

# Broadcom Partner Momentum Summit 2023

Accelerating Success. **Together.**

6-10 February 2023 | Hilton Barcelona | Spain

## AGENDA SNAPSHOT – **MONDAY, 6 FEBRUARY 2023** – AGENDA SNAPSHOT

TIME	SESSION NAME	PRESENTERS
07:00 – 10:50 <i>Les Corts Paralelo A, B C</i>	One-on-One Executive Meetings	
	Professional Services Partner Advisory Board (PAB)	
08:30 – 11:00 <i>Diagonal</i>	By invitation only: Selected Executive Leaders & Senior Services Managers responsible for delivering Broadcom Software services driving product adoption and customer loyalty.	
	Broadcom Leadership & Strategy Summit for all Broadcom Software Group Partners	
11:00 – 17:20 <i>Ramblas</i>	Executive & Strategic Leadership, Sales & Account Directors, and Sales & Presales Management: If you are looking to explore the most important industry trends affecting the Broadcom business today, or want the information and inspiration needed to fuel your business success and make connections with your peers, then attend this session.	To see detailed agenda, scroll to the next page
19:30 – 22:30 <i>Departure from Hilton at 18:45</i>	Gala and Awards Dinner	Can Magi, Barcelona, Bus Departure: 18:45 – 19:00 from Hilton Barcelona

## DETAILED SESSION AGENDAS BELOW

# Broadcom Partner Momentum Summit 2023

Accelerating Success. **Together.**

6-10 February 2023 | Hilton Barcelona | Spain

## MON – 6 FEB: PROFESSIONAL SERVICES PARTNER ADVISORY BOARD – **DIAGONAL**

TIME	SESSION NAME	PRESENTERS
08:30 – 08:35	Welcome & Executive Introductions	<b>Kevin Mikalsen</b> , Head Global Partner Services Marketing <b>Carrie Woods</b> , EMEA Services Partner Manager
08:35 – 8:50	Leading with Services to Accelerate Adoption – Executive Leadership Panel	<b>Moderator: Stephen Elliot</b> , Group Vice President, I&O, Cloud Operations, IDC <b>Tom Thorpe</b> , VP International Markets <b>Aytek Karagozoglu</b> , VP, Enterprise Europe <b>Clive Finlay</b> , CTO EMEA <b>Farouk Al-Shorafa</b> , Global Go-To-Market Leader – Strategic Partnerships <b>Laura Falko</b> , Head Global Partner Programs
08:50 – 09:50	Partner Advisory Board Workshop Sessions Topics to be announced	<b>Renee Kerns</b> , Head Global Partner Services Marketing <b>Kevin Mikalsen</b> , Head Global Partner Services Marketing
<b>09:50 – 10:00</b>	Coffee & Networking	
10:00 – 10:50	Workshop Readouts – Executive Leadership Listening	PAB Executive Sponsor Panel
10:50 – 11:00	The PAB Roadmap & Next Steps	<b>Renee Kerns</b> , Head Global Partner Services Marketing <b>Kevin Mikalsen</b> , Head Global Partner Services Marketing <b>Carrie Woods</b> , EMEA Services Partner Manager

# Broadcom Partner Momentum Summit 2023

Accelerating Success. **Together.**

6-10 February 2023 | Hilton Barcelona | Spain

## MON – 6 FEB: LEADERSHIP & STRATEGY SUMMIT FOR ALL PARTNERS – RAMBLAS

TIME	SESSION NAME	PRESENTERS
11:00 – 11:15	<b>Welcome</b>	<b>Roy Borden</b> , VP Partner Sales
11:15 – 11:45	<b>Unlocking the Power of Collaboration:</b> Driving Growth Together and Building a Foundation for Trust	<b>Moderator: Farouk Al-Shorafa</b> , Global Go-To-Market Leader – Strategic Partnerships <b>Roy Borden</b> , VP Partner Sales <b>Tom Thorpe</b> , VP International Markets <b>Aytek Karagozoglu</b> , Vice President, Enterprise Europe <b>Nimesh Upadhaya</b> , Director Partners, Emerging Markets
11:45 – 12:15	<b>IDC Keynote:</b> 2023 Growth Opportunities: Taking Advantage of the Storms of Disruption	<b>Stephen Elliot</b> , Group Vice President, I&O, Cloud Operations, IDC
12:15 – 12:45	<b>Sponsor Keynote:</b> Changing the Face of Distribution and Arrow's Evolving Role With Disruptive Supplier Models	<b>Eric Nowak</b> , President EMEA, Arrow <b>In Conversation with Mark Williams</b> , Senior Consultant, The Channel Company
12:45 – 13:45	<b>Networking &amp; Lunch</b>	
13:45 – 14:15	<b>Innovating for Success &amp; Service Excellence:</b> Broadcom's Take on Marketplace Trends and Harnessing Innovation To Create Customer Value	<b>Rufino Honorato</b> , CTO South <b>Christoffer Callender</b> , CTO North
14:15 – 14:45	<b>Opportunities for Growth:</b> Accelerating Partner Capabilities and Ensuring Partner Profitability with New Tools, Greater Flexibility and Enablement	<b>Laura Falko</b> , Head Global Partner Programs <b>John Bird</b> , Business Development Director, Channel Mechanics <b>John Mcardle</b> , VP, Channel Mechanics
14:45 – 15:05	<b>Professional Services Partners:</b> Update, Programs and Initiatives	<b>Renee Kerns</b> , Head Global Partner Services <b>Kevin Mikalsen</b> , Head Global Partner Services Marketing
15:05 – 15:30	<b>Networking &amp; Coffee</b>	
15:30 – 15:50	<b>What's New in Broadcom Enablement?</b> How Partner Enablement Fuels Success	<b>Richard Carlson</b> , Head Global Head Partner Enablement Programs <b>Stuart Hawkins</b> , Head of Global Education Services

# Broadcom Partner Momentum Summit 2023

Accelerating Success. **Together.**

6-10 February 2023 | Hilton Barcelona | Spain

15:50 – 16:50	<b>The Partner's Perspective:</b> 2023 IT Channel Outlook & Trends in an Ever-Evolving Industry. Hear Directly from 4 Broadcom Partners on How They are Accelerating Success & Building Powerful Relationships of Trust	<b>Moderator: Mark Williams</b> , Senior Consultant, The Channel Company  A Panel of Momentum Summit Sponsors: <b>Rajiv Khanna</b> , Vice President, Enterprise Studio, HCL <b>Rene Klein</b> , EVP EMEA, Westcon <b>Manuel Martinez</b> , CEO, Tricise <b>Ernest Sales</b> , President, MBCOM
16:50 – 17:20	<b>Q&amp;A, Feedback &amp; Close</b>	<b>Roy Borden</b> , VP Partner Sales <b>Aytek Karagozoglu</b> , Vice President, Enterprise Europe <b>Tom Thorpe</b> , VP International Markets <b>Bjarne Rasmussen</b> , CTO International Markets
18:45 – 23:30	<b>Gala Dinner</b> (Dress Code: Smart/Casual)	<i>Can Magi, Av. de Can Magí, 5, 08173 Sant Cugat del Vallès</i>  Meet at Hilton Barcelona Reception to Catch Bus to Can Magi <b>at 18:45</b>

