

# DELL Technologies / World Global Partner Summit

April 29 – May 2, 2019 | The Venetian, Las Vegas

## 2019 AGENDA

29 MONDAY

7:00 AM – 9:00 PM	<b>Partner Lounge Open</b> (closed during DTW General Session) Recharge, relax, and engage in meetings in our private space <b>Location</b> Floor 2, Adjacent to Village in Hall C
10:00 AM	<b>Dell Technologies World General Session</b>
1:00 PM – 3:00 PM	<b>Global Partner Summit General Session</b> Hear what's in store for Dell EMC's Partners in 2019, including some can't-miss announcements. <b>Speakers</b> Joyce Mullen, Jay Snyder <b>Location</b> Palazzo E (5 <sup>th</sup> Floor)
3:30 PM – 4:30 PM	<b>Partner Program Breakout</b> Deeper dive into the Partner Program, current offerings, and vision for 2020 <b>Speakers</b> Darren Sullivan <b>Location</b> Venetian G (main floor)
4:30 PM – 6:00 PM	<b>Global Alliances Reception (invite-only)</b> <b>Location</b> Yardbird Restaurant
6:00 PM – 9:00 PM	<b>Grand Opening Reception in Solutions Expo</b> Mingle & collaborate with Dell EMC Executives
6:00 PM – 9:00 PM	<b>APJ Awards &amp; Reception</b> <b>Location</b> Hotel Mirage Ballroom A&F
7:00 PM – 9:00 PM	<b>Greater China Awards Dinner &amp; Reception</b> <b>Location</b> Mirage Bermuda Ballroom
6:00 PM – 10:00 PM	<b>EMEA PAB Dinner (invite-only)</b> <b>Location</b> APEX Club at the Palms

30 TUESDAY

7:00 AM – 5:30 PM	<b>Partner Lounge Open</b> (closed during DTW General Session) Recharge, relax, and engage in meetings in our private space <b>Location</b> Floor 2, Adjacent to Village in Hall C
8:00 AM – 9:30 AM	<b>Global Alliances Awards Breakfast (invite-only)</b> <b>Host</b> Jay Snyder <b>Location</b> Mercato Della Pescheria
8:00 AM – 9:45 AM	<b>OEM Channel Partner Breakfast (invite-only)</b> <b>Host</b> Bryan Jones <b>Location</b> Palazzo N (5 <sup>th</sup> Floor)
8:00 AM – 9:45 AM	<b>North America Awards Breakfast (invite-only)</b> <b>Host:</b> Gregg Ambulos <b>Location</b> Morels
10:00 AM	<b>Dell Technologies World General Session</b>
1:00 PM – 2:30 PM	<b>Latin America Solution Provider/ Distributor Breakout</b> <b>Host:</b> Alvaro Camarena <b>Location</b> Sands Showroom (Main Floor)
	<b>EMEA Solution Provider/ Distributor Breakout</b> <b>Host</b> Anwar Dahab <b>Location</b> Palazzo N (5 <sup>th</sup> Floor)
1:00 PM – 3:00 PM	<b>North America Solution Provider/ Distributor Breakout</b> <b>Host:</b> Gregg Ambulos <b>Location</b> Palazzo E (5 <sup>th</sup> Floor)
2:00 PM – 5:30 PM	<b>Greater China Partner CXO Meeting (invite-only)</b> <b>Location</b> Sands 304 (Lower Level)
3:30 PM – 5:00 PM	<b>APJ Solution Provider/ Distributor Breakout</b> <b>Host</b> Tian Beng Ng <b>Location</b> Sands Showroom (Main Floor)
	<b>Global Alliances Breakout</b> <b>Host</b> Jay Snyder <b>Location</b> Palazzo E (5 <sup>th</sup> Floor)
3:30 PM – 6:00 PM	<b>Global Distributor Advisory Board (part 1) (invite-only)</b> <b>Host:</b> Jim DeFoe <b>Location</b> Casanova 605 (Lower Level)
6:00 PM – 9:00 PM	<b>Federal Partner Party</b> <b>Host:</b> Steve Harris <b>Location</b> XS, Wynn
6:30 PM – 8:00 PM	<b>Dell EMC Women's Partner Network Reception (invite-only)</b> <b>Host</b> Cheryl Cook <b>Location</b> Hakkasan Nightclub, MGM Grand
8:00 PM	<b>Partner Appreciation Party</b> <b>Location</b> Hakkasan Nightclub, MGM Grand

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WEDNESDAY

7:00 AM – 5:00 PM	<b>Partner Lounge Open</b> (closed during DTW General Session) Recharge, relax, and engage in meetings in our private space <b>Location</b> Floor 2, Adjacent to Village in Hall C
8:00 AM – 9:45 AM	<b>Global Distributor Advisory Board (part 2) (invite-only)</b> <b>Host:</b> Jim DeFoe <b>Location</b> Palazzo G (5 <sup>th</sup> Floor)
10:00 AM	<b>Dell Technologies World General Session</b>
11:15 AM – 2:45 PM	<b>OEM Solutions Summit (invite-only)</b> <b>Host</b> Bryan Jones <b>Location</b> Veronese 2401B (2 <sup>nd</sup> Floor)
12:00 PM – 1:00 PM	<b>North America PAB Lunch (invite-only)</b> <b>Host</b> John Byrne, Gregg Ambulos <b>Location</b> Palazzo F (5 <sup>th</sup> Floor)
1:00 PM – 4:00 PM	<b>Marketing Breakout</b> 1:00 PM – 2:30 PM: Hear from industry marketing gurus 2:30 PM – 4:00 PM: Interact with marketing experts at Solutions Stations <b>Host</b> Cheryl Cook <b>Location</b> Palazzo N (5 <sup>th</sup> Floor)
	<b>Federal Partner Breakout</b> <b>Host</b> Steve Harris <b>Location</b> Palazzo K (5 <sup>th</sup> Floor)
1:30 PM – 4:30 PM	<b>Heroes Program Reception (invite-only)</b> <b>Host</b> Vince Affatati <b>Location</b> Rockhouse
1:00 PM – 5:00 PM	<b>APJ Partner Advisory Board (invite-only)</b> <b>Host</b> Tian Beng Ng <b>Location</b> Palazzo H (5 <sup>th</sup> Floor)
3:30 PM – 6:00 PM	<b>Marketing Advisory Focus Group (invite-only)</b> <b>Host</b> Cheryl Cook <b>Location</b> Palazzo G (5 <sup>th</sup> Floor)
4:00 PM – 6:00 PM	<b>Global Alliances Heroes Program Reception (invite-only)</b> <b>Host</b> Tami Booth <b>Location</b> Grimaldi's
5:30 PM – 7:30 PM	<b>North America PAB Reception (invite-only)</b> <b>Host</b> Gregg Ambulos <b>Location</b> Palazzo F (5 <sup>th</sup> Floor)
6:00 PM – 7:30 PM	<b>Latin America Partner Reception</b> <b>Host</b> Alvaro Camarena <b>Location</b> Palazzo K (5 <sup>th</sup> Floor)
8:00 PM	<b>Dell Technologies World Party</b>

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THURSDAY

7:00 AM – 2:00 PM	<b>Partner Lounge Open</b> Recharge, relax, and engage in meetings in our private space <b>Location</b> Floor 2, Adjacent to Village in Hall C
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Hear from & engage with the **Dell EMC Partner executive team**



With Special  
Guests  
Including

