Hewlett Packard Enterprise

Discover 2016

Las Vegas June 7-9

Program guide

Service Providers at Discover

Introduction

Service Providers—Welcome to Las Vegas!

Can we agree that what happens in Las Vegas should not stay in Las Vegas?

That's because we want you to get the most out of your Discover Las Vegas experience—and then go back and apply those insights to build better business outcomes. The idea economy makes no allowance for idleness, so let's agree to innovate for our customers, push the limits of what's possible in IT, and work together to bring the next great ideas to market quickly. It all begins right now.

Are you with me?

On arrival at Discover Las Vegas, please visit the **Service Providers Pavilion** to pick up your printed copy of this guide. Here you can also meet with many service providers to hear how they are leveraging the **industry-leading partnership program.**

To add to your experience, we've created a **prize drawing** just for HPE service providers. Visit the service providers in the pavillion and have your badge scanned to be entered to win. The winner will be announced after the event. Good luck!

How to make your experience great

- Visit the Service Providers Pavilion to engage with our service provider partners and hear how they're benefiting from their partnerships with HPE.

- Attend the dedicated service provider break-out sessions listed on page 5 of this guide.

Next, plan your personalized Discover Las Vegas experience by perusing this guide and **booking sessions** via the session catalog at **hpe.com/events/discover**.

Remember, this event is all about leveraging your partnerships in order to thrive in the idea economy. As always, we're ready to help service providers like you deliver both the technology and business solutions that will empower the innovators of today—and tomorrow.
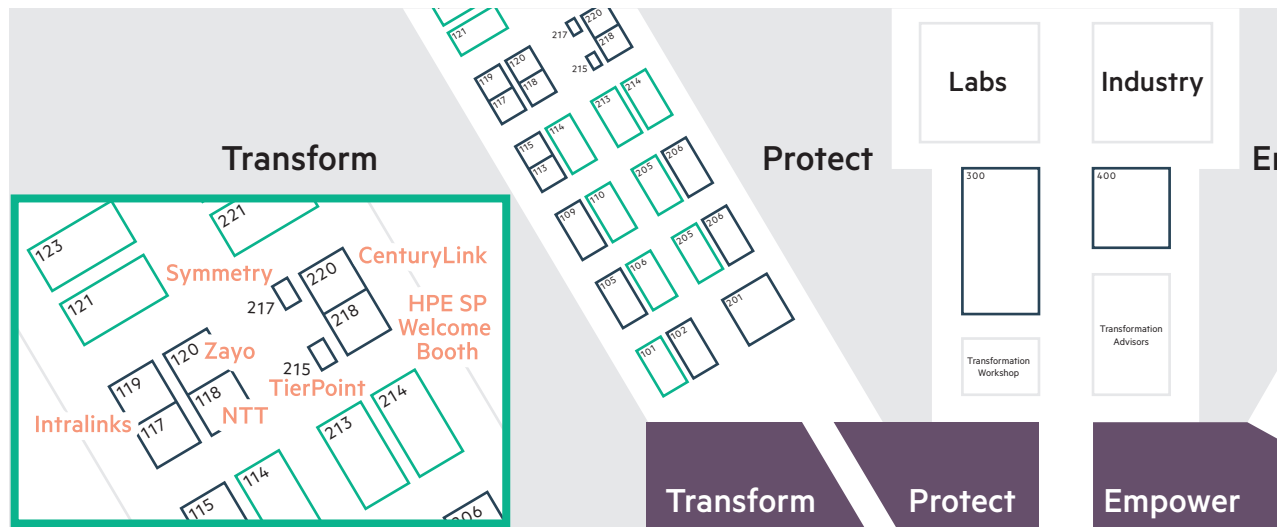
Viva Las Vegas!

Suresh

Suresh Babu
Vice President of Sales, AMS Service Providers

See how we help Service Providers push the limits

Contents

There are over 700 sessions to choose from at Discover Las Vegas 2016. This guide highlights ones targeted for Service Providers. We hope this guide will help you plan your Discover experience to get the most out of your time with us, including exposure to various business units and topics of interest.

BOOTH TIMES

TUESDAY, JUNE 7	WEDNESDAY, JUNE 8	THURSDAY, JUNE 9
9:00 a.m. – 2:00 p.m.	11:00 a.m. – 6:00 p.m.	8:30 a.m. – 4:00 p.m.
4:00 p.m. – 7:00 p.m.		

The **Meeting Center** is the perfect place where customers and partners have the opportunity to discuss business, ongoing deals and new opportunities in individually tailored discussions with HPE service provider experts. Please contact your account manager for more information or to book a meeting.

See how we power Service Providers

Ready to help service providers push the limits.

Partner with HPE to create differentiation, increase agility, and extend your reach. Hewlett Packard Enterprise offers service providers the total package: technology tailored to meet your needs, services that accelerate time to market, and joint marketing that extends your reach.