# Broadcom Partner Momentum Summit 2023

Accelerating Success. **Together.**

6-10 February 2023 | Hilton Barcelona | Spain

## AGENDA SNAPSHOT – **TUESDAY, 7 FEBRUARY 2023** – AGENDA SNAPSHOT

TIME	SESSION NAME	PRESENTERS
07:00 – 09:00	Executive One-on-One Meetings	
<i>Les Corts Paralelo A, B, C</i>		
	<a href="#">Symantec Leadership &amp; Strategy Summit</a>	
09:00 – 16:30	Strategic Leadership, Sales & Account Directors, Business Development Managers and Sales & Presales Management: If you are looking to explore the most important industry trends affecting the Symantec business today, or want the latest product and program information to fuel your business success and make connections with your peers, then attend this Symantec Leadership & Strategy Summit session.	
<i>Ramblas</i>		
	<a href="#">Enterprise Software Leadership &amp; Strategy Summit</a>	
09:00 – 17:30	Strategic Leadership, Sales & Account Directors, Business Development Managers and Sales & Presales Management: If you are looking to explore the most important industry trends affecting the Broadcom Enterprise Software business today, or want the latest product and program information to fuel your business success and make connections with your peers, then attend this Leadership & Strategy Summit session.	
<i>Diagonal</i>		
	<a href="#">Broadcom Software Knights Summit</a>	
11:00 – 17:30	By invitation only: Existing Broadcom Software certified Knights and aspiring Knights	
<i>Gran Via B Ramblas D</i>		
19:00 – 22:00	<a href="#">Broadcom Software Knights Dinner</a>	

To see detailed agendas for these sessions, please scroll down

## DETAILED SESSION AGENDAS BELOW



# Broadcom Partner Momentum Summit 2023

Accelerating Success. **Together.**

6-10 February 2023 | Hilton Barcelona | Spain

## TUE – 7 FEB: SYMANTEC LEADERSHIP & STRATEGY SUMMIT – RAMBLAS

TIME	SESSION NAME	PRESENTERS
09:00 – 09:15	Opening & Welcome	<b>Roy Borden</b> , VP Partner Sales
09:15 – 10:15	Analyst Viewpoint: Is Complexity Really the Enemy of Software Security? Unravelling Complexity and Risk Through Integration	<b>Frank Dickson</b> , Group Vice President, Security & Trust, IDC
<b>10:15 – 10:45</b>	<b>Networking &amp; Coffee Break</b>	
10:45 – 11:00	Message from the Symantec Business Unit: Driving Growth in FY23 – Delivering More Value, More Security and More Simplicity to Your Customers	<b>Julian McBride</b> , Symantec Enterprise Sales Director, International Markets
11:00 – 11:30	Symantec Insights: Power Your Customer's Business with Symantec Enterprise Cloud – Eliminating Security Complexity to Reduce Enterprise Risk	<b>Tim Murphy</b> , Head of Symantec Product Marketing
11:30 – 12:00	Customer Keynote: The Benefits of Integrated Cyber Defence	<b>Doug Goodridge</b> , Chief Information Officer, Williams Racing
<b>12:00 – 13:00</b>	<b>Networking &amp; Lunch</b>	
13:00 – 14:00	Fireside Chat: Partnering for Success and Excellence	<b>Moderator: Peter Cooper</b> , Directors Partners EMEA <b>Panellists:</b> Avantec, Computacenter, DUONYX, Gradian, INETUM, Insight, SoftwareOne, Threatscape, KBE
14:00 – 14:30	Opportunities for Growth: Reigniting and Accelerating Momentum in the Commercial Segment	<b>Rob Jacobs</b> , Head of Cybersecurity Alliances, Europe, Arrow <b>Helena Judge</b> , Business Development Manager, Arrow <b>Peter Cooper</b> , Leadership Europe, Managed Partners and Commercial Market
<b>14:30 – 15:00</b>	<b>Networking &amp; Coffee</b>	
15:00 – 16:15	Symantec Insights: Staying Ahead of the Game in FY23 – New Initiatives and Tools to Accelerate Product Adoption and Unlock New Revenue Streams	<b>Tim Murphy</b> , Head of Symantec Product Marketing

# Broadcom Partner Momentum Summit 2023

Accelerating Success. **Together.**

6-10 February 2023 | Hilton Barcelona | Spain

---

16:15 – 16:30

Awards

EMEA Channel Sales Leadership

---

# Broadcom Partner Momentum Summit 2023

Accelerating Success. **Together.**

6-10 February 2023 | Hilton Barcelona | Spain

## TUES – 7 FEB: ENTERPRISE SOFTWARE LEADERSHIP & STRATEGY SUMMIT – DIAGONAL

TIME	SESSION NAME	PRESENTERS
09:00 – 09:15	Opening & Welcome	<b>Roy Borden</b> , VP Partner Sales
09:15 – 10:15	Analyst View Point: Is Complexity Really the Enemy of Software Security? Unravelling Complexity and Risk Through Integration	<b>Frank Dickson</b> , Group Vice President, Security & Trust, IDC
10:15 – 10:45	<b>Networking &amp; Coffee</b>	
10:45 – 11:45	Driving Growth in FY23: Message from the Enterprise Software Business Unit	<b>Farouk Al-Shorafa</b> , Global Go-To-Market Leader – Strategic Partnerships
11:45 – 12:30	Vision for AOD Focus Partner Program	<b>Farouk Al-Shorafa</b> , Global Go-To-Market Leader – Strategic Partnerships
12:30 – 13:30	<b>Networking &amp; Lunch</b>	
13:30 – 14:00	Partner Spotlight: Partner Success Stories	itdesign
14:00 – 15:00	Adoption Framework	<b>Sam Bhimji</b> , Business Strategist <b>Henar Martin</b> , Business Strategist
15:00 – 15:30	<b>Networking &amp; Coffee</b>	
15:30 – 16:30	Adoption Framework (continued)	<b>Sam Bhimji</b> , Business Strategist <b>Henar Martin</b> , Business Strategist
16:30 – 17:00	Partner Spotlight: Partner Success Stories	Participants to be announced
17:00 – 17:30	Partner Recognition & Close	<b>Farouk Al-Shorafa</b> , Global Go-To-Market Leader – Strategic Partnerships



# Broadcom Partner Momentum Summit 2023

Accelerating Success. **Together.**

6-10 February 2023 | Hilton Barcelona | Spain

## TUE – 7 FEB: BROADCOM SOFTWARE KNIGHTS SUMMIT – GRAN VIA / RAMBLAS D

TIME	SESSION NAME	PRESENTERS
11:00 – 11:30	Broadcom Software Knights 2023 Program Updates	<b>Richard Carlson</b> , Leader Global Partner Enablement <b>Mike Rankin</b> , Global Partner Enablement
11:30 – 13:00	Broadcom Software Knights Introductions	<b>Richard Carlson</b> , Leader Global Partner Enablement
13:00 – 14:00	Networking & Lunch	
14:00 – 15:00	White Paper Contest & Presentation (Enterprise Software (CA Technologies) Solutions & Symantec)	<i>Resources Enterprise Software Solutions:</i> <b>Richard Carlson</b> , Leader Global Partner Enablement <b>Kevin Mikalsen</b> , Head Global Partner Services Marketing  <i>Resources Symantec</i> <b>Michael Rankin</b> <b>Kevin Mikalsen</b>
15:00 – 15:30	Networking & Coffee	
15:30 – 17:00	Broadcom Software Knights Round Tables: <ul style="list-style-type: none"><li>● Roadmaps</li><li>● Bugs &amp; Fixes</li><li>● Enhancements</li><li>● Any Relevant Topics</li></ul>	<i>Resources:</i> <b>Richard Carlson</b> <b>Michael Rankin</b> Product Management Presales Team Members
17:00 – 17:30	Close	<b>Richard Carlson</b>
19:00 – 22:00	Exclusive Broadcom Software Knights Dinner	External venue – To be revealed to the Broadcom Software Knights Delegates

# Broadcom Partner Momentum Summit 2023

Accelerating Success. **Together.**

6-10 February 2023 | Hilton Barcelona | Spain

## AGENDA SNAPSHOT – **WEDNESDAY, 8 FEBRUARY 2023** – SALES ENABLEMENT

These sessions are best for Sales and Business Development Delegates: If you are focused on building capabilities in delivering an impactful Broadcom value proposition or need a refresher on how to respond to customer challenges and present a compelling and competent sales pitch, then select one of the Sales Enablement sessions on 8 February. These sessions might also suit Presales delegates.

