth. Businesses has become more data driven to survive in the new economy, they will seek more data sources, collect more data, and look to analyze and store this data in a decentralized manner. They will look to perform real-time analytics on this data as it is generated and where it gets captured. HP collaborates with industry-leading software providers Scality, Cleversafe and opensource Ceph/Swift to develop, optimize, and integrate their solutions on HP servers. These solutions presents an opportunity for us to compete in this growing marketplace and time-to-market is essential to be successful.
HPS 10	HPE Big Data Reference Architecture (Minotaur)	Presentation		HPE + Partners	50	Awareness	This session presents the architectural details of HPE Big Data Reference Architecture based on Moonshot and Apollo 4000 platform. Performance statistics and a canned demo will be discussed including competitive differentiations and why HP for big data.
HPS 11	Trends in Service Provider market and HP Cloudline portfolio	Presentation		HPE + Partners	50	Awareness	HP Cloudline is a new family of servers created for large service providers (SPs) designed to make it easier to add capacity, ensure operational adaptability and stay within budget envelopes. HP Cloudline addresses these requirements with a totally new approach to server scalability and economics. Built for extreme scale, Cloudline is designed for a new era of data center design. We will discuss about the emerging service provider market and how we can position the new Cloudline and how to be competitive against ODM and whitebox vendors.
HPS 12	How to compete against Nutanix and Simplivity!	Presentation		HPE + Partners	50	Awareness	This session will give you an in-depth analyst of how to effectively compete in the Hyper-Converged marketplace using our CS250 solution.
HPS 13	HP OneView and the partner ecosystem	Presentation		HPE + Partners	50	Awareness	The power of a RESTful API is evident in the numerous industry partners that have teamed with HP Enterprise to leverage HP OneView to orchestrate servers, storage and networking with a single line of code. Come hear the latest on the partner ecosystem and how to leverage these capabilities and integrations with your customers.
HPS 14	Radical Efficiency in Streaming and Transcoding with Moonshot	Presentation		HPE + Partners	50	Awareness	HPE is redefining the economics of video transcoding applications by delivering HD performance with a 27X increase in streams per rack compared to traditional servers. Moonshot enables expanded offerings and new formats, preparing for the future without the need to expand your data center: <ul style="list-style-type: none"> •Streaming and transcoding •Cloud DVR, Just in Time Transcoding, Just in Time Packaging •Cloud UI
HPS 15	HPS Options	Presentation		HPE + Partners	50	Awareness	HPS Options is a major part of HPS business, this session will cover updates focusing on NVMe technology & upcoming offering.

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HPSD 02	HP 3PAR and VMware VVols (vSphere 6.0)	Presentation		HPE + Partners	50	Competency	With the introduction of VMware's ESX6 and Vvols, storage management in a VMware environment is being revolutionized. This session tells you everything you need to know about deploying HP 3PAR StoreServ, the FC reference platform for VVols.
HPSD 01	3PAR Performance, Sizing and Configuration Best Practices	Presentation		HPE + Partners	50	Competency	Learn about the best practices for configuring and sizing these systems so that you can ensure that your customers' systems are set up for optimal performance, serviceability and upgradeability.
HPSD 03	HP StoreOnce Backup - Updates	Presentation		HPE + Partners	110	Competency	This session provides a comprehensive overview of relevant StoreOnce enhancements in 2015. Available BURA sales/presales tools to help EA/SA/TA close more deals (e.g. NinjaProtected, DD Analyzer, 3PAR-attach) as well as Direct Application plugins.
HPSD 04	HP 3PAR StoreServ - Updates	Presentation		HPE + Partners	110	Competency	Updates on HP 3PAR StoreServ: 3PAR Remote Copy Asynchronous Streaming, HP 3PAR iSCSI, 3PAR All-flash for VDI
HPSD 05	Competitive & Positioning 3PAR successfully	Presentation		HPE + Partners	50	Competency	A competitive analysis on competitors architecture, how they sell, and how they position themselves against the rest of the market.