Visit the Service Provider Welcome Booth in the SP Pavilion to discuss how you can capitalize on the latest technology trends. Visit our Service Provider Partner Ready Partners and hear how they are partnering with HPE and tapping into the revenue potential of the cloud and more.

Service Provider Partners in the SP Pavilion:

Intralinks, Zayo, NTT Communications, Symmetry, TierPoint, and CenturyLink

You can reach new heights once you visit the SP Pavilion!

Key highlighted Service Provider sessions

TUESDAY, JUNE 7

TIME	SESSION	TITLE / SPEAKER / DESCRIPTION
12:30 p.m. - 1:30 p.m.	BB9646 Business Breakout	**Hyperscale infrastructure directions, leading customer examples** *Speakers: Reaz Rasul, John Gromala; Edward Hsu, Mesosphere* During this session, Hewlett Packard Enterprise will showcase real-world customer experiences on open and standard technologies, including HPE ProLiant, Apollo, and Cloudline servers. Learn how these platforms optimize cost, deliver value and support key workloads in the service provider market. Find out how the HPE global supply chain, flexible services, and financing help optimize your infrastructure.

WEDNESDAY, JUNE 8

TIME	SESSION	TITLE / SPEAKER / DESCRIPTION
11:30 a.m. - 12:30 p.m.	BB8245 Business Breakout	**Accelerate innovation while minimizing risk; the secret recipe behind flexible business models** *Speaker: Dave Lappin* As a service provider, you must be lean and efficient to drive profitability. Business models from Hewlett Packard Enterprise offer you the flexibility to pay for only the technology you use. This way, you can reduce upfront costs by as much as 50%. Join us to learn how to deliver innovation to market faster and deliver new services either on-premises or off-premises.
1:00 p.m. - 2:00 p.m.	BB9114 Business Breakout	**Travelling down the Cloud road? Service Providers prove to be good co-pilots** *Speakers: Chuck Adams, Derek Howard* The relationship between cloud provider and customer is based on a high degree of trust. The relationship invokes connections between remote Datacenters, workloads that must self-provision and disparate parties that must work together on technical support. The respective Datacenter managers might never even meet. Come to this panel discussion to hear how five widely diverse companies worked with HPE service provider partners to become winners of the 2016 Customer Excellence and Innovation Award.

THURSDAY, JUNE 9

TIME	SESSION	TITLE / SPEAKER / DESCRIPTION
9:00 a.m. - 10:00 a.m.	BB8247 Business Breakout	**Service provider ready solutions; start generating revenue from a new service tomorrow** *Speaker: Derek Howard* Many service providers need months to develop and offer a new service. But in today's competitive market, can your business afford to wait that long? Hewlett Packard Enterprise has created end-to-end solutions that service providers can quickly and efficiently roll out to create new and sustainable revenue streams. Join HPE service provider experts to explore solutions that enable rapid deployment of reliable, differentiated services. Come and hear about solutions for cloud, hosting and security.

Demos for Service Providers

TIME	SESSION	TITLE / SPEAKER / DESCRIPTION
Transformation Zone Hours	DEMO218 Demo	**Learn how Service Providers resell and use managed services to generate new income** *Speakers: Multiple staff* Service Providers have built compelling business solutions based on the Hewlett Packard Enterprise portfolio of cloud products and services. These resale solutions offer unique value propositions that you might want to include in your hybrid strategy. Come to this demo to learn how service providers leverage managed cloud services to build new revenue streams. Discover how HPE technology solutions enable them to sell cloud services.
Transformation Zone Hours	DEMO323 Demo	**Pay-as-you-go IT consumption for on-premises IT** *Speakers: Multiple staff* HPE Flexible Capacity and hybrid support offer a scalable, pay-per-use IT consumption model for on-premises IT and select Microsoft Azure services. With this solution, you can scale up instantly to handle growth needs without the typical long procurement process, so your capacity doesn't run out. Join us to learn how to extend your private cloud to a truly hybrid infrastructure with one IT partner, Hewlett Packard Enterprise.
Transformation Zone Hours	DEMO324 Demo	**Navigate your way to high-velocity IT and infrastructure-as-code** *Speakers: Multiple staff* Spend some time with the Hewlett Packard Enterprise service automation experts to learn new ways to accelerate the delivery of applications and IT services. Discover how to bring infrastructure as code to bare metal with HPE Composable Infrastructure. Learn how containers provide an ideal environment for service deployment. Gain best-practice guidance on how you can use a microservices architecture to quickly and easily create small portable services with a light use of resources.
Transformation Zone Hours	DEMO325 Demo	**Improve IT operations and spend more time on innovation with remote infrastructure monitoring and management** *Speakers: Multiple staff* Join us to see how HPE Datacenter Care - Operational Support Services (DC-OSS) can reduce your operations costs and risk. Once your infrastructure is connected to Hewlett Packard Enterprise, you can leverage the tools, people and processes of our Remote Operations Center to monitor and operate your infrastructure. As a component of HPE Datacenter Care, DC-OSS enables you to focus on strategic initiatives by allowing the OSS team to complete routine infrastructure tasks, which streamlines operations for you.
Transformation Zone Hours	DEMO326 Demo	**Getting the most from your hybrid IT environment** *Speakers: Multiple staff* Thousands of companies trust HPE Datacenter Care to support their IT environments. Each service deployment is different because each business is unique. Service starts with your account team, who understands how your business operates. When you call for assistance, you reach one of Hewlett Packard Enterprise's support or solution centers of expertise. With a single service, you can connect to HPE, optimize systems and operations, and extend the support to Microsoft Azure. Join us to learn more.

