Intel® Virtual Technology Conference Agenda

Wednesday, June 14th

Start Pacific Time	End Pacific Time			
7:00	7:30	**Visit the Exhibition Hall**		
7:30	8:00	**Opening Kickoff: The Future is Now by Ricardo Moreno, VP Sales & Marketing Group (7 credits)**		
		TECHNOLOGY ENABLEMENT		
		Storage Track/SSD Track		
8:00	8:30	Accelerate Your Experience with Intel Optane Memory (7 credits)		
8:30	8:55	Optane Memory Demo (7 credits)		
8:55	9:30	Modernize your Data Center with Intel's new PCIe/NVME Data Center SSDs (7 credits)		
		Client Track	Data Center Track	IOT
9:30	10:15	Winning with Intel Desktop Enthusiast & Performance Platforms in 2017 (7 credits)	Intel Datacenter Portfolio of Products (7 credits)	IOT Foundations (7 credits)
10:15	11:00	Winning with Intel® NUC and Mini PC Solutions (7 credits)	Accelerate Hybrid Cloud Deployment on IA (7 credits)	Opportunities in IOT (7 credits)
11:00	11:45	Winning the Smart Office with Intel Unite (7 credits)	Accelerate Your Path to Market with PCSD Compute Blocks (7 credits)	Building an IOT Practice (7 credits)
11:45	12:30	7th Gen vPro: Driving new ways to work by Building Security Capabilities for a Digital Workplace (7 credits)	A 'Real' SMB Server – Essential Performance for Professional Compute (7 credits)	Digital Security and Surveillance with Intel® NUC and Sighthound Video (7 credits)
12:30	1:00	**Technology Demo Sessions**		
12:30	12:45	The Unbeatable Duo: Intel® Xeon Phi™ processor with integrated Intel® Omni-Path Fabric (7 credits)		
12:45	1:20	Intel Unite® for Next Generation Collaboration (7 credits)		
1:20	1:30	**Visit the Exhibition Hall**		
1:30	2:00	New Technology. New Opportunities. From Modules and Makers to Drones and Wearables. (7 credits)		
		ITP Program Benefits		
2:00	2:30	Unleash Your Potential with Intel Technology Provider! (7 credits)		
2:30	3:00	How to generate effective Demand Gen Campaigns with Partner Marketing Studio (7 credits)		

Exhibit Hall Open 7:00am – 2:00pm

Intel Spring 2017 Course Descriptions

Start Time	End Time	Track	Course Title	Course Description
7:00am	2:00pm	All	Exhibit Hall	In this session you will learn about the first all-new class of memory in 25 years. Intel Optane memory creates a bridge between the DRAM and storage to deliver an intelligent, amazingly responsive computing experience.
7:30am	8:00am	All	Opening Kickoff: The Future is Now by Ricardo Moreno, VP, Global Marketing Partner Program	Join Ricardo Moreno, VP Global Marketing Partner Program, as he kicks off the Spring 2017 Intel Virtual Technology Conference.
8:00am	8:30am	NSG	Accelerate Your Experience with Intel Optane Memory	In this session you will learn about the first all-new class of memory in 25 years. Intel Optane memory creates a bridge between the DRAM and storage to deliver an intelligent, amazingly responsive computing experience.
8:30am	8:55am	Client	Optane Memory Demo	Technology Demo Session
8:55am	9:30am	NSG	Modernize your Data Center with Intel's new PCI/NVME Data Center SSDs	discover new exciting memory technologies from Intel – 3D NAND and Optane™ and learn about new Intel Enterprise SSD products based on them. This course also covers advantages of the NVMe standard and how can NVMe storage modernize Data Center ecosystem.

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Start Time	End Time	Track	Course Title	Course Description
9:30am	10:15am	Client	Winning with Intel Desktop Enthusiast & Performance Platforms in 2017	The enthusiast and performance desktop market includes gamers, content creators and overclockers. In this class we will share the current market landscape and key channel revenue growth opportunities in these segments. We will talk about the Intel desktop roadmap and how it will support the growth of your business in these segments as well as additional key catalysts to support refresh acceleration and TAM growth in the segment including Intel® Optane ™ Memory, eSports and VR for both consumer and business segments.
9:30am	10:15am	Data Center	Intel Datacenter Portfolio of Products	Get all the latest on the amazing data center products from Intel® including Intel® Xeon® Processors, Intel® server boards and systems, and the rest of the data center portfolio.
9:30am	10:15am	IOT	IOT Foundation	This course will take change agents from the ITP community, including those who have attended the ISS Boot Camp, to next-level activity in building out and maturing their IoT Practice. This course consolidates the information from the ISS Boot Camp and guides students towards the Change Agent course (forthcoming).