HPSD 06	HP StoreOnce Ecosystem - RMC	Presentation		HPE + Partners	110	Competency	A session focusing on leveraging StoreOnce RMC to attach StoreOnce to 3PAR, and the latest integration developed between HP StoreOnce and major ISV software. It is a session of all-you-need for Converged Backup Solution.
HPSD-HOL 01	Open Lab: 3PAR SSMC Adm/Adv Adm/StoreOnce	Hands on Lab	20	HPE + Partners	220	Competency	Hands-on lab session where participants will familiarise with basic administration of 3PAR StoreServ including Provisioning, Thin Conversion, Dynamic Optimization, Virtual Copy. Updated with 3PAR File Persona & SSMC. StoreOnce Hands-on lab session. Trainee can choose one of three backup solution with StoreOnce. Hands-on with our new Veeam/Commvault HOL are highly encouraged.
HPSD-HOL 02	3PAR File Persona	Hands on Lab	20	HPE + Partners	110	Competency	This lab provides technical insight to the features and core-file data services included in the 3PAR File Persona software suite. It is intended to assist HP partners and presales teams with advance administration and demo capabilities for those who sell 3PAR StoreServ storage into home directory, corporate, and group-share environments.
HPSD-HOL 03	3PAR AFC/Dedupe	Hands on Lab	20	HPE + Partners	110	Competency	In this lab, you will create a Thinly Deduped Virtual Volume (TDVV) and a Thinly Provisioned Virtual Volume (TPVV) and export them to an ESX host to create two data stores. You will also learn how you can determine what level of savings you are getting on the storage system. The lab will also include Adaptive Flash Cache configuration.
HPSD-HOL 04	3PAR vVOL	Hands on Lab	20	HPE + Partners	110	Competency	VMware VVols and HP 3PAR This lab will walk you through a setup of VMware VVols on 3PAR arrays. You should already understand basic 3PAR concepts, have taken the basic 3PAR HOL, be familiar with the 3PAR GUI/CLI and navigating in the vSphere Web Client before you attempt this lab.
HPSD-HOL 05	HyperConverged	Hands on Lab	20	HPE + Partners	50	Competency	This lab covers how to deploy a CS 200-HC StoreVirtual with an existing VMware 5.5 environment and StoreVirtual VSA based storage SAN using HP's OneView InstantOn software. It also covers creating a datastore using HP's OneView for vCenter plug-in and finally the creation of a VM.
HPSD-HOL 06	RMC	Hands on Lab	20	HPE + Partners	110	Competency	This lab covers how to deploy & use StoreOnce RMC-V to protect Virtual Machine data in VMware environment, as well as using StoreOnce RMC to protect any Data in 3PAR.
HPS-HOL-1	HPE OneView hands-on labs	Hands on Lab	20	HPE + Partners	110	Competency	HPE OneView is a dramatically simplified way of orchestrating your customer's servers, storage and networking by utilizing a single control surface. Join this hands-on lab for the latest HPE OneView experience.
HPS-HOL-2	Composable Infrastructure hands-on labs	Hands on Lab	20	HPE + Partners	110	Competency	This session will allow you to experience Composable Infrastructure solutions through a hands-on lab and enable you to demonstrate the Composable Infrastructure capabilities to your customers.