Demos for Service Providers

TIME	SESSION	TITLE / SPEAKER / DESCRIPTION
Transformation Zone Hours	DEMO349 Demo	**Modular data center: meet the HPE Micro Datacenter** *Speakers: Multiple staff* The HPE Micro Datacenter is an on-premises, cloud-enabled data center-as-a-rack-based appliance that is completely converged, from IT through the facility. The HPE Micro Datacenter includes software-defined and hybrid-enabled infrastructures, plus an overlay of financial flexibility. The appliance's modularity and mobility provide scalable single- and multi-rack solutions. Come to this demo for a first-hand look at this complete turnkey data center solution on wheels.
Transformation Zone Hours	DEMO506 Demo	**Cyber resilience: We need to talk about your people** *Speakers: Multiple staff* Most organizations invest in security technology to protect their information, but fail to address the human element. Similar to computers, people store, process and transfer highly valuable information. Without security education, however, people remain highly insecure. As a result, cyber attackers actively target your people. Until you address the human issue, technology alone cannot secure your organization. Join us to learn how to prepare your people to lower the risk of security exposure.
Transformation Zone Hours	DEMO1016 Demo	**The communication service provider's transformation journey** *Speakers: Multiple staff* To compete in a rapidly evolving market, communications service providers (CSPs) are transforming into digital service providers. Leveraging the telco cloud, which includes programmable infrastructure, automated operations and on-demand services, CSPs will create and deploy services more quickly, pursue new markets, and forge relationships with over-the-top content providers. Visit this interactive demo to learn how Hewlett Packard Enterprise accelerates the journey to these flexible networks.
Transformation Zone Hours	DEMO516 Demo	**End-to-end data-centric security with HPE SecureData Enterprise solutions** *Speakers: Multiple staff* HPE SecureData Enterprise provides a comprehensive approach to enterprise data protection. This unique and comprehensive data protection platform secures data as it is captured, processed and stored across a variety of devices, operating systems, databases, mission-critical systems and applications. Join us to learn how enterprises, merchants and service providers can protect sensitive data for the cloud, Big Data, Internet of Things and general enterprise use cases.

Sessions for Service Providers

TUESDAY, JUNE 7

TIME	SESSION	TITLE / SPEAKER / DESCRIPTION
9:30 a.m. - 10:30 a.m.	BB9503 Business Breakout	**Consuming hybrid IT on a pay-as-you-go basis** *Speakers: Don Randall, Steve Scholz, Larry Scott* HPE Flexible Capacity and hybrid support offer a scalable pay-per-use IT consumption model for on-premises IT and selected Microsoft Azure Services. With this solution, you can scale up instantly to handle growth needs without the typical long procurement process. Your capacity doesn't run out and you don't tie up capital in IT. Join us to learn how this consumption model works, illustrated by examples from multiple industries located around the globe.
10:00 a.m. - 10:30 a.m.	DF9510 Discussion Forum	**Hybrid IT with Microsoft Azure** *Speakers: Toby Weiss, Paul Lachance* Hewlett Packard Enterprise has entered into an agreement with Microsoft to make cloud services easy to find, use, integrate and manage. During this session, you will receive key information about this initiative. You will learn how to move to an integrated hybrid IT model using HPE services and systems, together with Microsoft Azure.
10:00 a.m. - 10:30 a.m.	T9383 Theater	**Time to think again: new ways to plan for, acquire, and use technology during your IT transformation journey** *Speaker: Jennifer Marinaro* Taking advantage of technology-enabled opportunities can mean the difference between success and failure. Speed, flexibility and agility are essential success factors. Many companies look to public cloud as the single answer, without realizing they have other options. Join us to learn about creating an IT consumption strategy. Find out what ingredients to consider when creating the right mix for your business. Learn from examples of how other companies create flexibility and drive change.
11:00 a.m. - 11:30 a.m.	DF9379 Discussion Forum	**HPE Storage: cloud and container ready** *Speakers: Srikanth Venkataseshu, Charles Tierney* Today, an idea can become a transformative business practically overnight. For example, cloud and containers are more than hot trends; they are essential ingredients for business acceleration in today's modern economy. Join us for a Discussion Forum on storage architectures for building private and hybrid clouds, and container application virtualization. Learn how the new OpenStack enhancements and Docker integrations with HPE Storage enable your teams to leverage these transformative trends.
11:00 a.m. - 12:00 p.m.	BB9386 Business Breakout	**Shake up your thinking: building the right IT investment solution** *Speakers: Lee Eberding, Dave Lappin* Are you acquiring technology now the same way you did in 1974? Between then and now, a lot of things have changed, and so have your options. Traditional buy-and-hold rules no longer apply. It's time to retool your approach to IT acquisition and future-ready your business. Join us to explore new IT consumption solutions and learn how these models can help enable transformation and deliver better control, even as your company's needs evolve.

