

Monday, September 09, 2019

3:00–9:00 p.m. Check-in and Registration

7:00–10:00 p.m. Opening Solution Experience - Welcome Reception

Welcome to ONE 2019. Join us as we kick off our 2019 event in our signature technology solutions showcase with important solution updates in Cloud, IOT, Cyber Security & Datacenter. Be sure to be on time as we open the show revealing how you can “imagine the next” with vendor partners, various Ingram Micro departments and your fellow solution providers. Food and cocktails will be served. Business casual attire is appropriate.

Tuesday, September 10, 2019

7:00a.m.–5:00 p.m. Registration

7:15 – 8:15 a.m. B2B Breakfast with Zebra (invitation only)

7:15–8:15 a.m. Open Breakfast@ Solution Experience

8:30a.m.-12:00 p.m. General Session, Day 1

8:40–9:20 a.m.	Ingram Vision – Creating Sustainable Value Creating value to help our partners extend that to their end client. What creates that sustainable value in our ecosystem? We're always talking about change; what's changing is that all technology has to be compatible and secure to succeed. It's not just technology, but people and process. 75% of end clients expect resellers to use technology to better understand their needs, but there's a gap of this happening. Ingram Micro helps to close that gap. Paul Bay, Executive Vice President and Group President of the Americas, Ingram Micro	ENGLISH SESSION (TRANSLATIONS IN SPANISH AND PORTUGUESE AVAILABLE)
9:20–9:50 a.m.	[CISCO] Fueling Partner Success with Distribution John Brookbank, Vice President, Americas Distribution Sales at Cisco	ENGLISH SESSION (TRANSLATIONS IN SPANISH AND PORTUGUESE AVAILABLE)
9:50–10:35 a.m.	Cybersecurity Leadership Panel Upgrade your business by adding security to your portfolio. Protect your client with the trending threats. Oscar Chavez-Arrieta, Vice-president Latin America at Sophos Norberto (Bert) Milan, RVP, Caribbean and Latin America at Palo Alto Networks Yovani Piamba, Mgr, Sales Engineering, Security Solutions at F5 Networks Moderation: Sabine Howest, VP, Global Partner Engagement, Ingram Micro	ENGLISH SESSION (TRANSLATIONS IN SPANISH AND PORTUGUESE AVAILABLE)
10:35–11:00 a.m.	Break	
11:00–11:30 a.m.	HPE and the fastest business cycle in the industry! Ramon Vanzanten, Director - Data center and Hybrid Cloud - Latin America at Hewlett Packard Enterprise	SPANISH SESSION (TRANSLATIONS IN ENGLISH AND PORTUGUESE AVAILABLE)

INGRAM MICRO | ONE LATAM 2019

SEPT. 9-12

GAYLORD PALMS RESORT & CONVENTION CENTER

11:30a.m.–12:00
p.m.

Achieving 360° Success

Having been one of the first companies to recognize the cloud's full potential, Ingram Micro has been leading the charge ever since. Drawing upon the company's 10 years of thought leadership in a number of key areas, Nimesh will talk about the current state of cloud computing and what Ingram Micro is doing to address the industry's biggest challenges, starting with Ingram Micro Cloud and CloudBlue. He'll also talk about the company's latest initiatives to help partners achieve success, laser-focus their efforts and accelerate their businesses at the speed of opportunity.

Nimesh Davé, VP Global Cloud, Ingram Micro

ENGLISH SESSION

(TRANSLATIONS IN SPANISH AND
PORTUGUESE AVAILABLE)

12:00–2:00
p.m.

Lunch and Networking with the Experts' Time @ Solution Experience

Tour Guide Showroom

2:00–2:40 p.m.

Breakout Sessions I

[Ingram Micro] Transform Your Business with Ingram Micro Financial Services

SPANISH SESSION

Meet the different financial solutions Ingram Micro has to offer to partners.

