



a worldwide industry association

**GTDC European Vendor Workshop
June 15-16, 2010**

[Radisson Blu Hotel](#)
Rusland 17
1012 CK AMSTERDAM

Recommended Attire: Business Casual

Tuesday, June 15

- 13.00 Vendor Workshop Registration Opens Hotel Lobby**
- 14.30 Vendor Workshop Kickoff Wapen A & B**
Attendees: Distribution and Vendor executives and all guests
- 14.30 Welcome and Opening Remarks**
Tom Dolan, Chairman Westcon and Chairman of the GTDC
- 14.45 Market review**
Tim Curran, CEO, GTDC
- 15.15 Presentation & Panel: Distributing In the Cloud: New buzz or old phenomenon?**
While storage of user data on remote servers is a recent phenomenon, the current explosion of cloud computing warrants a closer look at the associated business implications. Hear from executives from the vendor and distributor companies on how they are addressing their customers' needs.
- Presenter:** Ian Gotts, Founder & CEO, Nimbus
- Panel 1: Vendor Panel
- Moderator:** Ian Gotts, Founder & CEO, Nimbus
- Panelists:**
- Frank Bennett – Dir. Bus. Development, COMMVault
 - Robert Fuller – VP, Worldwide Channels, Rackspace
 - Dominique Vanhamme- Head, European Distribution & Resellers, Cisco
 - Adam Famularo - SVP & GM, RMDM BU, CA
 - Andrej Golob – Dir. Distribution Sales, HP
 - Jack Zubarev – President, Marketing & Alliances, Parallels
- Panel 2 – Distributor panel
- Moderator:** Vince Blackall, Managing Director Channels COMMVault
- Panelists:**
- Fabian von Kuenheim – CEO, Magirus
 - Dick Borsboom – President EMEA, Avnet TS
 - Bob Dutkowsky – CEO, Tech Data
 - Stephan Link – CEO, Computerlinks
 - Laurent Sadoun - President EMEA, Arrow
- 16.45 Closing remarks**
- 17.00 Meeting ends**
- 18.00 Floating Cocktail Reception and DinnerMeet in Hotel Lobby**
Cocktails and hors d'oeuvres will be served on the boat in route to the restaurant

19.00 **Group Dinner** **Vijff Vlieghe**n, Singel 359, Amsterdam

Wednesday, June 16

8.30 **Open Breakfast** **Hotel Restaurant**

9.00 **Introductions and Overview** **Wapen A & B**
Tim Curran, CEO, GTDC

9.15 – 10.15 **Panel discussion: 'Springing Back from the Recession'**
Are we ready for growth? In this session moderated by Steve Brazier of Canalys we will hear from the vendors and distributors on their growth strategies and their insights on IT trends.
Panel 1 – Distributor Panel

Moderator: Steve Brazier – President & CEO, Canalys

Panelists:
Greg Spierkel – CEO, Ingram Micro
Thomas Weissmann – CEO, ALSO Holding
Alex Tatham – Director Sales and Marketing, Westcoast

Panel 2 – Vendor Panel
Moderator: Graeme Watt – President, WW Distribution, Bell Micro

Panelists:
Hans-Dieter Wysuwa - MD Germany, SVP Corporate Channels EMEA, Fujitsu
Steve Marconi – Director Global Partner Sales, VMware
Maurits Tichelman – Director Sales & Distribution, RCO EMEA, Intel
Juan de Zulueta – VP EMEA Channels & Alliances, NetApp
Jean-Luc Cervera – GM Small & Medium Channels, Hitachi Data Systems

10.15 - 10.45 **Guest speaker:** Frits Bussemaker – *Program Director WCIT 2010*

10.45 – 11.00 **Coffee Break**

11.00 – 15.00 **Open Networking and Luncheon** **Passage Room**

Meeting space is available to all guests in Hollandia and Wapen Rooms. Tables and chairs have been set up for small group meetings.