TIME	SESSION NAME	PRESENTERS
08:45 – 09:15 <i>Ramblas</i>	Welcome To Sales Enablement – Plenary for All Delegates	<b>Richard Carlson</b> , Leader Global Partner Enablement
09:30 – 17:30 <i>Gran Via A</i>	NetOps Sales Enablement	<b>Helen Burke</b> , Appneta Specialist, Solution Engineering <b>Seth Differ</b> , Senior Manager Solution Engineering <b>Magdalena Domagalik</b> , Senior Product Line Manager NetOps <b>Frederic Estienne</b> , Senior Product Line Manager <b>Nestor Falcon Gonzalez</b> , NetOps Field CTO Team <b>Jan Gonsalves</b> , Senior Engineering Manager <b>Rich Lankester</b> , NetOps Partner Leader <b>Arnold Hoogerwerf</b> , NetOps Field CTO Team
09:30 – 17:00 <i>Gran Via B</i>	ValueOps Sales Enablement	<b>Fridgeir Eyjolfsson</b> , ValueOps Solution Engineer <b>Stefania D'Alessandro</b> , ValueOps Solution Engineer <b>Marc Leijten</b> , Advisor – Value Stream Management <b>Fernando Noguerras</b> , ValueOps Product Manager <b>Dan Rice</b> , Leader Focus Partner Strategy
09:30 – 17:15 <i>Gran Via C</i>	Automation Sales Enablement	<b>David Ainsworth</b> , Head of Product Management <b>Jonathan Hiatt</b> , Solution Engineer <b>Dave Kellermanns</b> , Global Advisor <b>Rajeev Kumar</b> , Head of Products <b>Grant Williams</b> , Sales Specialists Lead <b>Sven Schumacher</b> , Partner Leader
09:30 – 17:30 <i>Diagonal</i>	Symantec Enterprise Cloud Sales Enablement	<b>Stanislav Elenkrich</b> , Product Manager <b>Clive Finlay</b> , CTO International <b>Gavin Fulton</b> , Product Manager <b>Clive Gladwin</b> , Security Transformation Architect <b>Laszlo Gras de Molins</b> , Information Security Solutions Engineer <b>Mattias Jonson</b> , Solution Engineer

# Broadcom Partner Momentum Summit 2023

Accelerating Success. **Together.**

6-10 February 2023 | Hilton Barcelona | Spain



		<b>Prateek Temkar</b> , Product Manager <b>Pepe Sánchez Ayra</b> , Senior Network System Engineer <b>Henk Van Achterberg</b> , Product Manager
09:30 – 17:30 <i>Paralelo</i>	Identity/PAM Sales Enablement	<b>Ilir Bejko</b> , Senior Principal Consultant <b>Jordi Gascon</b> , Head Identity Solutions, EMEA <b>Eduard Palomeras</b> , Specialist Solution Architect <b>Shawn Sprague</b> , Head of Solution Engineering, Identity Security
09:30 – 17:00 <i>Paseo de Gracia</i>	APIM Sales Enablement	<b>Marco Cannone</b> , EMEA Solution Engineer <b>Sean O'Connell</b> , APIM Technical Lead <b>Aran White</b> , Head of Product Management
09:30 – 17:30 <i>Ramblas D</i>	DevOps/IT Operations Management (ITOM) Sales Enablement	<b>Ashish Aggarwal</b> , Head of Product, Infrastructure Observability, DX UIM <b>Cihan Ankara</b> , Principal Solutions Engineer DevOps <b>Corey Cohen</b> , APM Business and Strategy Lead <b>Stephen D'Arcy</b> , Solution Engineer for UIM
09:30 – 17:45 <i>Les Corts</i>	Mainframe Solutions Enablement	<b>Scott Brod</b> , Mainframe SME and Technical Advisor <b>Antonio Diaz</b> , Manager Mainframe Business Specialists <b>John Kampman</b> , Global Mainframe Business Specialist, Strategic Alliances <b>Alejandro Muñoz</b> , Mainframe Business Specialist <b>Magdalena Moilanen</b> , Mainframe Education Program Manager <b>Mark Warren</b> , Product Marketing Engineer <b>Libor Cerny</b> , Mainframe Solutions Leader
19:00 – 22:00 <i>Ramblas</i>	Dinner	

**DETAILED SESSION AGENDAS BELOW**

# Broadcom Partner Momentum Summit 2023

Accelerating Success. **Together.**

6-10 February 2023 | Hilton Barcelona | Spain

## WED – 8 FEB: SALES ENABLEMENT SESSION – NETOPS – GRAN VIA A

TIME	SESSION NAME	PRESENTERS
<b>08:45 – 09:15</b> <i>Ramblas</i>	Welcome To Sales Enablement Plenary Session for All Delegates	<b>Richard Carlson</b> , Leader Global Partner Enablement
<b>09:30 – 09:45</b> <i>Gran Via A</i>	NetOps Opening & Welcome	<b>Rich Lankester</b> , NetOps Partner Leader <b>Seth Differ</b> , Senior Manager Solution Engineering
<b>09:45 – 10:15</b>	Introducing the Experience-Driven NetOps Whiteboard	<b>Arnold Hoogerwerf</b> , NetOps Field CTO Team
<b>10:15 – 11:00</b>	Roadmap: Experience-Driven NetOps	<b>Magdalena Domagalik</b> , Senior Product Line Manager, NetOps
<b>11:00 – 11:30</b>	<b>Coffee &amp; Networking</b>	
<b>11:30 – 12:30</b>	Sales Engagement Process for Success	<b>Seth Differ</b> , Senior Manager Solution Engineering
<b>12:30 – 13:00</b>	Competitive Insight – ThousandEyes (Plus Other Key Players)	<b>Seth Differ</b> , Senior Manager Solution Engineering
<b>13:00 – 14:00</b>	<b>Lunch</b>	
<b>14:00 – 14:30</b>	Sales Play #1: AppNeta Cloud Adoption	<b>Seth Differ</b> , Senior Manager Solution Engineering
<b>14:30 – 15:00</b>	Sales Play #2: SD-WAN Insight	<b>Rich Lankester</b> , NetOps Partner Leader
<b>15:00 – 15:30</b>	<b>Coffee &amp; Networking</b>	
<b>15:30 – 16:00</b>	Sales Play #3: Project Titan	<b>Rich Lankester</b> , NetOps Partner Leader
<b>16:00 – 16:30</b>	Competitive Insight – SolarWinds & SevOne	<b>Nestor Falcon Gonzalez</b> , NetOps Field CTO Team

# Broadcom Partner Momentum Summit 2023

Accelerating Success. **Together.**

6-10 February 2023 | Hilton Barcelona | Spain

---

16:30 – 17:00

Experience Driven NetOps Demo

**Nestor Falcon Gonzalez**, NetOps Field CTO  
Team

---

17:00 – 17:30

Review the Experience-Driven NetOps  
Whiteboard

**Arnold Hoogerwerf**, NetOps Field CTO Team



# Broadcom Partner Momentum Summit 2023

Accelerating Success. **Together.**

6-10 February 2023 | Hilton Barcelona | Spain

## WED – 8 FEB: SALES ENABLEMENT SESSION – VALUEOPS – GRAN VIA B

TIME	SESSION NAME	PRESENTERS
<b>08:45 – 09:15</b> <i>Ramblas</i>	Opening and Welcome	<b>Richard Carlson</b> , Partner Enablement Leader <b>Dan Rice</b> , Focus Partner Leader
09:30 – 10:00 <i>Gran Via B</i>	ValueOps Vision & Strategy	<b>Fernando Nogueras</b> , ValueOps Product Manager
10:00 – 11:00	Clarity Roadmap - LIVE	<b>Marc Leijten</b> , Advisor - Value Stream Management
<b>11:00 – 11:30</b>	<b>Coffee &amp; Networking</b>	
11:30 – 12:00	Partner Spotlight - Share and Learn - VSM	<b>Tricise</b> - Consum Story
12:00 - 13:00	Value Stream Management – What Is the Buzz?	<b>Marc Leijten</b> , Advisor - Value Stream Management
<b>13:00 - 14:00</b>	<b>Lunch</b>	
14:00 – 14:30	Value Stream Management – How Does It Connect?	<b>Stefania D'Alessandro</b> , ValueOps Solution Engineer / <b>Marc Leijten</b> , Advisor - Value Stream Management
14:30 – 15:00	VSM and Society 5.0 - What Does Value Look Like?	<b>Stefania D'Alessandro</b> , ValueOps Solution Engineer / <b>Marc Leijten</b> , Advisor - Value Stream Management
<b>15:00 – 15:30</b>	<b>Coffee &amp; Networking</b>	
15:30 – 16:00	VSM Competition Share & Ask - Analyst Report Review	<b>Stefania D'Alessandro</b> , ValueOps Solution Engineer / <b>Marc Leijten</b> , Advisor - Value Stream Management
16:00 - 16:30	Value Stream Management - User Stories	<b>Stefania D'Alessandro</b> , ValueOps Solution Engineer / <b>Marc Leijten</b> , Advisor - Value Stream Management

