



As you plan your VMworld agenda, below are the “don’t miss” sessions along with key sessions to consider for your customers. Click on the links below to reserve your spot and see additional session details.

JOIN WITH YOUR CUSTOMER:

CEO Address [GEN2859]

VMware CEO Pat Gelsinger will provide an update on VMware’s vision and strategy, with a focus on how leading-edge organizations around the world are rethinking their approach in key areas like app development, multi-cloud, cyber security, networking and the employee experience.

SPEAKER

- Pat Gelsinger, *Chief Executive Officer, VMware*

VMware Vision: Any App, Any Cloud, Any Device [GEN2860]

In this session, watch VMware COO Sanjay Poonen and guests dive deeper into VMware’s “Any App, Any Cloud, Any Device” vision, with end-to-end Networking and Intrinsic Security as the foundation.

SPEAKER

- Sanjay Poonen, *Chief Operating Officer - Customer Operations, VMware*

Help Midmarket Thrive in New Normal with Future Ready HCI Appliances [HCP2887]

Midmarket companies have been hit harder in these challenging times. When time to market is more important than ever, agility and rapid

innovation will be make or break for smaller organizations. Join this session designed for VMware Partners exclusively as we discuss how partners can help midmarket customers not only compete but thrive in this new environment while participating in one of the fastest growing technology categories in IT.

SPEAKER

- Peter Kuo, *Sr. Director – Global Channel Sales, VMware*

vSphere 7 with Kubernetes [HOL-2113-95-ISM]

vSphere 7 with Kubernetes is the new generation of vSphere for modern applications and it is available only through VMware Cloud Foundation. Developers can now consume the newly introduced VMware Cloud Foundation Services that includes Tanzu Kubernetes Grid Services and a family of Hybrid Infrastructure Services.

SPEAKERS

- Peter Kieren, *Sr. Solutions Engineer – HCI Specialist, VMware*
- Jose Manzaneque, *Kubernetes Solution Engineer, VMware*
- Bob Bauer, *Kubernetes Staff Solution Engineer, VMware*


**vSphere with Tanzu 101 for the vSphere Admin
[KUB2162]**

In this session, you will learn about VMware vSphere with Tanzu. We will start with an overview of Kubernetes, discuss installation and configuration of vSphere with Tanzu, and go over the major components. If you're wondering what all this Kubernetes stuff is or if you're a vSphere administrator who wants a primer on how to get started with vSphere with Tanzu, then this is the session for you.

SPEAKER

- Mike Foley, *Staff Technical Marketing Architect, VMware*

PARTNER SESSIONS:
**Sell & Win with VMware Cloud Foundation
[PAR2869]**

VMware Cloud Foundation allows you to address strategic projects enterprise and commercial customers are driving. In this session, you'll learn the key buyers, sales motions and use cases for Cloud Foundation, service offerings, and incentives to help you drive business.

SPEAKER

- Marcus Phipps, *Director – Partner Sales Acceleration, VMware*
- Uta Johanna Haller, *Director - EMEA HCI Partner GTM EMEA HQ General Channel Sales, VMware*

- Rory Choudhuri, *EMEA Solutions Product Marketing Director, VMware*

**Partner Connect: Maximize Success with
VMware's Award-Winning Program [PAR2872]**

VMware Partner Connect offers multiple paths to partner profitability so you can focus on the business models and solution priorities aligned with your business and your customers' needs across resell, cloud, and services. Join this session to understand and identify your ideal paths to success and the associated benefits available with VMware Partner Connect.

SPEAKER

- Tracy-Ann Palmer, *Operations Executive - VP - Solutions Provider, VMware*
- Benton Partin, *Worldwide Practice Activation Solution Providers, VMware*

**5 Key Marketing Strategies to Increase Pipeline
with Partner Demand Center [ETPD2888]**

Join us to see first-hand how you can map a plug-and-play strategy to the activities that align with your goals, easily customize and execute integrated campaigns, and drive demand faster so you can increase pipeline.

SPEAKERS

- Kendra DeCoste, *Director – Global Partner Demand Generation Programs, VMware*
- Mike Moore, *VP – Channel Sales, E2open*