HPS-HOL-3	CS 250 Setup and Reset Process	Hands on Lab	20	HPE + Partners	110	Competency	This session will cover the USB reset procedures for CS 242/CS 250 and subsequent OneView Instant On Startup procedures to equip presales with the necessary skill sets required for demo/POC refresh scenarios

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HPS-HOL-4	Composable Infrastructure Deep-dive TTT	Hands on Lab	40	By Invitation	All Day	Competency	<p>This 1 day session is a forum for deep-dive coverage of Composable Infrastructure. There will be detailed discussions of how to approach Infrastructure solution sales, covering compute, storage, fabric, management and services. Each of solution components are then being discussed in details, including technology highlights and competitive differentiations. There will be hands-on experience for audience to have deeper understanding and appreciations of technologies and value propositions. There will be a lot of interactions to help participants get their questions answered.</p> <p>This session is reserved for HPS Presales and by invitation only. Participants are expected to have gone through Composable Infrastructure tektalks in Nov as prerequisite for the sessions. They are expected to be focal contact points for countries and redeliver Composable Infrastructure enablement for respective country's Presales community.</p>
Keynote 2	Composable Infrastructure	Presentation		HPE + Partners	40		
Keynote 3	Platinum Sponsor	Presentation		HPE + Partners	40		
pan-EG 01	HP Storage Optimizer - Delivering smarter backup and storage	Presentation + Demo		HPE + Partners	50	Awareness	Learn about the innovative offering that combines file analytics with policy-based storage tiering and information optimization capabilities to enable customers to intelligently reduce the total volume of storage, shrink tier-1 storage infrastructure footprint, and slash the cost and complexity of managing and protecting unstructured information.
pan-EG 02	Control Point - Identify, connect and control data across enterprise systems	Presentation + Demo		HPE + Partners	50	Awareness	ControlPoint helps you tackle information sprawl and shine a light on dark data (sitting hidden and unmanaged in system repositories) by providing a range of tools and reports to facilitate policy-driven and compliant Legacy Data Clean-up for redundant, obsolete and trivial information found in file shares, mail systems and SharePoint
pan-EG 03	Kickstart of Hybrid Cloud Journey	Presentation		HPE + Partners	50	Competency	Turnkey solution which enables HP Servers to equip hybrid cloud functionality for customers' IT infrastructure. Hybrid Cloud Turnkey Packaged Consulting service for HP Servers would help customers to quickly setup private cloud and management plane to connect and manage public cloud IaaS services such as AWS and Azure. This session helps the audience to understand value proposition of Helion accelerator services which would accelerate the sales of HP Servers, Storages, and Networking.
pan-EG 04	Composable Infrastructure the whole story	Presentation		HPE + Partners	50	Master	<p>Composable Infrastructure the whole story</p> <p>Target audience: EG HW, software, ES, TSS, TSC, partners –</p> <p>Topic name: Composable Infrastructure the whole story.</p> <p>Topic content:</p> <p>How do HP TS services enable customer to benefit from HP's Composable Infrastructure?</p> <p>Flexcap enabling the consumption of Composable Infrastructure.</p> <p>DCIA and OSS enabling converged cloud through composable infrastructure.</p> <p>Objective/s: Help pre-sales understand how they can position the whole story around HP's Composable Infrastructure.</p> <p>Outcome/s: audience understands how to leverage services position Composable Infrastructure.</p>
pan-EG 05	The Machine - Latest update from Hewlett Packard Labs	Breakout session		HPE + Partners	50	Awareness	We're building a new way to compute from the ground up, to enable massive gains in performance, security and efficiency. We call it The Machine (also referred to as Memory-Driven Computing Architecture). We've made tremendous progress and are on track to show our first prototype in 2016. We will share with you the latest developments during this session.
pan-EG 06	Workload consolidation on Superdome X	Breakout session		HPE + Partners	50	Awareness	<p>This session will describe the multiple options involved in workload consolidations on SuperDomeX. The options include :</p> <ul style="list-style-type: none"> - Multiple database instances on a single partition - Use Linux capabilities like cgroups and numactl to manage system resources and optimize performance with a single partition - Use multi-tenant features of Oracle 12c - Use new virtualization technology like KVM - Create multiple NPARs and run separate OS and database instances in each - Newly announced Windows and VMWARE certifications that assist in workload consolidations.