# Broadcom Partner Momentum Summit 2023

Accelerating Success. **Together.**

6-10 February 2023 | Hilton Barcelona | Spain

---

16:30 - 17:00

All New VSM Whiteboard

---

**Stefania D'Alessandro**, ValueOps Solution  
Engineer / **Marc Leijten**, Advisor - Value  
Stream Management

---

# Broadcom Partner Momentum Summit 2023

Accelerating Success. **Together.**

6-10 February 2023 | Hilton Barcelona | Spain

## WED – 8 FEB: SALES ENABLEMENT SESSION – **Automation** – GRAN VIA C

TIME	SESSION NAME	PRESENTERS
<b>08:45 – 09:15</b> <i>Ramblas</i>	Welcome To Presales Enablement Plenary Session for All Delegates	<b>Richard Carlson</b> , Leader Global Partner Enablement
<b>09:30 – 09:45</b> <i>Gran Via C</i>	Introduction to Automation at Broadcom – Who, What and Why	<b>Sven Schumacher</b> , Automation Partner Leader
<b>09:45 – 10:30</b>	Automation Strategy & Roadmap	<b>David Ainsworth</b> , Head of Product Management
<b>10:30 – 11:00</b>	Digital Transformation and Cloud Automation Trends - Part 1	<b>David Ainsworth</b> , Head of Product Management
<b>11:00 – 11:30</b>	<b>Coffee &amp; Networking</b>	
<b>11:30 – 12:15</b>	Digital Transformation and Cloud Automation Trends - Part 2 (Interactive Session)	<b>Dave Kellermanns</b> , Automation CTO Team
<b>12:15 – 13:00</b>	Sales Play #1: Cloud Automation - Discovery Guide Walk-Through - Proof - Competitive Analysis - Q&A	<b>Grant Williams</b> , Sales Specialists Lead EMEA
<b>13:00 – 14:00</b>	<b>Lunch</b>	
<b>14:00 – 15:00</b>	Automic Automation Intelligence - Adaptive Intelligence & Predictive Analytics	<b>Jonathan Hiatt</b> , Solution Engineer
<b>15:00 – 15:30</b>	<b>Coffee &amp; Networking</b>	
<b>15:30 – 16:15</b>	Sales Play #2 Automic Automation Intelligence - Discovery Guide Walk-Through - Proof - Competitive Analysis - Q&A	<b>Grant Williams</b> , Sales Specialists Lead
<b>16:15 – 16:45</b>	Partner Spotlight	Presenter TBA

# Broadcom Partner Momentum Summit 2023

Accelerating Success. **Together.**

6-10 February 2023 | Hilton Barcelona | Spain

---

16:45 – 17:15

Wrap-up

**Sven Schumacher**, Automation Partner  
Leader

---

# Broadcom Partner Momentum Summit 2023

Accelerating Success. **Together.**

6-10 February 2023 | Hilton Barcelona | Spain

## WED – 8 FEB: SALES ENABLEMENT – SYMANTEC ENTERPRISE CLOUD – DIAGONAL

DATE	SESSION NAME	PRESENTERS
<b>08:45 – 09:15</b> <i>Ramblas</i>	Welcome To Sales Enablement	Plenary for All Delegates <b>Richard Carlson</b> , Leader Global Partner Enablement
<b>09:30 – 10:00</b> <i>Diagonal</i>	Unravelling SASE/SSE/Symantec Enterprise Cloud	<b>Clive Finlay</b> , CTO International
<b>10:00 – 11:00</b>	Symantec Enterprise Cloud Training	<b>Clive Gladwin</b> , Security Transformation Architect
<b>11:00 – 11:30</b>	<b>Coffee &amp; Networking</b>	
<b>11:30 – 12:00</b>	The Power of Threat Intelligence	<b>Henk Van Achterberg</b> , Product Manager
<b>12:00 – 12:30</b>	The Importance of a Single Agent	<b>Gavin Fulton</b> , Product Manager
<b>12:30 – 13:00</b>	CISO Conversations	<b>Clive Finlay</b> , CTO International
<b>13:00 – 14:00</b>	<b>Lunch</b>	
<b>14:00 – 14:30</b>	Control the Cloud	<b>Prateek Temkar</b> , Product Manager
<b>14:30 – 15:00</b>	Goodbye VPN, Hello ZTNA	<b>Stanislav Elenkrich</b> , Product Manager
<b>15:00 – 15:30</b>	<b>Coffee &amp; Networking</b>	
<b>15:30 – 16:00</b>	Symantec Enterprise Cloud Sales Proven Professional Online Test (Laptop or Tablet Required)	<b>Richard Carlson</b> , Leader Global Partner Enablement <b>Clive Gladwin</b> , Security Transformation Architect
<b>16:00 – 16:15</b>	Sell Forward	<b>Clive Gladwin</b> , Security Transformation Architect



# Broadcom Partner Momentum Summit 2023

Accelerating Success. **Together.**

6-10 February 2023 | Hilton Barcelona | Spain

16:15 – 16:30

Daily Review & Instructions For the Last  
Session of the Day

**Clive Gladwin**, Security Transformation  
Architect

16:30 – 17:30

Symantec Enterprise Cloud Sales Certified  
Expert: Round Table Pitch Perfect

**Clive Finlay**, Clive Gladwin, Richard Carlson,

**Mattias Johnson**, Solution Engineer

**Laszlo Gras**, Information Security Solutions  
Engineer

17:30

Close/Finish

# Broadcom Partner Momentum Summit 2023

Accelerating Success. **Together.**

6-10 February 2023 | Hilton Barcelona | Spain


## WED – 8 FEB: SALES ENABLEMENT SESSION – IDENTITY / PAM – PARALELO

TIME	SESSION NAME	PRESENTERS
<b>08:45 – 09:15</b> <i>Ramblas</i>	Welcome To Sales Enablement – Plenary for All Delegates	<b>Richard Carlson</b> , Leader Global Partner Enablement  Also Participating in This Track: Shawn Sprague, Head of Solution Engineering, Identity Security
<b>09:15 – 09:30</b> <i>Paralelo</i>	Introduction To The Session Agenda, Expectations and Speaker Profiles	<b>Ilir Bejko</b> , Senior Principal Security Consultant
<b>09:30 – 10:00</b>	Introduction to Broadcom IAM Solution	<b>Eduard Palomeras</b> , Specialist Solutions Architect
<b>10:00 – 10:30</b>	OnePAM Overview of the OnePAM Solution, High Level Description of Privileged Administration Needs, and the Broadcom Solution	
<b>10:30 – 11:00</b>	OnePAM Licensing & Positioning Discussion of New Licensing Model and Upgrade Paths for the OnePAM Suite	
<b>11:00 – 11:30</b>	<b>Coffee &amp; Networking</b>	
<b>11:30 – 12:30</b>	Siteminder Overview Overview of the Siteminder Solution, High Level Description of the Market Opportunities and How to Deploy the Solution's Functionalities	
<b>12:30 – 13:00</b>	Siteminder Licensing & Positioning Explanation of the New Siteminder SKU and the Positioning of the Solution	
<b>13:00 – 14:00</b>	<b>Lunch</b>	

