

FY19 Agenda Solution Builder Conferences

	Breakfast & Welcome (45 mins)		Partner Testimonials (Evidence Video Interstitials)	Sponsored Partner Solution Expo (\$5KUSD)
8:15 – 10:30	Executive Keynote (30 mins)			
	Intelligent Edge and Intelligent Cloud (60 mins)			
10:30 – 11:00	Morning Break (30 mins)			
	Addressing the Challenges of IoT Security with Azure Sphere (60 mins)			
11:00 – 13:00	Building Intelligent Edge Solutions with Microsoft IoT and other Technology Programs (30 mins) (Partner Presentation)			
	The 4 Steps of Digital Transformation (Partner-Customer Case Study) (30 mins)			
13:00 – 14:00	Lunch & Networking & Showcase Time			
14:00 – 17:30	<p>Business Methodology on IoT & Showcase Time Create real economic value for your business powered by IoT technology</p> <p>Real life Business Model Workshop (3 parts)</p> <ol style="list-style-type: none"> 1. Business Model Innovation (why would you connect your products?) (60 mins – Local PSS) 	<p>Technical Track & Showcase Time Experience Connecting Microsoft IoT Services and Technologies. (Edge Devices-Backend Services and Intelligent Edge Devices-AI)</p> <ol style="list-style-type: none"> 1. Microsoft Perspective on IoT (5 mins – Eco-system team) 2. Microsoft Simplifying IoT + DEMO x2 (55 mins – Eco-system team) 		
14:00 – 17:30	Break (30 mins)			
	<ol style="list-style-type: none"> 2. Getting from inspiration to production (45 mins – Local PSS) 3. Co-sell at Microsoft – What does it mean? (45 mins - Local PSS) 	<ol style="list-style-type: none"> 3. Intelligent Edge + DEMO x1 (50 mins – Eco-system team) 4. Hybrid (10 mins – Eco-system team) 5. IoT done well (15 mins – Eco-system team) 6. Azure Sphere (40 mins – Eco-system team) 7. Call to Action (5 mins – Eco-system team) 		
17:30	Closure			

FY19 Solution Builder Conferences detailed keynote & business agenda (210 minutes)

Session Name	Key Themes Content	Time (mins)	Speaker names (local or EMEA PSS)
Executive Keynote	This session will outline what Microsoft's \$5B investment in IoT means for your IoT business vision.	9:00 – 9:30 30 mins	Prague 23/01/2019: TBC Milan 06/02/2019: TBC Espoo 13/03/2019: TBC
Intelligent Edge and Intelligent Cloud	The holy grail of IoT is the ability to easily distribute intelligence between cloud and devices (the edge). Discover how edge innovations will help you find and certify secure edge hardware, monetize edge modules, and build edge-enabled IoT solutions.	9:30 – 10:30 60 mins	Prague 23/01/2019: TBC Milan 06/02/2019: TBC Espoo 13/03/2019: TBC
Break for partner showcase (30 mins)			
Addressing the Challenges of IoT Security with Azure Sphere	This session provides an overview of Azure Sphere's unique security capabilities so that you can reimagine your business, drive innovation and delight customers.	11:00 – 12:00 60	Prague 23/01/2019: TBC Milan 06/02/2019: TBC Espoo 13/03/2019: TBC
Building Intelligent Edge Solutions with Microsoft IoT and other Technology Programs	This session will showcase how Distributors, SIs and OEMs are working together to design, build and deploy scalable repeatable solutions leveraging innovations in Vision, Voice, IoT Edge and Cognitive Services to enhance IoT solutions.	12:00 – 12:30 30 mins	Prague 23/01/2019: TBC Milan 06/02/2019: TBC Espoo 13/03/2019: TBC
The 4 Steps of Digital Transformation (Partner-Customer Case Study)	Learn how to develop profitable, sustainable and scalable IoT business models by leveraging solution accelerators, designed to minimize the complexity of building and taking to market transformative innovations in the energy, smart building and home, healthcare, retail, security and surveillance and transport and logistics sectors.	12:30 – 13:00 30 mins	Prague 23/01/2019: TBC Milan 06/02/2019: TBC Espoo 13/03/2019: TBC
Lunch & Networking & Showcase Time (60 mins)			
Business Model Innovation	<ul style="list-style-type: none"> Data is everywhere: digital transformation as a key driver Business value of IoT solutions 	14:00 – 15:00 60 mins	Prague 23/01/2019: TBC Milan 06/02/2019: TBC Espoo 13/03/2019: TBC
Break for partner showcase (30 mins)			
Getting from inspiration to production	<ul style="list-style-type: none"> Where to start? What is the cost of an IoT Solution? Microsoft IoT: Digital Approach 	15:30 – 16:15 45 mins	Prague 23/01/2019: TBC Milan 06/02/2019: TBC Espoo 13/03/2019: TBC
Co-sell at Microsoft – What does it mean?	<ul style="list-style-type: none"> "Full Throttle!" How to use power of Microsoft sales organization for your IoT solution? 	16:15 – 17:00 45 mins	Prague 23/01/2019: TBC Milan 06/02/2019: TBC Espoo 13/03/2019: TBC

FY19 Solution Builder Conferences detailed technical track agenda (210 minutes)