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pan-EG 07	Time is money the value of services in converged systems	Presentation		HPE + Partners	50	Master	Time is money the value of services in converged systems Target audience: EG HW, software, ES, TSS, TSC, partners – Topic name: Time is money the value of services in converged systems. Topic content: Why as services a key component of the converged systems story. How do we use services to differentiate our product. Factory Express/Proactive Care/ Datacentre care/ Flexcap / DCIA / Oneview Services Objective/s: share the compelling value proposition of services as part of the converged systems portfolio. Outcome/s: Audience understands how to differentiate our converged systems story by focusing on services.
pan-EG 08	Proactive Care Advanced (PCA)	Presentation		HPE + Partners	50	Awareness	Proactive Care Advanced (PCA) Target audience: EG HW, software, ES, TSS, partners Topic name: PROACTIVE CARE ADVANCED (PCA) Objective/s: This session will introduce to the audience HP Proactive Care Advanced—an innovative new support service for IT organizations that want a dedicated level of attention and assistance for their IT and business. Outcome/s: Session will talk about how this service provides more dedicated resources to help Customers maximize product ROI, optimize performance, maintain stability, reduce cost, and free their it staff to focus on business innovation and growth. The session will leave the audience with a take away message on significance of PCA support service & will help sales reps to pitch & position PCA services to their Customers with thorough awareness & confidence
pan-EG 09	Transform to Hybrid Infrastructure with Converged System in IaaS and Mixed workload needs	Presentation		HPE + Partners	110	Awareness	This session provides a comprehensive overview of real life use cases of IaaS and Mixed workload solutions deployed in the field. Highlights of coverage would include customer challenges, solution design, sizing and benefits of HP's Converged Systems offerings; It will also cover HA/DR and Data protection needs of the use case with 3PAR StoreServ and StoreOnce
pan-EG 10	Using OpenSource Config mgmt and Deployment tools to automate OS patch mgmt. improving speed and reliability	Presentation		HPE + Partners	50	Master	Using OpenSource Configuration mgmt and Deployment tools to automate OS patch mgmt. improving speed and reliability DCIA Target audience: EG HW, software, ES, TSS, TSC, partners – Topic name: Infrastructure Automation: How helps you sell Hewlett Packard Enterprise support solutions for Infrastructure Automation Topic content: Infrastructure Automation Trend Challenges facing Customers to adopt Services Hewlett Packard Enterprise can offer to design, deploy and support Infrastructure solutions Objective/s: Help pre-sales understand Infrastructure market trends and why Customers are adopting Outcome/s: audience understands what Infrastructure solutions/tools we can support and scope of services we offer from design to ongoing support
pan-EG 11	Auto build of a virtual environment inc OS & Apps deployment and tools	Hands on Lab		HPE + Partners	50	Master	Auto build of a virtual environment which includes OS & Apps deployment using Infrastructure automation tools DCIA – From Bar Metal to Apps Rapid deployment using Infrastructure Target audience: EG HW, software, ES, TSS, TSC, partners – Topic name: Auto build of a virtual environment which includes OS & Apps deployment using Infrastructure automation tools Objective/s: Help pre-sales understand how Customers are using our products with infrastructure automation tools Outcome/s: audience understands how Infrastructure Automation tools are configured and the benefits of using them for rapid deployment

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pan-EG 12	Using OpenSource Config mgmt to automate Security Policy management	Hands on Lab		HPE + Partners	50	Master	<p>"Automating Security Policy implementation and avoid non-compliant configuration drift using automation tools</p> <p>DCIA – Using automation tools for OS hardening and tracking/managing changes to your environment to ensure they remain in line with policy in real time</p> <p>Target audience: EG HW, software, ES, TSS, TSC, partners –</p> <p>Topic name: Automatically secure the default OS and application configuration settings using Chef SW as soon as a machine is provisioned irrespective of the OS installed. With Auditing capabilities of Chef, check if the compliance requirements are being met and track changes on your infrastructure in real time with Chef Analytics Dashboard</p> <p>Objective/s: Help pre-sales understand how Customers are using our products with infrastructure automation tools</p> <p>Outcome/s: audience understands how Infrastructure Automation tools are configured and the benefits of using them for real time security policy compliance"</p>