# Broadcom Partner Momentum Summit 2023

Accelerating Success. **Together.**

6-10 February 2023 | Hilton Barcelona | Spain



	Identity Suite Overview, Licensing & Positioning
14:00 – 15:00	Overview of the Identity Governance and Administration Solution, High Level Description of Identity Administration Disciplines, and Overview of the Broadcom Solution. Positioning of the Solution, Licensing and Deployment Options
15:00 – 15:30	<b>Coffee &amp; Networking</b>
15:30 – 16:00	Introduction To the Next Generation IAM Solution
16:00 – 17:00	How to Approach Your Customer for the Next IAM Solution  Description of the Steps to Introduce Your Customers to the New Security Services Platform, Without Breaking With the Existing Solution
17:00 – 17:30	Q/A

# Broadcom Partner Momentum Summit 2023

Accelerating Success. **Together.**

6-10 February 2023 | Hilton Barcelona | Spain

## WED – 8 FEB: SALES ENABLEMENT SESSION – APIM – PASEO DE GRACIA

TIME	SESSION NAME	PRESENTERS
<b>08:45 – 09:15</b> <i>Ramblas</i>	Welcome To Sales Enablement – Plenary for All Delegates	<b>Richard Carlson</b> , Leader Global Partner Enablement
<b>09:30 – 10:15</b> <i>Paseo de Gracia</i>	Introduction to the Layer7 API Management Solution	<b>Sean O’Connell</b> , APIM Technical Lead
<b>10:15 – 11:00</b>	Update on Broadcom API Management Strategy	<b>Aran White</b> , Head of Product Management
<b>11:00 – 11:30</b>	<b>Coffee &amp; Networking</b>	
<b>11:30 – 12:00</b>	Competing in a Crowded API Market Landscape: Objection Handling	<b>Sean O’Connell</b> , APIM Technical Lead
<b>12:00 – 12:30</b>	How Are Our Customers Using the Broadcom API Management Solution: Typical Use Case Scenarios	<b>Sean O’Connell</b> , APIM Technical Lead
<b>12:30 – 13:00</b>	Broadcom Layer7 API Management Licensing Models	<b>Marco Cannone</b> , EMEA APIM Solution Engineer
<b>13:00 – 14:00</b>	<b>Lunch</b>	
<b>14:00 – 15:00</b>	Why Do We Win? Some Typical Success Stories	Partner and Broadcom Team
<b>15:00 – 15:30</b>	<b>Coffee &amp; Networking</b>	
<b>15:30 – 16:15</b>	Adopting a Cloud Strategy – Top 10 Customer Considerations	<b>Sean O’Connell</b> , APIM Technical Lead
<b>16:15 – 17:00</b>	Partner Panel Discussion – Using Broadcom API Management in the Real-World	<b>Aran White</b> , Head of Product Management

# Broadcom Partner Momentum Summit 2023

Accelerating Success. **Together.**

6-10 February 2023 | Hilton Barcelona | Spain

## WED – 8 FEB: SALES ENABLEMENT SESSION – DEVOPS/ITOM – RAMBLAS D

TIME	SESSION NAME	PRESENTERS
08:45 – 09:15 <i>Ramblas</i>	Welcome To Sales Enablement – Plenary for All Delegates	<b>Richard Carlson</b> , Leader Global Partner Enablement
09:30 – 09:35 <i>Ramblas D</i>	Welcome to DevOps/ITOM Sales Enablement Introduction to Session Agenda	<b>Ashish Aggarwal</b> , Head of Product, Infrastructure Observability, DX UIM <b>Cihan Ankara</b> , Principal Solutions Engineer DevOps <b>Corey Cohen</b> , APM Business and Strategy Lead <b>Stephen D’Arcy</b> , Solution Engineer for UIM <b>Sean McCammon</b> , Client Services Consultant APM
09:35 – 10:00	Introduction To DevOps Solutions	<b>Cihan Ankara</b> , Principal Solution Engineer, DevOps
10:00 – 10:45	Overview of TDM & ARD	<b>Cihan Ankara</b> , Principal Solution Engineer, DevOps
10:45 – 11:00	TDM & ARD Licensing Models & Positioning	<b>Cihan Ankara</b> , Principal Solution Engineer, DevOps
11:00 – 11:30	<b>Coffee &amp; Networking</b>	
11:30 – 12:30	Service Virtualisation Overview	<b>Cihan Ankara</b> , Principal Solution Engineer, DevOps
12:30 – 13:00	SV Licensing Models & Positioning	<b>Cihan Ankara</b> , Principal Solution Engineer, DevOps
13:00 – 14:00	<b>Lunch</b>	
14:00 – 14:30	DX UIM Overview: Three Pillars of Infrastructure Management	<b>Ashish Aggarwal</b> , Head of Product, Infrastructure Observability, DX UIM



# Broadcom Partner Momentum Summit 2023

Accelerating Success. **Together.**

6-10 February 2023 | Hilton Barcelona | Spain

14:30 – 15:00	DX UIM SKU, Device Calculation & Migration Tool	<b>Ashish Aggarwal</b> , Head of Product, Infrastructure Observability, DX UIM
15:00 – 15:30	<b>Coffee &amp; Networking</b>	
16:00 – 16:30	APM Overview & Positioning	<b>Cohen Corey</b> , APM Business and Strategy Lead
16:30 – 17:30	APM Licensing Models	<b>Cohen Corey</b> , APM Business and Strategy Lead

# Broadcom Partner Momentum Summit 2023

Accelerating Success. **Together.**

6-10 February 2023 | Hilton Barcelona | Spain

## WED – 8 FEB: SALES ENABLEMENT SESSION – MAINFRAME SOLUTIONS – LES CORTS

TIME	SESSION NAME	PRESENTERS
<b>08:45 – 09:15</b> <i>Ramblas</i>	Welcome To Sales Enablement	Plenary for All Delegates <b>Richard Carlson</b> , Leader Global Partner Enablement
<b>09:30 – 09:45</b> <i>Les Corts</i>	Introduction MSD	All Broadcom Mainframe Solutions Division Staff
<b>09:45 – 10:30</b>	Broadcom Mainframe Modernisation Strategy	<b>Antonio Diaz</b> , Manager Mainframe Business Specialists <b>John Kampman</b> , Strategic Alliances
<b>10:30 – 11:00</b>	Broadcom Mainframe License Models	<b>Alejandro Muñoz</b> , Mainframe Business Specialist
<b>11:00 – 11:30</b>	<b>Coffee &amp; Networking</b>	
<b>11:30 – 12:30</b>	Trainings and Learnings Available for Broadcom Customers.	<b>Magdalena Moilanen</b> , Mainframe Education Program Manager
<b>12:30 – 13:00</b>	Recap Morning Sessions and Q&A	
<b>13:00 – 14:00</b>	<b>Lunch</b>	
<b>14:00 – 15:00</b>	Host Bridge: How to Start a Conversation, Sales Speeches, and Basics.	<b>Scott Brod</b> , Mainframe SME and Technical Adviser
<b>15:00 – 15:30</b>	<b>Coffee &amp; Networking</b>	
<b>15:30 – 16:30</b>	CA1 Flexible Storage	<b>Mark Warren</b> , Product Marketing Engineer
<b>16:00 – 17:30</b>	MRI and Software Rationalisation Report. How It Works, Capabilities, Benefits, and How to Obtain Client Attention.	<b>Libor Cerny</b> , Mainframe Solutions Leader
<b>17:30– 17:45</b>	Closing Remarks	

# Broadcom Partner Momentum Summit 2023

Accelerating Success. **Together.**

6-10 February 2023 | Hilton Barcelona | Spain

## AGENDA SNAPSHOT – **THURSDAY, 9 FEBRUARY 2023** – **PRESALES ENABLEMENT**

Presales and Technical Experts: If you are interested in the latest curriculum of technical education and training designed to keep your skills up-to-date and give you insight into the latest technology innovations, then opt for the Presales Enablement sessions 9 – 10 February.