Sessions for Service Providers

TUESDAY, JUNE 7

TIME	SESSION	TITLE / SPEAKER / DESCRIPTION
11:00 a.m. - 12:00 p.m.	BB9507 Business Breakout	**Hybrid infrastructure transformation, from platform to cloud** *Speaker: Chris Coggrave* As the digital economy emerges, and operating in a bi-modal IT state becomes the new reality, the traditional approach to IT service provisioning and consumption no longer appears to be valid. The core needs to be renovated to become digitally ready by embracing a shift toward cloud; supporting a software-defined, composable infrastructure; and enabling the business to rapidly develop code, as emphasized by the DevOps movement. Join Hewlett Packard Enterprise's consultants to share insights.
11:00 a.m. - 12:00 p.m.	RT9509 Roundtable	**Accelerate delivery with rapid bare-metal provisioning** *Speakers: Sean Sargent, Vikram Fernandes, Dave Olker* In the idea economy, no industry is immune to disruption. Organizations that rely on manual and semi-automated IT processes will be unable to keep pace with modern business demands. Join us to learn how to power your hybrid infrastructure using an on-premises bare-metal provisioning solution, delivered at the speed of public cloud. Find out how an IT infrastructure and operations automation solution will allow you to quickly provision Hewlett Packard Enterprise and third-party infrastructure.
11:00 a.m. - 12:00 p.m.	SL9661 Spotlight session	**Powering cloud-first business apps with software-defined open networking** *Speaker: Dom Wilde; Jeff Wike, DreamWorks Animation* Today's IT professionals are asked to operate data center networks that can keep up with business demands, while also migrating from expensive-to-operate and proprietary infrastructures. Hewlett Packard Enterprise helps best-in-class organizations overcome legacy network limitations by delivering open networks that can be programmed and secured on demand. Join us to learn more about the latest innovations in data center networking software. Discover how to apply them to fit any business need.
11:30 a.m. - 1:30 p.m.	HOL8104 Hands-on Lab	**Using wearable technology to transform remote support and training in the enterprise** *Speakers: Steve Russo, Gary Orsolini* Join us to use hands-free wearable technology to interact live (via video and VoIP) with remote subject matter experts. Experience the latest second-generation wearables integrated with HPE MyRoom Visual Remote Guidance (VRG). Experience how the world of remote service delivery and training is transforming. See how Hewlett Packard Enterprise is integrating MyRoom and VRG into Salesforce.com and deploying emerging wearables into the service delivery arena, enabling significant cost savings.
12:00 p.m. - 12:30 p.m.	DF9388 Discussion Forum	**Accelerate transformation: move from old to new today** *Speaker: Scott Anderson* Is legacy technology holding you back and locking you in? Break free and achieve the right mix of IT to power your business and protect your long-term investments. Join us to explore practical examples of moving from old IT to new, enabling you to realize the full potential of your IT strategy.