pan-EG 13	ConvergedSystem for SAP HANA and Optimized backup for SAP HANA	Presentation		HPE + Partners	110	Awareness	<p>Updates of HP SAP HANA offering with CS500, CS900 and TDI solutions;</p> <p>Highlights of use cases for SAP HANA solutions, supported by success stories.</p> <p>Value add solutions from HP when building HANA solutions, including HA solution with Serviceguard: Data backup optimization for HANA environment</p>
pan-EG 14	How FC metered consumption model helps you sell HPE solutions	Presentation		HPE + Partners	50	Master	<p>NO DEAL to DEAL : How Flexible Capacity's metered consumption model helps you sell Hewlett Packard Enterprise solutions</p> <p>Target audience: EG HW, software, ES, TSS, TSC, partners –</p> <p>Topic name: NODEAL to DEAL : How Flexible Capacity's metered consumption model helps you sell Hewlett Packard Enterprise solutions</p> <p>Topic content:</p> <p>What is Flexible Capacity, how does it work</p> <p>How can MV FC be used acquire competitor customers</p> <p>The FC Business case - Explain why a lower cost / unit isn't necessarily cheaper for the customer</p> <p>Over-coming common objections (e.g. FC vs lease, FC vs public cloud, FC vs CAPEX)</p> <p>Objective/s: Help pre-sales understand how they can use Flexible Capacity to sell more HPE</p> <p>Outcome/s:</p> <p>Understands how FC can help them do a deal, can qualify the right customer, and articulate the benefits of FC</p>
pan-EG 15	Automate, Orchestrate & Transform to the digital enterprise	Presentation		HPE + Partners	50	Awareness	<p>Automate, Orchestrate, Transform are steps to accelerate the journey to the digital enterprise, in the New Style of Business.</p> <ul style="list-style-type: none"> Automate tasks to drive efficiency Orchestrate IT processes to improve agility Transform delivery to create a new customer experience <p>Thereby delivering business services faster, responding quickly to market changes and lowering IT costs. HP is well-positioned to help customers succeed in the digital world. Owning this management stack creates "stickiness" for HP to elevate our position and develop longer-term opportunities with our customers. This session provides an overview of the HP Software solutions, customer references and specific use cases in helping customers transform to a hybrid infrastructure.</p> <p>Expected Outcomes: Understanding of HP Software solutions, ability to articulate our value proposition to deliver business outcome for customers. Contact points for engagement.</p>
pan-EG 16	Transforming Mission Critical environment with Superdome-X, 3PAR AFA and high performance backup solution	Presentation		HPE + Partners	110	Awareness	<p>Mission critical environment is comprised of different business applications & workloads. It equires a high performance infra to ensure predictable performance. Oracle use case shows how to transform MC environment with Superdome-X and low-latency 3PAR all-flash array storage, DR solution & backup solution.</p>

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pan-EG 17	Predictive Operations – OneView with IT Operations Management suite	Presentation		HPE + Partners	50	Competency	<p>HP Business Service Management (BSM software) suite is an enterprise management solution suite that provides end-to-end monitoring from applications through infrastructure for heterogeneous environments of all sizes. HP BSM solutions incorporate a broad set of monitoring sensors, advanced analytics, automation and a single pane of glass that enables IT operations teams to maximize the availability and performance of their applications and infrastructure. HP BSM is a modular and open solution and can be integrated with other management software – including element managers, especially HP OneView.</p> <p>HP OneView and HP BSM software together deliver increased application and infrastructure availability and performance – while increasing IT staff efficiency and productivity. Some of the key solutions from HP BSM are vPV, Operations Bridge and Operations Analytics. They provide the best end-to-end management solution, moving customers to a predictive operations environment.</p> <p>This session covers how these products integrate with HP OneView. This session assume working knowledge of HP OneView.</p> <p>Expected Outcomes: Understanding of vPV, OpsA, OMI + OneView integrated packages. Ability to articulate value. Contact points for engagement.</p>