Anthony Mackle, CFE Americas, Ingram Micro

Alberto Mora, Sr Manager Professional Services and Financing at Ingram Micro

[SOPHOS]Cybersecurity Evolved

SPANISH SESSION

Oscar Chavez-Arrieta, Vice-president Latin America at Sophos

[Ingram Micro] Business Continuity and Collaboration in Cloud

ENGLISH SESSION

Cloud offerings available in the Ingram Micro Cloud Marketplaces cover all solutions that a partner might need to guide the end customer on the journey to cloud.

On this presentation, in addition to providing the latest updates on offerings recently launched and made available to partners, the focus will be on the different offerings that ensure business continuity and foster collaboration.

These are basic end customers' needs and, in most cases, untapped opportunities to be leveraged.

Jose Furst, Director Sales Cloud Growth Markets, Ingram Micro

[Dell Technologies] Partner Program: A journey to the future

PORTUGUESE SESSION

Fabiano Ornelas, Channel Sr. Director, Dell Technologies

[HPE] Intelligent Infrastructure in the Data Center: what can an intelligent data platform do for your business?

SPANISH SESSION

Luis Pablo Alcalá, Storage Category Manager, HPE

2:50–3:30 p.m.

Breakout Session II

[INGRAM MICRO] Upgrade your business with Ingram Micro Advanced Solution

SPANISH SESSION

Daniela Rosa, Executive Director. Country Chief Executive, Miami Exports & Global Partner Engagement – Ingram Micro LATAM

[ARUBA] Consultative Sales Workshop Focused on Security "C-Level"

SPANISH SESSION

Juan Rivera, Security Channel Manager, Aruba

[VMWare] Opportunities to monetize with VMWare solutions and the new Partner Connect Program

SPANISH SESSION

Gustavo Rios, Director, Partner Organization, Latam, VMWare

[MICROSOFT SOLUTIONS] Loyalty x Lock-in / Landing AI & IoT road map successfully in Latam

PORTUGUESE SESSION

Julianna Rojas, Senior Partner Development

[DELL Technologies] Increase your capabilities and drive digital transformation by complementing with Dell Tech services

SPANISH SESSION

Gustavo Azevedo, Dell Tech Channels Sales Lead

Maria Berg, Dell Tech Services Sales Executive

3:40–4:20 p.m.

Breakout Session III

[INGRAM MICRO]How to Create a Better Customer Experience Through Digital Transformation

ENGLISH/SPANISH SESSION

Customers that are digitally transformed are 26% more profitable than their peers. Greg Richey will share the many benefits of offering digital transformation solutions to your customers and the many solutions and resources that Ingram Micro has that will support your efforts. You will learn how changing your conversation with your customer and focusing on business outcomes will not only enrich your relationship but grow your business too.

Greg Richey, Director of Professional & Training Services, Ingram Micro

Gustavo Boismoreau, Professional Services & Training Manager, Latin America Region

[NUTANIX & VEEAM]“Datacenter solutions for your back up and intelligent recovery”

SPANISH SESSION

Meet the experts to understand Back up for what’s next.

Tania Baquero, Channel Manager para Centroamérica y Caribe, Veeam

Don Osomo, Director of Channel Sales - Latin America at Nutanix

[DROP BOX] Control and Visibility with DropBox for Business

SPANISH SESSION

Luis Herrera, Head of Channel Sales LATAM

[FORZA SOLUTIONS] Forza Power You Can Trust / Nexxt Solutions, connects you to a world of possibilities

SPANISH SESSION

Forza: Technological trends, Innovation and a Look at the future / Nexxt: Technological trends, wiring importance, a proper investment in Structure cabling, vertical markets and success stories

Eduardo A. Pinillos Mariategui, Regional Sales Director Latin América & Caribbean / Gina Marcela

Rubiano Laiton, Regional Sales Director Latin América & Caribbean

[WATCHGUARD] Making money with \$ecurity is easier than you think

ENGLISH SESSION

WatchGuard Technologies Security verticals are the additions that your product needs to reach the next level.

Richard Fortes, Sales Director Watchguard, Latin America

4:20–5:30 p.m.

Networking Time and Solution Experience (Meet the Experts)

7:00–10:00 p.m.