Sessions for Service Providers

TUESDAY, JUNE 7

TIME	SESSION	TITLE / SPEAKER / DESCRIPTION
12:30 p.m. - 1:30 p.m.	TB9685 Technical breakout	**Benefits of disaggregation and open source networking in data centers** *Speakers: Philippe Michelet, Ahmad Zamer* The new trend of decoupling hardware and software components for data center network infrastructure provides faster service delivery, freedom of choice and lower total cost of ownership. Hewlett Packard Enterprise accelerates the disaggregation of web-scale data centers with HPE Altoline switches and the OpenSwitch networking community. Join us to discover how to tune your data center to best meet your business needs.
4:30 p.m. - 5:00 p.m.	DF9389 Discussion Forum	**Answers uncovered: new ways to plan for, acquire and use technology** *Speaker: Sumandeep Kaur Chhatwal* Tomorrow belongs to the fast. However, the majority of today's business leaders feel that their organizations are too slow to exploit technology-enabled opportunities. Come to this session to find out how to meet your company's need for speed. Participate in an open discussion on new ways to plan for, acquire and use technology, all aligned to your specific business goals.
4:30 p.m. - 5:00 p.m.	DF9498 Discussion Forum	**Tips from the experts on HPE Helion OpenStack® and HPE Helion CloudSystem** *Speaker: Ute Kavanaugh* HPE Helion OpenStack® is the software stack for HPE Helion CloudSystem. Running cloud solutions is very different from running traditional solutions. As Hewlett Packard Enterprise's most experienced experts, "cloud masters" have deep technical knowledge gained from working with these solutions every day. During this session, a master will use real-life examples to explain the dos and don'ts of cloud implementation and operation. The master will also review the best deployment practices.
4:30 p.m. - 5:30 p.m.	SL9381 Spotlight session	**Go beyond storage: accelerate ideas with flash, unlock infrastructure with unified data fabric** *Speakers: Manish Goel; Eric Hulbert, Opus Interactive, Inc.* Where some see just a data center, Hewlett Packard Enterprise sees an emporium of ideas accessed at lightning speed, shared ubiquitously and protected transparently. While others are rationalizing, HPE is accelerating. Join us to discover the transformative power of the all-flash data center, powered by HPE 3PAR StoreServ. Explore the possibilities of software-defined storage. Reduce risk by rethinking backup. From established to web-scale applications you can eliminate storage boundaries and compose it all with confidence.
5:30 p.m. - 6:00 p.m.	T9516 Theater	**Learn from IDC: if you want to lower risk and accelerate transformation, you must manage change** *Speakers: Bill Horzempa; Cushing Anderson, Sr. Analyst, IDC* Massive IT transformations such as cloud and mobility impact every person in your organization. Join Cushing Anderson, senior analyst at IDC, to learn how management of change is critical to the success of these types of transformation projects. Learn how managing people through change can mitigate your largest risks and liabilities. Find out how to accelerate the potential of your people with HPE Education Services designed to fit what you need at every stage of every project.

Sessions for Service Providers

WEDNESDAY, JUNE 8

TIME	SESSION	TITLE / SPEAKER / DESCRIPTION
11:30 a.m. - 12:30 p.m.	RT9606 Roundtable	**Accelerate the transition to a hybrid IT infrastructure with HPE Technology Services (in Spanish)** *Speaker: Gustavo Ravagni* Come to this session to learn how HPE Technology Services can help you transform to a modern hybrid IT infrastructure from end to end. Find out why HPE Datacenter Care, including DC-IA, DC-OSS and Flexible Capacity are keys to your successful journey.
11:30 a.m. - 12:30 p.m.	SL9490 Spotlight session	**Extreme simplicity: the next step for your data center** *Speaker: Scott Weller* Simplicity of use and operations is becoming a primary success factor as enterprise IT professionals decide on the optimal placement of workloads across hybrid IT. During this session, you will explore the case for "extreme simplicity" and share case studies where simplicity helped shape workload placement decisions. You will receive recommendations on how to refine your current IT environment to deliver greater on-premises simplicity.
1:00 p.m. - 2:00 p.m.	B8209 Business breakout	**Simplify, automate and secure: virtualize your data center network with HPE and VMware NSX** *Speaker: John Gray* Software-defined networking and network virtualization deliver a completely new operational model for networking. This model breaks through physical network barriers, enabling you to evolve to an on-demand IT infrastructure. Join us to learn how Hewlett Packard Enterprise offers the industry's broadest portfolio of network virtualization solutions supporting HPE Helion OpenStack, VMware NSX and network functions virtualization, helping you transition to an open, standards-based infrastructure.
1:00 p.m. - 2:00 p.m.	BB9209 Business Breakout	**Your business is unique, your IT should follow suit: determine your right-mix hybrid Infrastructure** *Speakers: Craig Partridge, Amos Ferrari* Across industries, digital innovation is disrupting the status quo. Businesses have unique competitive advantages, and IT must enable them. Enterprises must evaluate legacy infrastructure environments, leverage new innovative platforms and make smart choices for management and sourcing. Selecting your right mix is as easy as answering three simple questions. Join us to learn about the questions and the answers.
1:00 p.m. - 2:00 p.m.	RT9512 Roundtable	**Becoming cloud natives: Agile development processes and platforms** *Speaker: Gary Harris* During this session, we will discuss how to move your development teams through the cloud-native development process. You will also learn how to design and integrate a cloud-native environment. You will find out how to build workloads for OpenStack® technology environments and containers. In addition, you will explore Cloud Foundry-based Platform-as-a-Service solutions, including the HPE Helion Development Platform and public clouds that use HPE Helion Stackato for complete cloud portability.