pan-EG 18	How to use Big Data Analytics in detecting new threats and other security issues	Presentation + Demo		HPE + Partners	50	Awareness	<p>Hear how to collect, store, analyze and visualize big security data with the objective of detecting new threats and security issues. See the solution the HP IT CDC team has been using for more than 9 months. This solution was announced during HP's annual security conference, Protect, in September 2015. We will also showcase real-world use cases in which a variety of malware infections and new threat domains have been detected and mitigated using DNS data and our analytic tool.</p>
pan-EG 19	Solutions for protecting sensitive data	Presentation + Demo		HPE + Partners	50	Awareness	<p>This session will cover how customers can protect their sensitive data before it gets into the wrong hands. Information is coming to them from countless sources, pouring in, and the data gateway is open, streaming information across their IT infrastructure, through the cloud and sitting at rest in multiple locations. Without data-centric security protection, they are at risk. Hear how HP Atalla and HP Security Voltage data-centric security and encryption solutions can help your customers eliminate breach catastrophe and keep their organization out of the front page news.</p>
pan-EG 20	An introduction to security information and event management (SIEM) tool and how it's used to safeguard organizations	Presentation + Demo		HPE + Partners	50	Awareness	<p>HP ArcSight is the industry's leading security information and event management (SIEM) solution for collecting, analyzing and assessing security events. The result is rapid identification, prioritization and response to cyber security attacks and insider threats. Only ArcSight correlates users, logs and NetFlow to understand the who, what and where of information security.</p>
pan-EG 21	HP Data Protection - Protect your digital enterprise	Presentation + Demo		HPE + Partners	50	Competency	<p>Learn how HP customers can protect the digital enterprise and empower a data driven organization using HP Data Protection software combined with HP Hardware and Services. Recent OneHP global wins, such as HGST, Virtustream, Emirates, and others, show that if we understand both our customer's needs and what is most important to them, we can deliver a pan HP solution (Hardware, Services, and Software) that no other competitor can match.</p>
pan-EG 22	Structure Data Manager - Automate Application Archiving to maximize Business Value	Presentation		HPE + Partners	50	Awareness	<p>HP Structured Data Manager (SDM) provides automated information lifecycle management and structured data optimization by relocating inactive data from expensive tier 1 production systems and legacy databases while preserving data integrity and access. Structured Data Manager enables companies to retire outdated applications through an automated process of extracting, validating, and deleting data</p>

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pan-EG 23	Trader Workstation: A High-end remote desktop solution based on Moonshot catered towards financial traders	Breakout session		HPE + Partners	50	Competency	<p>This will outline a reference architecture for a high-end financial trader workstation solution using the HP Moonshot System and Citrix® XenDesktop® software. By moving the user's compute off of large, power-hungry, heat-generating, and noisy desk-side workstations and on to the HP ProLiant m710p Server Cartridge hosted in a data center, users free up their existing workplace environment. They also gain the ability to access their data and programs from anywhere and on any device while their data stays more secure as it is physically located in the data center.</p> <p>The HP ProLiant m710p Server Cartridge provides an excellent end-user experience with Citrix HDX, including rich multimedia content such as streaming videos, because of the Intel® Xeon® E3 processor paired with Intel® Iris Pro graphics. The HP ProLiant m710p solution also provides high-speed, low-latency 10Gbe networking essential for the trade floor. All this comes in a platform which is optimized to reduce costly square meter footprint, power, cooling, and complexity of existing data center-hosted trader workstation solutions.</p>