TIME	SESSION NAME	PRESENTERS
------	--------------	------------

08:45 – 09:15 <i>Ramblas</i>	Welcome To Presales Enablement – Plenary for All Delegates – Except for Symantec Track	<b>Richard Carlson</b> , Leader Global Partner Enablement
---------------------------------	--	---

### DETAILED SESSION AGENDAS BELOW

09:30 – 17:30 <i>Gran Via A</i>	NetOps Presales Enablement	<b>Helen Burke</b> , Appneta Specialist, Solution Engineering <b>Seth Differ</b> , Senior Manager Solution Engineering <b>Magdalena Domagalik</b> , Senior Product Line Manager NetOps <b>Frederic Estienne</b> , Senior Product Line Manager <b>Nestor Falcon Gonzalez</b> , NetOps Field CTO Team <b>Jan Gonsalves</b> , Senior Engineering Manager <b>Rich Lankester</b> , NetOps Partner Leader <b>Arnold Hoogerwerf</b> , NetOps Field CTO Team
09:30 – 17:30 <i>Gran Via B</i>	ValueOps Presales Enablement	<b>Dan Rice</b> , Leader Focus Partner Strategy <b>Stefania D'Alessandro</b> , ValueOps Solution Engineer <b>Fridgeir Eyjolfsson</b> , ValueOps Solution Engineer <b>Marc Leijten</b> , Advisor – Value Stream Management
09:30 – 17:30 <i>Gran Via C</i>	Automation Presales Enablement	<b>Sven Schumacher</b> , Partner Leader <b>Jonathan Hiett</b> , Solution Engineer <b>Dave Kellermanns</b> , Global Advisor <b>Rajeev Kumar</b> , Head of Products <b>Grant Williams</b> , Sales Specialists Lead
08:30 – 17:30 <i>Diagonal</i>	Symantec Enterprise Cloud Presales Enablement	<b>Stanislav Elenkrich</b> , Product Manager <b>Gavin Fulton</b> , Product Manager <b>Clive Gladwin</b> , Security Transformation Architect <b>Laszlo Gras de Molins Hars</b> , Information Security Solutions Engineer <b>Mattias Jonson</b> , Solution Engineer <b>Prateek Temkar</b> , Product Manager

# Broadcom Partner Momentum Summit 2023

Accelerating Success. **Together.**

6-10 February 2023 | Hilton Barcelona | Spain

		<b>Pepe Sánchez Ayra</b> , Senior Network System Engineer <b>Henk Van Achterberg</b> , Product Manager
09:30 – 17:30 <i>Paralelo</i>	Identity/PAM Presales Enablement	<b>Ilir Bejko</b> , Senior Principal Consultant <b>Jordi Gascon</b> , Head Identity Solutions <b>Eduard Palomeras</b> , Specialist Sol. Architect <b>Shawn Sprague</b> , Head of Solution Engineering, Identity Security
09:30 – 17:00 <i>Paseo de Gracia</i>	APIM Presales Enablement	<b>Marco Cannone</b> , EMEA Solution Engineer <b>Sean O’Connell</b> , APIM Technical Lead <b>Aran White</b> , Head of Product Management
09:30 – 17:30 <i>Ramblas D</i>	DevOps/ITOM Presales Enablement	<b>Ashish Aggarwal</b> , Head of Product, Infrastructure Observability, DX UIM <b>Cihan Ankara</b> , Principal Solutions Engineer DevOps <b>Corey Cohen</b> , APM Business and Strategy Lead <b>Stephen D’Arcy</b> , Solution Engineer for UIM
09:30 – 17:00 <i>Les Corts</i>	Mainframe Solutions One-on-One Meetings	<b>Scott Brod</b> , Mainframe SME and Technical Advisor <b>Antonio Diaz</b> , Manager Mainframe Business Specialists <b>John Kampmann</b> , Global Mainframe Business Specialist, Strategic Alliances <b>Alejandro Muñoz</b> , Mainframe Business Specialist <b>Magdalena Moilanen</b> , Mainframe Education Program Manager <b>Mark Warren</b> , Product Marketing Engineer <b>Libor Cerny</b> , Mainframe Solutions Leader

**DETAILED SESSION AGENDAS BELOW**

# Broadcom Partner Momentum Summit 2023

Accelerating Success. **Together.**

6-10 February 2023 | Hilton Barcelona | Spain

## THURS – 9 FEB: PRESALES ENABLEMENT SESSION – NETOPS – GRAN VIA A

TIME	SESSION NAME	PRESENTERS
08:45 – 09:15 <i>Ramblas</i>	Welcome To Presales Enablement Plenary Session for All Delegates	<b>Richard Carlson</b> , Leader Global Partner Enablement
09:30 – 10:00 <i>Gran Via A</i>	Certify on the Experience-Driven NetOps Whiteboard	<b>Arnold Hoogerwerf</b> , NetOps Field CTO Team
10:00 – 10:30	AppNeta – Moving from Discovery to Demo	<b>Seth Differ</b> , Senior Manager Solution Engineering
10:30 – 11:00	AppNeta – Deconstructing the Demo, Objection Handling, Tag Team Between Sales/Presales	<b>Seth Differ</b> , Senior Manager Solution Engineering <b>Helen Burke</b> , Appneta Specialist, Solution Engineering
11:00 – 11:30	<b>Coffee &amp; Networking</b>	
11:30 – 12:30	AppNeta PoC – Setting Up The PoC	<b>Seth Differ</b> , Senior Manager Solution Engineering <b>Helen Burke</b> , Appneta Specialist, Solution Engineering
12:30 – 13:00	AppNeta – PoC Deep Dive	<b>Seth Differ</b> , Senior Manager Solution Engineering <b>Helen Burke</b> , Appneta Specialist, Solution Engineering
13:00 – 14:00	<b>Lunch</b>	
14:00 – 15:00	NetOps Integrations/APIs	<b>Nestor Falcon Gonzalez</b> , NetOps Field CTO Team
15:00 – 15:30	<b>Coffee &amp; Networking</b>	
15:30 – 16:30	Advanced Traffic Engineering Overview (AKA Advanced Flow Solution)	<b>Jan Gonsalves</b> , NetOps Senior Engineering Manager <b>Nestor Falcon Gonzalez</b> , NetOps Field CTO Team
16:30 – 17:30	NetOps & AppNeta Wrap-up	<b>Seth Differ</b> , Senior Manager Solution Engineering <b>Rich Lankester</b> , NetOps Partner Leader



# Broadcom Partner Momentum Summit 2023

Accelerating Success. **Together.**

6-10 February 2023 | Hilton Barcelona | Spain

## THURS – 9 FEB: PRESALES ENABLEMENT SESSION – VALUEOPS – GRAN VIA B

TIME	SESSION NAME	PRESENTER
<b>08:45 – 09:15</b> <i>Ramblas</i>	Welcome To Presales Enablement Plenary Session for All Delegates	<b>Richard Carlson</b> , Leader Global Partner Enablement
<b>09:30 – 10:00</b> <i>Gran Via B</i>	Rally vs Jira Demo	<b>Fridgeir Eyjolfsson</b> , ValueOps Solution Engineer
<b>10:00 – 10:30</b>	Rally Roadmap	<b>Fridgeir Eyjolfsson</b> , ValueOps Solution Engineer
<b>10:30 – 11:00</b>	Partner Spotlight: Leveraging Add-Ons	Rego Consulting in Conversation with Farouk Al-Shorafa, Global Go-To-Market Leader – Strategic Partnerships
<b>11:00 – 11:30</b>	<b>Coffee &amp; Networking</b>	
<b>11:30 – 12:30</b>	Clarity MUX Staffing Best Practices - Demo	<b>Stefania D'Alessandro</b> , ValueOps Solution Engineer <b>Marc Leijten</b> , Advisor - Value Stream Management
<b>12:30 – 13:00</b>	Voice of the Partners	TBD
<b>13:00 – 14:00</b>	<b>Lunch</b>	
<b>14:00 – 15:00</b>	VSM Hands-on: Clarity Connections Part 1 Object and Field Mapping	<b>Stefania D'Alessandro</b> , ValueOps Solution Engineer <b>Marc Leijten</b> , Advisor - Value Stream Management
<b>15:00 – 15:30</b>	<b>Coffee &amp; Networking</b>	
<b>15:30 – 16:00</b>	VSM Hands-on: Clarity Connections Part 2 OKR's Cookbook	<b>Stefania D'Alessandro</b> , ValueOps Solution Engineer <b>Marc Leijten</b> , Advisor - Value Stream Management
<b>16:00 – 17:00</b>	VSM Whiteboard Playback / Certification	Attendees

