

IBM Security Business Partner European Summit

Dear IBM Security Business Partner:

IBM would like to extend this invite to you to join us on the **12th - 13th of November 2019** in Amsterdam for the 2019 IBM Security Business Partner European Summit.

The BP European Security Summit will consist of various topics and networking opportunities that will help you grow your business in 2019 and beyond. This year the focus will be on the IBM Security strategy, the role of our Business Partners in the journey ahead, and an update on the Security portfolio. Most importantly, the meeting will provide an opportunity for you to discuss with, ask questions and connect with some of our key Sales and Offering Management executives from the IBM team.

We look forward to seeing you in Amsterdam!

REGISTRATION: [click here to register](#)

LOCATION: Johan Huizingalaan 765, 1066 VH Amsterdam, Netherlands

AGENDA:

DAY 1

09.15 30' Breakfast & Networking

09:45 15' Welcome & Introductions - Gonzalo de la Hoz, Digital Trust Channel Leader, Europe

10.00 45' Security Channel Strategy, Programs and Incentives - Tom Preston, BUE, Global Business Partners & VAD

10.45 30' IBM Security Europe – Status of the Business - Gyorgy Racz, Director, Security Systems, Europe

11.15 30' Coffee Break - Networking

11.45 30' IBM Security Strategy - Sridhar Muppidi / Martin Borrett, CTO & Technical Executive, IBM Security

12.15 30' IBM Cyber Range & CTOC - Erno Doorenspleet, X-Force Command & CTOC Executive

12:45 1hr Lunch

13.45 1hr' IBM Security Threat Management Strategy - David Bosomworth, WW Director, Threat Management

14.45 1hr Cloud Pak for Security - Constantine Grancharov, Senior Offering Manager, IBM Security Connect

15.45 30' Coffee Break

16.15 30' Reference project - Threat Management - Business Partner (TBD)

16:45 30' Business Partner Security Enablement Update - Mark Neumann, IBM Executive, Technical Sales

17:15 5' Event Wrap Up Day - 1 Gonzalo de la Hoz

17:20 Day 1 Adjourns

19:30 Dinner

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DAY 2

08:30 1hr Breakfast & Networking

09:30 1hr IBM Security Digital Trust Strategy - Jason Keenaghan, Director of Offering Management, Digital Trust

10:30 30' Reference project - Digital Trust - Business Partner (TBD)

11:00 30' Coffee & Networking

11:30 30' Transitioning to SaaS - Thomas Sheppard, Director, WW SaaS Sales

12:00 30' Marketing & IBM Digital Team - Ronan O'Connor, Partner Ecosystem Marketing Leader, Security

12:30 30' IBM Cyber Security Assessments - Natalie Denyer, European Technical Sales Leader, Security

13:00 5' Event Close - Gonzalo de la Hoz

13:05 Lunch