Open Night (Invitation only)

Wednesday, September 11, 2019

7:30–8:30 a.m.	B2B Breakfast with Intel (invitation only)	
7:15–8:15 a.m.	Open Breakfast @ Solution Experience	
8:30 a.m.– 12:30 p.m.	General Session, Day 2	
8:30–9:20 a.m.	<p>“How to embrace AI and Data to transform your customer experience in the Digital Age”</p> <p>Don't miss this dynamic Latin American panel of Ingram Micro's successful end-users—CX stories shared by their CXOs.</p> <p>Clara María Londoño Granda – Chief Intelligence and Government, VP Marketing, Grupo Éxito Colombia Patricia Wissar, VP Technology RANSA, Perú Santiago Martínez Vela, Managing Partner at Indices Pablo Moreno Pérez, General Manager at In Motion S.A. Moderator: Silvina Moschini, Founder of Yandiki + SheWorks!</p>	<p>SPANISH SESSION (TRANSLATIONS IN ENGLISH AND PORTUGUESE AVAILABLE)</p>
9:20–9:50 a.m.	<p>How to connect in a connected world</p> <p>Felipe Montenegro, Latin America, Channel Storage Leader, Dell EMC</p>	<p>SPANISH SESSION (TRANSLATIONS IN ENGLISH AND PORTUGUESE AVAILABLE)</p>
9:50–10:35 a.m.	<p>IOT Leadership Panel</p> <p>Join us to discover the new trend on IOT solutions with Ingram Micro in Latin America. Make your business grow with new trends.</p> <p>Tom Gilley, CTO de CONVERGIA Lucas Martinez, Americas Channel Scale & Partners Director, INTEL Aylton Souza, Director IoT and AI LATAM, Microsoft Gabriela Meza, LATAM Sales Advantech Moderator: David Baquerizo, Sr. Vendor Business Manager, Ingram Micro Latin America</p>	<p>SPANISH SESSION (TRANSLATIONS IN ENGLISH AND PORTUGUESE AVAILABLE)</p>
10:35–11:00 a.m.	Break	
11:00 – 11:20 a.m.	<p>The next chapter in digital transformation with cloud</p> <p>Natalia De Grief, VP for Cloud and Cognitive Software, IBM Latin America</p>	<p>SPANISH SESSION (TRANSLATIONS IN ENGLISH AND PORTUGUESE AVAILABLE)</p>
11:20 – 11:50 a.m.	<p>Disruptive Innovation & Exponential Growth: How to help your customer transform their business to build organizations that are 10x faster, leaner and efficient.</p> <p>Don't miss this dynamic Latin American panel of Ingram Micro's successful end-users—CX stories shared by their CXOs.</p> <p>Valeria Pinheiro, Gerente de relacionamento Ti medico na Hospital Israelita Albert Einstein Flavio Jordão, Business Development Manager, Telefonica Brasil Moderator: Silvina Moschini, Founder of Yandiki + SheWorks!</p>	<p>SPANISH SESSION (TRANSLATIONS IN ENGLISH AND PORTUGUESE AVAILABLE)</p>

INGRAM MICRO | ONE LATAM 2019

SEPT. 9-12

GAYLORD PALMS RESORT & CONVENTION CENTER

11:50 a.m.–12:10 p.m.

Executive Closing Remarks and Awards

Luis Ferez, CCE ClusterMexico-Colombia-Peru; Daniela Rosa, CCE Miami Export; Fernando Zapater, GM Peru; Luis Lourenco, CCE Brazil; Marco Tessa, CCE Cluster Argentina-Chile-Uruguay, Juan Mejia, Managing Director Colombia (all from Ingram Micro)

SPANISH SESSION

(TRANSLATIONS IN ENGLISH AND PORTUGUESE AVAILABLE)

12:10–2:00 p.m.

Lunch and Networking Time @ Solution Experience

12:10–2:00 p.m.

Lunch sponsor by Woman in tech Diversity and Inclusion:

“Are you being bold enough? Lead your career for the future of work!”

Silvina Moschini, CEO & Founder of Transparent Business; Founder & CEO of She Works!

Moderator: Diana Garcia, Director HR, Ingram Micro

SPANISH SESSION

2:00–2:40 p.m.