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Sessions for Service Providers

TIME	SESSION	TITLE / SPEAKER / DESCRIPTION
1:30 p.m. - 2:00 p.m.	DF9513 Discussion Forum	**Designing your cloud: a simple way to start** *Speaker: Deborah Anthony* IT services that deliver workloads provide real value to users. However, many companies need help moving to a service delivery strategy. A good service design is the key to success. Join us to learn how to start with one service for one function, and then design it ready to build and run. Based on Hewlett Packard Enterprise consulting experience, this is the most effective way to start. You can complete a design with HPE, and then work with HPE on the next designs or take it from there yourself.
1:30 p.m. - 2:00 p.m.	T9384 Theater	**Break through barriers and drive IT transformation** *Speakers: Michael Swan, Jay Keyse* Your sights are set on IT transformation, but the road forward is blocked by old processes and perhaps an even older culture. It's time to break through to something new. The ability to map an investment strategy to your technology strategy can pay impressive dividends. Join us to learn how to better align your IT, business and financial goals to accelerate your transformation to a hybrid infrastructure.
2:30 p.m. - 3:30 p.m.	BB9511 Business Breakout	**Integration of modular data centers and converged data center infrastructure** *Speaker: David Winn* Modular data center facilities integrated with converged data center infrastructure create a utility offering that includes all the components you need to bring agility to your workloads. The components include HPE servers, storage, networking, software and converged systems coupled with HPE modular data center space, power and cooling solutions. Unlike leasing arrangements, the HPE utility offering provides a fixed monthly facility payment with a variable IT payment based on actual metered usage.
3:30 p.m. - 4:00 p.m.	DF9372 Discussion Forum	**Flash-enabled data protection, from on-premises to the cloud** *Speakers: Srikanth Venkataseshu, Parissa Mohamadi* During this session, you will talk directly with experts about optimizing data protection for business-critical applications on flash storage. Get the details on application-centric data protection solutions for SAP HANA®, Microsoft SQL Server and Oracle using HPE Recovery Manager Central and HPE StoreOnce Catalyst. Learn how Backup-as-a-Service in the cloud can transform your data protection infrastructure, helping you to save time and money and reduce your business risks.
4:00 p.m. - 5:00 p.m.	BB9662 Business Breakout	**HPE Intelligent Management Center for campus and data center infrastructure management, orchestration** *Speakers: Kevin Secino; Chris Peacock, Aruba, a Hewlett Packard Enterprise Company* Come to this Breakout Session to hear about the unique capabilities of the multivendor HPE Intelligent Management Center (IMC) software. Find out how you can use this software to manage the day-to-day network operations on your campus and in your data center. Topics will include what's new with IMC 7.2, such as a new Business Service Performance module; REST API; virtualization integration and data center fabric management.

Sessions for Service Providers

WEDNESDAY, JUNE 8

TIME	SESSION	TITLE / SPEAKER / DESCRIPTION
4:00 p.m. - 5:00 p.m.	SL9197 Spotlight session	**Best practices for IT transformation: achieving competitive differentiation in the idea economy** *Speakers: Rafael Brugnini, Daryl Ganas; Cushing Anderson, IDC* Today, IT is either a core enabler for or a limitation to your company reaching its potential. The trick to success is putting technology to work for your company. HPE Technology Services Consulting can help you become a disruptor or empower you to compete. Join us to hear Rafael Brugnini, Senior VP and General Manager, Hewlett Packard Enterprise Technology Services Consulting; Cushing Anderson, Program VP, IDC; and Daryl Ganas, VP, Global IT Enterprise Group explain how to put technology to work for your company, too.
4:00 p.m. - 5:00 p.m.	SL9382 Spotlight session	**Don't miss a beat: innovative thinking helps fund transformation and achieve business goals** *Speakers: Irv Rothman, Terry Michaels* IT is at the heart of business today. To meet new demands, you must innovate - so what's holding you back? Is your legacy environment eating your innovation budget? Are finance and procurement practices limiting your ability to flex and adapt? You don't have to move mountains to fund transformation. Join us to learn how you can create a flexible funding model to help accelerate time-to-market and position your business for success.