pan-EG 24	IT infrastructure and operations automation	Breakout session		HPE + Partners	50	Awareness	<p>Customers are looking to get more out of their current IT environment, and find new ways to accelerate the delivery of applications and IT services. Rapid scaling to react to external events, new instances that need to be deployed very quickly or more traditional IT environments that need to be more agile and more reliable, at lower cost.</p> <p>HP provides a framework to provision workloads using the power of Software Defined Infrastructure (SDI). Automation allows customers to increase time to value through the use of software solutions and services. HP's Open Converged Infrastructure, software solutions and services, provide flexible capacity, an innovative consumption model. These key components integrate to address the customers' business needs and deliver a full life cycle experience.</p> <ul style="list-style-type: none"> • Speeding up the customer's ability to manage a defined HP infrastructure automatically, while ensuring compliance, governance and security are maintained • Life cycle management and day to day workload monitoring • Integrating the recently provisioned infrastructure into any existing enterprise monitoring tools using HP Services <p>The solution captures workload specific best practices then translates this into infrastructure templates. These templates are then used repetitively thereby increasing agility in infrastructure provisioning.</p> <p>The solution is applicable based on provisioning a fully populated enclosure (16 blades) or 10 or more rack mount (or similar) servers. As the number of servers increases (scale out), the value of the solution instantly increases.</p>
pan-EG 25	Best practices for managing a cluster of data centers using HP OneView	Breakout session		HPE + Partners	50	Awareness	<p>HP OneView is used for Physical Provisioning, Management and Maintenance of Converged Infrastructure. HP OneView Data Center Solutions is currently running at one of the largest marquee Banking Customer who globally maintains 19 HP OneView Appliances across the world, with cumulative count of 204 C7000 Enclosures with 3264 Gen8 Blades and 18 3PAR's. This session covers the industry specific best practice Solutions for Managing a Cluster of Data Centers WorldWide using HP OneView. This involves gaining insights into Analytics, Generating Reports and Configuring 3par Host Group feature using HP OneView. The Solutions are implemented using the HP OneView POSH Library with PowerShell Scripting and existing HP OneView REST API. One of the solution is implemented by creating a Java Script Library within vCenter Orchestrator Workflow.</p>
pan-EG 26	Accelerating Platform Deployments through PCS for HP Servers	Presentation		HPE + Partners	50	Competency	<p>Engaging customer requirements effectively by structuring a complete fast deployment solution along with the hardware infrastructure. Packaged consulting solutions for HP Servers helps customer to realize solution value very quickly. Challenges the customer could otherwise face during the initial deployment of the hardware are addressed rightly. This session helps the audience to understand value proposition of various Packaged consulting solutions offering which can be attached with HP Server infrastructure.</p>

Session code	Title (Character Limit:70)	Session Type	Max Lab Attendees	Target Audience	Duration	Technical level	Abstract
pan-EG-HOL 01	Live demo of DC-OSS Hybrid infrastructure Monitoring and utilising HPSW toolset	Hands on Lab		HPE + Partners	50	Master	<p>Live demo of DC-OSS Hybrid infrastructure Monitoring and Operational Support utilising HPSW toolset</p> <p>DC-OSS – Monitoring and Operational Support tools and live reporting</p> <p>Target audience: EG HW, software, TSS, TSC, partners</p> <p>Topic name: Live demo of DC-OSS Hybrid infrastructure Monitoring and Operational Support utilising HPSW toolset</p> <p>Objective/s: Demo the comprehensive DC-OSS monitoring toolset used and demonstrate the broad capabilities to monitoring complex hybrid IT environments</p> <p>Outcome/s: Help pre-sales understand the Customer complexity associated by supporting Hybrid environments addressed by our comprehensive DC-OSS monitoring toolset and operational support services</p>
NSOBW	NSOBW Workshop (4 Parallel Classes)	Hands on Lab	40 per room (Limited seats - pre-booking required)	HPE only	All Day	Competency	<p>The “Digital everything” economy is disrupting the traditional way organisations do business. New consumption behaviour of customers is giving way to new business models and revenue streams that require new types of applications, infrastructure and operations, fundamentally, a “New Style of Business”. To respond to this change, the customer’s IT must become a value creator and bridge the traditional with the new to enable IT drive business outcomes. HP has identified 4 transformation areas to help customers move their IT from the traditional to support this New Style of Business. This workshop targeted at the CxO level executives, helps understand the challenges that organisations face and provides a roadmap of how HP can help them in moving and aligning their IT, toward the New Style of Business. A highly interactive session focussed on understanding the customer’s business vision, strategies, their expectations from IT and how they want IT to change, results in a high level roadmap and the way forward, delivered to the customer from HP.</p>