Breakout Session I

[INGRAM MICRO] Argentina, Chile & Uruguay Value Proposal

Marco Tessa, Chief Country Executive, Cluster Argentina-Chile-Uruguay, Ingram Micro

SPANISH SESSION

[INGRAM MICRO] Brazil Session

Luis Lourenco, Chief Country Executive Brazil, Ingram Micro

PORTUGUESE SESSION

[INGRAM MICRO] Colombia - How to take your company to the next level

From Ingram Micro Colombia, we want to take our channels to discover an infinite world of possibilities to do business by adding value to the end customer.

We will teach you to stop talking about product and start talking about solutions, saying yes to any opportunity; Talking about DaaS, Cybersecurity and Cloud Market Place.

Juan Andrés Mejia, Manager Direct, Colombia

SPANISH SESSION

[INGRAM MICRO] Digital Transformation: The beginning of a new era

Gerardo Romero, GTM Director

SPANISH SESSION

[INGRAM MICRO] Latam Export— one team, thousands of opportunities

Daniela Rosa, Executive Director. Country Chief Executive, Miami Exports & Global Partner Engagement, Ingram Micro LATAM

ENGLISH/SPANISH SESSION

[INGRAM MICRO] Transform your business with Ingram Micro Perú

Fernando Zapater, General Manager, Ingram Micro Perú

SPANISH SESSION

2:50–3:30 p.m.

Breakout Session II

[IBM] Digital transformation within everyone's reach

Marcela Vairo, Channel Director, IBM Brasil

PORTUGUESE SESSION

[MICROSOFT] Microsoft and Ingram Micro—your ally at digital transformation

Discover the opportunity on Cloud with Microsoft and Ingram Micro for the modern workspace, security and IAAS.

Ignacio Garduño, Partner Development at Microsoft

SPANISH SESSION

[VERTIV] The 5G Rollout and Edge Computing offer exponential opportunities for the Channel

SPANISH SESSION

Ricardo Duque, Vice President Channel Strategy Americas at Vertiv Co

[INGRAM MICRO] Trends in supply chain, eCommerce / Cross Border & Lifecycle Services

SPANISH SESSION

Learn about trends in eCommerce, Cross Border & Lifecycle Services for Latin America and innovative solutions. Ingram Micro Commerce & Lifecycle Services is offering to its partners in Consumer Electronics, Retail, and eCommerce channels.

Martin Garcia-Brosa, Ingram Micro Executive Director, Latin America

Juan de la Torre, Ingram Micro Sr. Business Development Executive

[HPE] HPE and the Fastest Business Cycle in the industry

SPANISH SESSION

Jorge Rojas, Hybrid IT Volume Sales Manager Latin America & The Caribbean at Hewlett Packard Enterprise

3:40–4:20 p.m.

Breakout Session III

[CISCO] Cisco's new GTM to drive incremental business through Partners

SPANISH SESSION

Carlos Torales, Latin America SB Managing Director

[HPE] Hybrid IT

PORTUGUESE SESSION

Learn more about Hybrid IT with HPE Brazil

Ricardo Brognoli, Managing Director e Vice-president de Enterprise Group, Hewlett Packard Enterprise Brazil

[LENOVO DCG] Hybrid Cloud

SPANISH SESSION

Jose Luis Fernandez, President & GM Data Center Latin America at Lenovo

[Ingram Micro] Alert Status! Panorama of Cybersecurity in LATAM

SPANISH SESSION

In recent years, cyber-attacks have increased 40% in the region. Customers are sensitive to the problem, but the channels are reacting slowly compared to the size of the need. Join us to discover how to generate new business with Ingram Micro and our cybersecurity technology partners.

René Salas, Manager, Data Security BU at Ingram Micro

[MICROSOFT]

SPANISH SESSION

Aylton Souza, Director IoT and AI LATAM Microsoft

4:30–5:30 p.m.

Networking Meetings

8:00–11:00 p.m.

Final Night Out

Let's celebrate the final night of One 2019.

Thursday, September 12, 2019

All Day	Main Departures and Checkout
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