# Broadcom Partner Momentum Summit 2023

Accelerating Success. **Together.**

6-10 February 2023 | Hilton Barcelona | Spain

---

17:00 – 17:30

Momentum Retrospective & Feedback

“Sticky Notes” Board – Review of Contributions

# Broadcom Partner Momentum Summit 2023

Accelerating Success. **Together.**

6-10 February 2023 | Hilton Barcelona | Spain

## THURS – 9 FEB: PRESALES ENABLEMENT SESSION – AUTOMATION – GRAN VIA C

TIME	SESSION NAME	PRESENTERS
<b>08:45 – 09:15</b> <i>Ramblas</i>	Welcome To Presales Enablement – Plenary for All Delegates	<b>Richard Carlson</b> , Leader Global Partner Enablement
<b>09:30 – 11:00</b> <i>Gran Via C</i>	How to Enable Yourself for Cloud Automation	<b>Dave Kellermanns</b> , Global Advisor, Automation CTO Team
<b>11:00 – 11:30</b>	<b>Coffee &amp; Networking</b>	
<b>11:30 – 13:00</b>	How to Demo Cloud Automation	<b>Dave Kellermanns</b> , Global Advisor, Automation, CTO Team
<b>13:00 – 14:00</b>	<b>Lunch</b>	
	How to Enable Yourself for Automic Automation Intelligence (AAI)	
<b>14:00 – 15:00</b>	Run Through the AAI Integration with Automic (Connector, Installation Considerations and Prerequisites, Install Process, Defining the Automic Automation Client to AAI, Basic Troubleshooting)	<b>Jonathan Hiett</b> , Solution Engineer
<b>15:00 – 15:30</b>	<b>Coffee &amp; Networking</b>	
<b>15:30 – 16:15</b>	Creating an Automic SLA in AAI: A key Knowledge Requirement (Object Parentage, Plus Linking Objects between Workflows and Schedules to Ensure the Correct Monitoring Is in Place)	<b>Jonathan Hiett</b> , Solution Engineer
<b>16:15 – 17:15</b>	How to Demo Automic Automation Intelligence (AAI)	<b>Jonathan Hiett</b> , Solution Engineer
<b>17:15 – 17:30</b>	Wrap-Up	<b>Sven Schumacher</b> , Automation Partner Leader

# Broadcom Partner Momentum Summit 2023

Accelerating Success. **Together.**

6-10 February 2023 | Hilton Barcelona | Spain

## THURS – 9 FEB: PRESALES ENABLEMENT SESSION – SYMANTEC ENTERPRISE CLOUD – DIAGONAL

TIME	SESSION NAME	PRESENTERS
<b>08:30 – 08:45</b> <i>Diagonal</i>	Symantec Enterprise Cloud Certification Requirements.	<b>Richard Carlson</b> , Leader Global Partner Enablement
08:45 - 09:00 <i>Diagonal</i>	Introduction to the Session Agenda	<b>Clive Gladwin</b> , Security Transformation Architect
09:00 – 10:00	Threat Intelligence, Including Symantec APIs, the Data Feed and Our Cloud Unified Threat Protection Road Map	<b>Henk Van Achterberg</b> , Product Manager
10:00 – 11:00	Symantec Web Protection: Architecture and Key Technical Capabilities	<b>Pepe Sánchez Ayra</b> , Principal Solution Engineer
<b>11:00 – 11:30</b>	<b>Coffee &amp; Networking</b>	
11:30 – 13:00	Zero Trust Network Access Under the Covers, Use Cases Demonstrations and Product Roadmap	<b>Stanislav Elenkrich</b> , Product Manager
<b>13:00 – 14:00</b>	<b>Lunch</b>	
14:00 – 15:00	Symantec Web Isolation: Architecture and Key Technical Capabilities.	<b>Clive Gladwin</b> , Security Transformation Architect <b>Pepe Sánchez Ayra</b> , Principal Solution Engineer
<b>15:00 – 15:30</b>	<b>Coffee &amp; Networking</b>	
15:30 – 17:00	CloudSOC, Detailed Technical Overview of Symantec's Cloud Access Security Broker and Roadmap	<b>Prateek Temkar</b> , Product Manager
17:00 – 17:30	Q&A	All Presenters

# Broadcom Partner Momentum Summit 2023

Accelerating Success. **Together.**

6-10 February 2023 | Hilton Barcelona | Spain

## THURS – 9 FEB: PRESALES ENABLEMENT SESSION – IDENTITY / PAM – PARALELO

TIME	SESSION NAME	PRESENTERS
<b>08:45 – 09:15</b> <i>Ramblas</i>	Welcome To Presales Enablement Plenary Session for All Delegates	<b>Richard Carlson</b> , Leader Global Partner Enablement
<b>09:30 – 10:00</b> <i>Paralelo</i>	Identity Fabrics  Introduction to the New Broadcom IAM Stack, Based on a Micro Services Architecture and Following a Cloud-First Approach	<b>Illir Bejko</b> , Senior Principal Consultant <b>Eduard Palomeras</b> , Specialist Solution Architect Shawn Sprague, Head of Solution Engineering, Identity Security
<b>10:00 – 10:30</b>	Identity Fabrics Our world of Digital Business is Different today, yet some organisations have to embrace and capitalise on the disruption that has taken place thanks to mobility and digital transformation. A fresh approach is needed where IAM is integrated into the fabric of applications. Learn what is needed to bring identity services closer to your applications and transition to the new micro-perimeter environments to help enable the business while providing the necessary level of protection.	
<b>10:30 – 11:00</b>	Demo SSP/AuthHub  Demo of the Authentication Services of the New Security Service Platform (SSP)	
<b>11:00 – 11:30</b>	<b>Coffee &amp; Networking</b>	
<b>11:30 – 12:30</b>	OnePAM Introduction  Introduction to the Broadcom Privileged Access Management Solution. The Content is Targeted at an Audience That Is new to the Broadcom OnePAM Solution and Those Who Wish to Receive a Refresher	
<b>12:30 – 13:00</b>	OnePAM Roadmap  Update on the latest development around the OnePAM solution such as the unified appliance for PAM and PAM SC, Secret Management etc.	

# Broadcom Partner Momentum Summit 2023

Accelerating Success. **Together.**

6-10 February 2023 | Hilton Barcelona | Spain

---

13:00 – 14:00

Lunch

---

14:00 – 15:00

OnePAM Demo

---

15:00 – 15:30

Coffee & Networking

---

15:30 – 16:00

Siteminder Introduction

Introduction to SiteMinder, a solution that secures the modern enterprise through a unified access management platform that applies the appropriate authentication mechanism to positively identify users; enables single sign-on and identity federation for seamless access; enforces real-time security policies to prevent unauthorised access; and monitors and manages user activity to enable continuous identity verification and prevent session hijacking.

---

16:00 – 17:00

Siteminder Roadmap

Update on the Latest Development of Siteminder Such as Integration With SSP/AuthHub, Container/Kubernetes Form Factor etc.