TA	TA Workshop (4 Parallel Classes)	Presentation	40 per room (Limited seats - pre-booking required)	HPE + Partners	All Day	Competency	<p>The Transformation Area Workshops focus on one of the four cornerstone strategies HP recognises are shaping and forming the future of business for our customers. The Workshops are an opportunity to explore each of the TAs (Transform, Protect, Empower and Enable) in depth, and identify opportunities to assist our client in their transformation journeys. The workshop is driven by HP’s proven interactive methodology is supported by large graphical panels and uses a multi-disciplinary analysis to quickly deliver immediate deliverables and a rapidly actionable customer transformation roadmap.</p>
Spartan	Spartan Workshop (4 Parallel Classes)	Hands on Lab	40 per room (Limited seats - pre-booking required)	Enterprise Architect only	All Day	Competency	<p>The Spartans Workshop is a workshop designed to focus on 1) understanding client business needs, 2) pairing HP solutions to needs, and 3) presenting solutions effectively. During the workshop, participants develop a set of 30-day commitments designed to demonstrate the use of the three skills in a live client environment. Participants will work with their leader to complete the commitments.</p>
Industry - PSI	Industry Workshop - PSI	Presentation	40 per room (Limited seats - pre-booking required)	HPE only	All Day	Competency	<p>These sessions focusses from an industry perspective, HP’s Point of View on trends, business models, priorities, drivers and how HP’s industry context solutions can help to transform customers’ IT operating model for the New Style of Business. Solutions highlighted will be based around a composite of the key four transformation areas – Transforming to a Hybrid Infrastructure, Protecting the Digital Enterprise, Creating Data Driven Organization, and Enabling Workplace Productivity. The session will include a comprehensive case study and solution value proposition to the customer.</p>
Industry - CME	Industry Workshop - CME	Presentation	40 per room (Limited seats - pre-booking required)	HPE only	All Day	Competency	<p>These sessions focusses from an industry perspective, HP’s Point of View on trends, business models, priorities, drivers and how HP’s industry context solutions can help to transform customers’ IT operating model for the New Style of Business. Solutions highlighted will be based around a composite of the key four transformation areas – Transforming to a Hybrid Infrastructure, Protecting the Digital Enterprise, Creating Data Driven Organization, and Enabling Workplace Productivity. The session will include a comprehensive case study and solution value proposition to the customer.</p>

Session code	Title (Character Limit:70)	Session Type	Max Lab Attendees	Target Audience	Duration	Technical level	Abstract
Industry - FSI	Industry Workshop - FSI	Presentation	40 per room (Limited seats - pre-booking required)	HPE only	All Day	Competency	These sessions focusses from an industry perspective, HP's Point of View on trends, business models, priorities, drivers and how HP's industry context solutions can help to transform customers' IT operating model for the New Style of Business. Solutions highlighted will be based around a composite of the key four transformation areas – Transforming to a Hybrid Infrastructure, Protecting the Digital Enterprise, Creating Data Driven Organization, and Enabling Workplace Productivity. The session will include a comprehensive case study and solution value proposition to the customer.
Industry - MFG	Industry Workshop - MFG	Presentation	40 per room (Limited seats - pre-booking required)	HPE only	All Day	Competency	These sessions focusses from an industry perspective, HP's Point of View on trends, business models, priorities, drivers and how HP's industry context solutions can help to transform customers' IT operating model for the New Style of Business. Solutions highlighted will be based around a composite of the key four transformation areas – Transforming to a Hybrid Infrastructure, Protecting the Digital Enterprise, Creating Data Driven Organization, and Enabling Workplace Productivity. The session will include a comprehensive case study and solution value proposition to the customer.