Intel Spring 2017 Course Descriptions

Start Time	End Time	Track	Course Title	Course Description
10:15am	11:00am	Client	Winning with Intel NUC and Mini PC Solutions	Mini PCs are one of the fastest growing segments in desktop. Learn about the newest additions to the Intel® NUC roadmap, including Kaby Lake Consumer NUCs and a Quad Core Celeron Apollo Lake NUC. We will also introduce exciting new NUC families for commercial vPro usages as well as a new NUC with full VR capability. This class also provides an overview on the latest SFF advances including miniSTX and performance Mini PC's. To conclude we will walk through a solutions-oriented approach to drive sales opportunities and quicker time-to-market (for you, our ITP) with focus on usages such as digital signage, interactive kiosk, conference room collaboration, and digital surveillance.
10:15am	11:00am	Data Center	Accelerate Hybrid Cloud Deployment on IA	This session will cover software solutions coupled with the diverse portfolio of Intel Technologies that drives the next generation of Hybrid Cloud. Cloud workloads are more diverse than ever, and the opportunities for Channel accounts are everywhere. This conversation will include valuable information about: 1. Cloud Market trends and Opportunities for Channel accounts 2. PCSD Compute Blocks (Microsoft certified) 3. OnApp software + Intel Hardware 'cloud-in-a-box' 4. Marketing assets
10:15am	11:00am	IOT	Opportunities in IOT	This course will take change agents from the ITP community, including those who have attended the ISS Boot Camp, to next-level activity in building out and maturing their IoT Practice. This course consolidates the information from the ISS Boot Camp and guides students towards the Change Agent course (forthcoming).

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11:00am	11:45am	Client	Winning the Smart Office with Intel Unite	Intel Unite is becoming the fastest Workplace Transformation technology being deployed across the channel. This course will offer a deep dive on deployment guidance for different customer environments (i.e. Small Medium Business, Large Enterprise, etc…) based on Intel Unite customer trials. In addition, we will review the marketing and sales best practices on how to talk about next generation Workplace Transformation business benefits to your current customers. Don't miss the class everyone will be talking about after this years IVTC.
11:00am	11:45am	Data Center	Accelerate Your Path to Market with PCSD Compute Blocks	Today's data centers require unique server solutions that run complex, business-critical workloads. To help you get to market more quickly with high-quality products that address these demands, Intel offers Intel® Data Center Blocks, fully-validated, un-branded, purpose-built solutions featuring the latest Intel® technology. In this session, we'll cover value proposition, product details, support and warranty information, and more. If you want to learn how Intel® Data Center Blocks can help you grow your server business, this training is for you!
11:00am	11:45am	IOT	Building an IOT Practice	This course will take change agents from the ITP community, including those who have attended the ISS Boot Camp, to next-level activity in building out and maturing their IoT Practice. This course consolidates the information from the ISS Boot Camp and guides students towards the Change Agent course (forthcoming).

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Start Time	End Time	Track	Course Title	Course Description
11:45am	12:30pm	Client	7th Gen vPro: Driving new ways to work by Building security Capabilities for a Digital workplace	Windows 10 combined with 7th Gen Core is one of our biggest opportunities to drive refresh in 2017. This class will cover how to promote Windows 10, navigating Windows-as-a-service alignment, and guidance if your customer is not upgrading from a Windows 7/ Skylake platform.
11:45am	12:30pm	Data	A Real SMB Server - Essential Performance for Professional Compute	What does every small business need when it comes to their IT infrastructure? What's the right SMB solution in an ever increasingly complex digital world? How do you help your customer choose the right on-premise server when cloud services offer them very similar services and there are so many server models available? All these answers and much more, including details on Intel's new Xeon E3-1200 v6 processors (Kaby Lake) as well as dual-socket Intel® Xeon® processors for entry performance SMB needs.
11:45am	12:30pm	IOT	Digital Security and Surveillance with Intel® NUC and Sighthound Video	Learn how the latest digital security and surveillance (DSS) solution offered through SimplyNUC, featuring Intel® NUC and Sighthound Video* will help you take advantage of a growing DSS market.

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12:30pm	12:45pm	Data Center	The Unbeatable Duo Intel Zeon Phi processs with Integrated Intel Omni Path Fabric	Learn about the incredible Intel® Xeon Phi™ processor and Intel® Omni-Path Fabric, a profoundly scalable high-performance fabric for HPC. In this demo we will show you how to install an Intel® Xeon Phi™ processor with integrated Intel® Omni-Path Fabric, and discuss the difference between integrated Omni-Path and discrete Omni-Path adapters (HFI).
12:45pm	1:20pm	Client	Intel Unite for Next Generation Collaboration	Learn how ITP partners can increase their revenue offering the Intel® Unite solution.
1:30pm	2:00pm	NTG	New Technology. New Opportunities. From Modules and Makers to Drones and Wearables.	• Channel opportunity (tam) for each NTG product • Intro to NTG channel ready/scale products (Recon Jet Pro, Aero Drone, RealSense, Joule and Arduino 101) and what is the focus areas/segments of these products • We have a focused team – supporting the channel and growth of these emerging segments. • Distribution IS our path to market. • Last – programs, all the programs you're familiar with today for Intel products applies to these new ones. Ie training credits, points, awr etc • If we do this correctly – we're on the starting line to some exciting new growth opportunities.

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Intel Spring 2017 Course Descriptions

Start Time	End Time	Track	Course Title	Course Description
2:00pm	2:30pm	All	Unleash Your Potential with Intel Technology Provider	Come and learn with us how to unlock all the benefits of partnering with Intel Technology Provider! Discover how we can help to enable your sales force, how to win and get rewarded and much more!
2:30pm	3:00pm	All	How to generate effective Demand Gen Campaigns with Partner Marketing Studio?	Discover and learn how easy and fast is to create marketing campaigns using all the available resources curated by our professionals using Partner Marketing Studio, start using today and give a boost to your sales!