---

17:00 – 17:30

Identity Suite Update



# Broadcom Partner Momentum Summit 2023

Accelerating Success. **Together.**

6-10 February 2023 | Hilton Barcelona | Spain

## THURS – 9 FEB: PRESALES ENABLEMENT SESSION – APIM – PASEO DE GRACIA

TIME	SESSION NAME	PRESENTERS
<b>08:45 – 09:15</b> <i>Ramblas</i>	Welcome To Sales Enablement – Plenary for All Delegates	<b>Richard Carlson</b> , Leader Global Partner Enablement
<b>09:30 – 10:00</b> <i>Paseo de Gracia</i>	How to Demo the Portal To Your Customer?	<b>Sean O’Connell</b> , APIM Technical Lead
<b>10:00 – 10:30</b>	How to Demo the API Gateway?	<b>Aran White</b> , Head of Product Management
<b>10:30 – 11:00</b>	Introduction to the OTK Latest Version	<b>Marco Cannone</b> , EMEA APIM Solution Engineer
<b>11:00 – 11:30</b>	<b>Coffee &amp; Networking</b>	
<b>11:30 – 12:15</b>	Introduction and Demo Graphman for API Policy Management	<b>Marco Cannone</b> , EMEA APIM Solution Engineer
<b>12:15 – 13:00</b>	Mobile API Gateway & SDK Recap With Available Resources	<b>Sean O’Connell</b> , APIM Technical Lead
<b>13:00 – 14:00</b>	<b>Lunch</b>	
<b>14:00 – 15:00</b>	Move2Cloud Strategy of API GWs	<b>Marco Cannone</b> , EMEA APIM Solution Engineer <b>Aran White</b> , Head of Product Management
<b>15:00 – 15:30</b>	<b>Coffee &amp; Networking</b>	
<b>15:30 – 16:15</b>	Technical Roadmap Update with First Look at V11 Debian Appliance Demo	<b>Aran White</b> , Head of Product Management
<b>16:15 – 16.30</b>	Available Learning Resources – Broadcom Community, API Academy, IMS Academy	<b>Sean O’Connell</b> , APIM Technical Lead
<b>16:30– 17:00</b>	Partner Panel Discussion – Using Broadcom API Management in the Field	All

# Broadcom Partner Momentum Summit 2023

Accelerating Success. **Together.**

6-10 February 2023 | Hilton Barcelona | Spain

## THURS – 9 FEB: PRESALES ENABLEMENT SESSION – DEVOPS / ITOM – RAMBLAS D

TIME	SESSION NAME	PRESENTERS
<b>08:45 – 09:15</b> <i>Ramblas</i>	Welcome To Presales Enablement Plenary Session for All Delegates	<b>Richard Carlson</b> , Leader Global Partner Enablement
<b>09:30 – 09:35</b> <i>Ramblas D</i>	Welcome To DevOps/ITOM Presales Enablement	<b>Cihan Ankara</b> , Principal Solutions Engineer DevOps <b>Ashish Aggarwal</b> , Head of Product, Infrastructure Observability, DX UIM <b>Corey Cohen</b> , APM Business and Strategy Lead <b>Stephen D’Arcy</b> , Solution Engineer for UIM
09:35 – 10:00	DevOps Messaging	<b>Cihan Ankara</b> , Principal Solutions Engineer, DevOps
10:00 – 10:30	Overview of TDM/ARD & Roadmap	<b>Cihan Ankara</b> , Principal Solutions Engineer, DevOps
10:30 – 11:00	Overview of Service Virtualisation & Roadmap	<b>Cihan Ankara</b> , Principal Solutions Engineer, DevOps
<b>11:00 – 11:30</b>	<b>Coffee &amp; Networking</b>	
11:30 – 12:00	Use Cases	<b>Cihan Ankara</b> , Principal Solutions Engineer, DevOps
12:00 – 13:00	TDM, SV & ARD Demo	<b>Cihan Ankara</b> , Principal Solutions Engineer, DevOps
<b>13:00 – 14:00</b>	<b>Lunch</b>	
14:00 – 15:00	DX UIM Use Cases and Demos	<b>Ashish Aggarwal</b> , Head of Product, Infrastructure Observability, DX UIM <b>Steve D’Arcy</b> , Solution Engineer, UIM
<b>15:00 – 15:30</b>	<b>Coffee &amp; Networking</b>	
15:30 – 16:00	DX UIM Vision, Strategy & Roadmap	<b>Ashish Aggarwal</b> , Head of Product, Infrastructure Observability, DX UIM

# Broadcom Partner Momentum Summit 2023

Accelerating Success. **Together.**

6-10 February 2023 | Hilton Barcelona | Spain

---

16:00 – 17:00

Overview of APM NS Demo

**Corey Cohen**, APM Business and Strategy  
Lead

---

17:00 – 17:30

APM Roadmap

**Corey Cohen**, APM Business and Strategy  
Lead

# Broadcom Partner Momentum Summit 2023

Accelerating Success. **Together.**

6-10 February 2023 | Hilton Barcelona | Spain

## AGENDA SNAPSHOT – **FRIDAY, 10 FEBRUARY 2023** – PRESALES ENABLEMENT

TIME	SESSION NAME	PRESENTERS
09:00 – 15:30 <i>Diagonal</i>	Symantec Enterprise Cloud Presales Enablement	<b>Richard Carlson</b> , Leader Global Partner Enablement <b>Gavin Fulton</b> , Product Manager <b>Clive Gladwin</b> , Security Transformation Architect <b>Laszlo Gras de Molins</b> , Information Security Solutions Engineer <b>Pepe Sánchez Ayra</b> , Senior Network System Engineer

### DETAILED SESSION AGENDA BELOW

# Broadcom Partner Momentum Summit 2023

Accelerating Success. **Together.**

6-10 February 2023 | Hilton Barcelona | Spain

## FRI – 10 FEB: PRESALES ENABLEMENT SESSION – SYMANTEC ENTERPRISE CLOUD – DIAGONAL

TIME	SESSION NAME	PRESENTERS
<b>09:00 – 09:15</b> <i>Ramblas</i>	Recap of Day 4	<b>Clive Gladwin</b> , Security Transformation Architect
09:15 – 09:45 <i>Diagonal</i>	CloudSOC Integrations & XDR	<b>Laszlo Gras De Molins</b> , Principal Solution Engineer
09:45 – 10:30	Endpoint Detection & Response, Adaptive Incidents, Threat Hunting, Incident Investigation & Road Map.	<b>Gavin Fulton</b> , Product Manager
10:30 – 11:00	Endpoint Security Roadmap	<b>Gavin Fulton</b> , Product Manager
<b>11:00 – 11:30</b>	<b>Coffee &amp; Networking</b>	
11:30 – 12:30	Data Loss Prevention Deep Dive	<b>Laszlo Gras De Molins</b> , Principal Solution Engineer
12:30 – 13:00	Demonstration: Data Loss Prevention	<b>Laszlo Gras De Molins</b> , Principal Solution Engineer <b>Clive Gladwin</b> , Security Transformation Architect
<b>13:00 – 14:00</b>	<b>Lunch</b>	
14:00 – 14:30	Agentless Protection for Cloud Services With Symantec Mirror Gateway	<b>Laszlo Gras De Molins</b> , Principal Solution Engineer
14:30 – 15:00	Wrap Up & Prize Draw (Winners Need to Be in the Room)	<b>Richard Carlson</b> , Leader Global Partner Enablement <b>Clive Gladwin</b> , Security Transformation Architect <b>Laszlo Gras de Molins</b> , Principal Solution Engineer <b>Pepe Sánchez Ayra</b> , Senior Network System Engineer
<b>15:00 – 15:30</b>	<b>Coffee &amp; Networking</b>	

# Broadcom Partner Momentum Summit 2023

Accelerating Success. **Together.**

6-10 February 2023 | Hilton Barcelona | Spain

---

15:30

Broadcom Partner Momentum Summit 2023  
Closes

---