Sessions for Service Providers

THURSDAY, JUNE 9

TIME	SESSION	TITLE / SPEAKER / DESCRIPTION
9:00 a.m. - 10:00 a.m.	BB9387 Business Breakout	**Do more with less: fund your transformation and drive innovation in a new way** *Speakers: Michael Swan, Sumandeep Kaur Chhatwal* The pressure to do more with less, while delivering instant return on investment, can make IT transformation seem as impossible as spinning straw into gold. But the truth is that you already have the Midas touch. Join us as we explore how rethinking existing processes, focusing on investment flexibility and looking at your current infrastructure differently can help you create investment capacity to fund today's IT transformation initiatives.
9:00 a.m. - 10:00 a.m.	BB9515 Business Breakout	**The evolution of enterprise storage: how and when to leverage SAN, SDS and cloud** *Speaker: Kenneth Brickhouse* As the saying goes: When your only tool is a hammer, everything looks like a nail. Luckily, storage area networks and network-attached storage are no longer the only options (that is, tools) for production workloads. Today, software-defined storage and cloud storage offer viable alternatives and compelling cost and operational efficiencies. But just because you can do something doesn't mean you should. Come to this session to learn how these newer models complement traditional storage solutions.
9:00 a.m. - 10:00 a.m.	BB9663 Business breakout	**Cloud-first networks for the agile data center** *Speakers: Navin Mittal, Philippe Michelet* By creating a robust open networking ecosystem, accelerating networking innovations and expanding the adoption of open source networking, Hewlett Packard Enterprise is leading and disrupting the industry. HPE continues to expand the FlexFabric portfolio to address mainstream data center requirements such as high performance, stability and efficiency. Come to this session to learn how the HPE cloud-first data center networking solutions are uniquely positioned to help you transition to "what's next."
9:00 a.m. - 11:00 a.m.	HOL8583 Hands-on Lab	**Using HPE Helion Development Platform for hybrid IT** *Speakers: Gary Harris, Lorne Dixon* Take a cloud-native approach to your apps, using the HPE Helion Development Platform and Stakato. Join us to learn best practices, ask implementation questions and gain new insights into building an Agile development practice. Walk through a development exercise with experts who have implemented the HPE platform for customers. Come to the session to learn more.
9:30 a.m. - 10:00 a.m.	T8001 Theater	**Planning for success: your hybrid IT roadmap** *Speakers: Roger Douglas; Tom Norton* Do your business and IT teams follow a disjointed approach to hybrid IT? Does this misalignment create the sense that your organization is committing random acts of cloud? If so, then you need a clear roadmap for creating a hybrid IT footprint designed to achieve your business objectives. Join us to learn insights gained from our experience building roadmaps that provide the necessary services, establish governance, manage risk and cost, and avoid the pitfalls of do-it-yourself hybrid clouds.

Sessions for Service Providers

THURSDAY, JUNE 9

TIME	SESSION	TITLE / SPEAKER / DESCRIPTION
9:30 a.m. - 10:00 a.m.	T8753 Theater	**Get a jump on IT4IT, the new open industry standard that might be your next IT operating model** *Speakers: Roc Paez, Rahav Shalom Revivo* Join us to learn about IT4IT from The Open Group. This newly released industry standard is designed to manage the business of IT. During this session, you will receive a quick-start overview of IT4IT and explore the most common ways early adopters have applied it in their IT strategies. Adopting this management standard will help shatter IT silos, unlock the IT value chain and drive the interoperability your IT needs to deliver services in an agile and cost-effective manner.
10:30 a.m. - 11:00 a.m.	DF9500 Discussion Forum	**Expert tips on streamlining operations and improving stability in your NFV environment** *Speaker: Ute Kavanaugh* The HPE Trusted Network Functions Virtualization (NFV) Platform Transformation is an end-to-end approach for managing risk as you transform to NFV. During this Discussion Forum, an expert from the Hewlett Packard Enterprise NFV Center of Excellence (CoE) will highlight the important operational considerations within the approach. You'll learn about the best practices required to transform your underlying network infrastructure and management for NFV without disrupting service continuity.
10:30 a.m. - 11:00 a.m.	T9214 Theater	**Orchestrate and automate your data center for dynamic control of your HPE Composable Infrastructure** *Speakers: James Cohen, Brian Whelan* Software Defined Infrastructure built on HPE Composable Infrastructure enables you increase agility and reach new levels of automation with reduced risk and lower cost. During this session, Hewlett Packard Enterprise Consulting Services experts will show you how Composable Infrastructure can help accelerate service delivery and reduce operational effort. You'll discover why assembling infrastructure building blocks right-sized for your enterprise eliminates over-provisioning and stranded capacity, while also improving disaster tolerance.
10:30 a.m. - 11:00 a.m.	T9385 Theater	**Five steps to enable your IT infrastructure to deliver better business results** *Speaker: Scott Anderson* When it comes to driving business transformation, old habits die hard. You know evolving your technology investment strategy is the right thing to do, but where do you start? Join us to learn how to evaluate your options, identify your first steps and learn what to do if you hit a bump in the road.
11:30 a.m. - 12:00 p.m.	DF9514 Discussion Forum	**Build in protection from the start** *Speaker: Timothy Ferrell* Security must no longer be an afterthought. Instead, security must be built into the fabric of your business and your IT. Come to this session to explore how you can build in security and resiliency controls from the start of any hybrid IT initiative. During this session, Hewlett Packard Enterprise experts will discuss the impact of new technology and architectures on security and assurance, and then show you how to proactively protect your organization.