Session Name	Key Themes Content	Time (mins)	Speaker names (Eco-system team)
Microsoft Perspective on IoT	<ul style="list-style-type: none"> Intro IoT/Cloud Pattern, MS Simplifies IoT 	14:00 – 14:05 5 mins	Prague 23/01/2019: Dmitry Teteruk Milan 06/02/2019: Dmitry Teteruk Espoo 13/03/2019: Dmitry Teteruk
Microsoft Simplifying IoT	<ul style="list-style-type: none"> Comprehensive Portfolio (IaaS, PaaS, SaaS) Time to Value: IoT Central (SaaS) and Solution Accelerators DEMO – Connect a simple device to SaaS (IoT Central): visualize and take action <ul style="list-style-type: none"> Discuss PaaS -> IoT Hub, Device Twins, Management, DPS, Cold/Hot, work path, storage, etc. Insight and Action to Business Value: Visualization: Stream Analytics, TSI & Power BI DEMO – Connect a simple device via PaaS: visualize and take action	14:05 – 15:00 55 mins	Prague 23/01/2019: Dmitry Teteruk Milan 06/02/2019: Dmitry Teteruk Espoo 13/03/2019: Dmitry Teteruk
Break for partner showcase (30 mins)		15:00 – 15:30 30 mins	
Intelligent Edge	<ul style="list-style-type: none"> Discuss / Intro IoT Edge in the IoT Pattern (differentiation, agnostic, deployment) Discuss AI/ML and Cognitive Services, value prop, etc. Discuss the process for building, training and deploying AI models to Edge DEMO – Custom Computer Vision on the Edge <ul style="list-style-type: none"> Intelligent Edge OS Options: Windows 10 IoT (RS5 updates, IoT EDGE+WinML, etc.) 	15:30-16:20 50 mins	Prague 23/01/2019: Maarten Struys Milan 06/02/2019: Juergen Schwertl Espoo 13/03/2019: Juergen Schwertl
Hybrid	<ul style="list-style-type: none"> Hybrid Approach, Azure Stack Designing for scale 	16:20 – 16:30 10 mins	Prague 23/01/2019: Dmitry Teteruk Milan 06/02/2019: Dmitry Teteruk Espoo 13/03/2019: Dmitry Teteruk
IoT done well	<ul style="list-style-type: none"> IoT Reference Architecture. Overview, microservice architecture, scalability Data Warehousing, data integration, etc. 	16:30 – 16:45 15 mins	Prague 23/01/2019: Dmitry Teteruk Milan 06/02/2019: Dmitry Teteruk Espoo 13/03/2019: Dmitry Teteruk
Azure Sphere	<ul style="list-style-type: none"> Azure Sphere HW architecture overview Where and how we can deploy our own code? Debugging 	16:45 – 17:25 40 mins	Prague 23/01/2019: Maarten Struys Milan 06/02/2019: Juergen Schwertl Espoo 13/03/2019: Juergen Schwertl
Call to Action	<ul style="list-style-type: none"> Resources, IoT School, Certifications, Architecture Design Session 	17:30 5 mins	Prague 23/01/2019: Dmitry Teteruk Milan 06/02/2019: Dmitry Teteruk Espoo 13/03/2019: Dmitry Teteruk

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	Breakfast & Welcome (45 mins)	Description
8:15 – 10:30	Executive Keynote (30 mins)	This session will outline what Microsoft's \$5B investment in IoT means for your IoT business vision
	Azure IoT and the Intelligent Edge (60 mins)	The holy grail of IoT is the ability to easily distribute intelligence between cloud and devices (the edge). Discover how edge innovations will help you find and certify secure edge hardware, monetize edge modules, and build edge-enabled IoT solutions.
	Morning Break (30 mins)	
11:00 – 13:00	Addressing the Challenges of IoT Security with Azure Sphere (60 mins)	This session provides an overview of Azure Sphere's unique security capabilities so that you can reimagine your business, drive innovation and delight customers.
	Building Intelligent Edge Solutions with Microsoft IoT and other Technology Programs (30 mins)	This session will showcase how Distributors, SIs and OEMs are working together to design, build and deploy scalable repeatable solutions leveraging innovations in Vision, Voice, IoT Edge and Cognitive Services to enhance IoT solutions.
	The 4 Steps of Digital Transformation (Partner-Customer Case Study) (30 mins)	Learn how to develop profitable, sustainable and scalable IoT business models by leveraging solution accelerators, designed to minimize the complexity of building and taking to market transformative innovations in the energy, smart building and home, healthcare, retail, security and surveillance and transport and logistics sectors.
13:00 – 14:00 Lunch & Networking & Showcase Time		
14:00 – 17:30	<p>Business Methodology on IoT & Showcase Time We examine different approaches to partnerships that deliver ecosystem success through the design, build and scale of repeatable IoT solutions with Microsoft.</p> <p>Real life Business Model Workshop (3 parts) Break 30 mins</p> <ol style="list-style-type: none"> 1. Business Model Innovation (why would you connect your products?) 2. Getting from inspiration to production (45 mins) 3. Co-sell at Microsoft – What does it mean? (45 mins) 	<p>Technical Track & Showcase Time We dive into recent Microsoft IoT Product innovations, from intelligent edge to intelligent cloud, and advancements in AI that create new reference architecture opportunities. Experience connecting trigger devices like buttons, lightbulbs, sound sensors, industrial wearables and an AI camera to Azure IoT Hub and Azure Central.</p> <p>We will cover different topics during 3 hours: Simplification of IoT, Intelligent Edge and Hybrid, IoT Done Well and Azure Sphere.</p> <p>There will be 30 minute coffee break during Technical Track.</p>