Sessions for Service Providers

THURSDAY, JUNE 9

TIME	SESSION	TITLE / SPEAKER / DESCRIPTION
1:30 p.m. - 2:30 p.m.	TB9664 Technical breakout	**Virtualization approach to distributed cloud networks and an introduction to container networking** *Speaker: Daryl Wan* HPE Distributed Cloud Networking (DCN) enables service providers and large organizations to manage a distributed, multisite data center environment in a simple way. During this session, you will learn how HPE DCN can remove inefficiencies in network operations. You will also review the latest emerging technologies, including container ecosystems, multitenancy and bridging virtual and physical networks.
2:00 p.m. - 4:00 p.m.	HOL7958 Hands-on Lab	**Test drive composability: HPE OneView administration** *Speaker: Philip Rang* Using built-in Location Discovery Services and Intelligent PDU, HPE OneView provides the foundation for infrastructure health status monitoring for rack and power. HPE OneView quickly equips infrastructure teams with rapid provisioning and visualization of their data center environments. During this Hands-on Lab session, you will gain the skills you need for environment planning, installation, configuration and management using HPE OneView and Composable Infrastructure.

Transformation workshops— Gain unique, actionable insights

Transformation workshops are unique, slide-free and practical. At Discover Las Vegas you have the opportunity to preview and get introduced to these unique workshops that support you to create a smarter, faster, and more efficient platform for innovation and growth. Check out the wide array of transformation topics available for service providers.

Gain insight on these fundamental questions

- What are your current business challenges and priorities?
- What will your journey look like?
- What can be achieved in business terms?
- How do you develop an actionable transformation roadmap to drive business outcomes?

Pre-event: You can directly request a workshop topic by logging in to your Discover Las Vegas registration where there is a button to request a workshop. Here's that page: **https://www.hpe.com/ events/discover/transformation_workshop**

On-site: You can request a Transformation Workshop by walking into the Transformation Workshop Booth in the Transformation Zone or walk into the Transformation Workshop reception area in Bassano 2601 where you can schedule your Transformation Workshop.

Discover is the best time for you to learn how HPE innovations can improve your abilities and offerings and drive business outcomes.

TUESDAY, JUNE 7	WEDNESDAY, JUNE 8	THURSDAY, JUNE 9
9:00 a.m. – 9:45 a.m.	11:30 a.m. – 12:15 p.m.	8:30 a.m. – 9:15 a.m.
10:00 a.m. – 10:45 a.m.	12:30 p.m. – 1:15 p.m.	9:00 a.m. – 10:15 a.m.
11:00 a.m. – 11:45 a.m.	1:30 p.m. – 2:15 p.m.	10:30 a.m. – 11:15 a.m.
12:00 p.m. – 12:45 p.m.	2:30 p.m. – 3:15 p.m.	11:30 a.m. – 12:15 p.m.
1:00 p.m. – 1:30 p.m.	3:30 p.m. – 4:15 p.m.	12:30 p.m. – 1:15 p.m.
4:30 p.m. – 5:15 p.m.	4:30 p.m. – 5:15 p.m.	1:30 p.m. – 2:15 p.m.
5:30 p.m. – 6:00 p.m.		2:30 p.m. – 3:15 p.m.
		3:30 p.m. – 4:00 p.m.

TRANSFORMATION WORKSHOP TOPICS

Transform to a hybrid infrastructure
Protect your digital enterprise
Empower the data-driven organization
Enable workplace productivity
Transform to Cloud / Cloud Protection
Internet of Things (IoT) Transformation (launching at Discover)
Office 365 Transformation
Applications Transformation
Enterprise Storage & Backup Transformation
Flexible capacity & Support Transformation
Network Transformation (SDN)
Software-defined infrastructure
Service Brokerage and Multi-Supplier Integration Transformation
IT4IT Transformation Management
Enterprise Agile — Application Delivery Management
DevOps Transformation

Hewlett Packard Enterprise is service provider ready

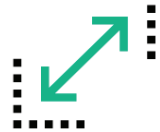## Hewlett Packard Enterprise is service provider ready

Empowering service providers to build a stronger business

- Create differentiated services
- Increase speed and agility
- Extend your reach

Workload-optimized portfolio
Innovative and efficient
Service Provider Ready solutions

Flexible business models
Pay-as-you-grow financing
Tailored support and services

Winning partnership
Deep technical expertise

Joint go-to-market

HPE service provider ready solutions

Your client's objectives

- Transform to a hybrid infrastructure
- Protect your digital enterprise
- Enable workplace productivity
- Empower the data-driven organization

HPE service provider ready solutions

- HPE Helion OpenStack® Quickstart
- HPE Web and Hosting Service Ready
- HPE Software Defined Object Storage
- HPE Cloud Backup Service Ready
- HPE Distributed Cloud Networking
- HPE Cloud Workload Migration Service
- HPE Managed Cloud Platform Service Provider Ready

HPE services

- Financial services
- Flexible capacity
- Datacentre care support
- Spares management
- Datacentre facility planning
- Consulting and education
- Partner programs

Hewlett Packard Enterprise

Outpace your competition with HPE service provider ready solutions

Accelerate your profitability today—hpe.com/info/sp