

## Partner Summit Agenda at a Glance

Monday, May 4, 2009

Grand Ballroom East B

Grand Ballroom East A

Veranda 1-4

7:00 AM - 8:00 AM	Breakfast		
8:00 AM - 10:00 AM	Lead the Storage Future with Compellent – Phil Soran, CEO Road to the Future: The Next Generation of Storage Center – Bruce Kornfeld and Marty Sanders		<b>KEY</b>
10:00 AM - 10:15 AM	Refreshment Break		
10:15 AM - 11:00 AM	Understanding the True Cost of NetApp's System – Patrick Crocker <b>WIN</b>	Easily Deploy and Manage Microsoft Hyper-V Servers – Josh Raw <b>INTG</b>	Selling the Advantages of Live Volume – Tom Sherman <b>SELL</b>
11:00 AM - 11:15 AM	Break		
11:15 AM - 12:00 PM	Behind the Scenes of Live Volume – Scott DesBles <b>TECH</b>	Selling Automated Tiered Storage and Intelligent SSD – Chad Thibodeau <b>SELL</b>	QLogic Virtualization – Kirk Jenkins, QLogic <b>INTG</b>
12:00 PM - 1:15 PM	Lunch		
1:15 PM - 2:00 PM	How to Optimize Data Progression with SSD – Russ Taddiken <b>TECH</b>	Constructing a High Performance Storage Environment – Tim Plaud <b>ARCH</b>	Selling Enterprise Manager Replication – Pat Black <b>SELL</b>
2:00 PM - 2:15 PM	Break		
2:15 PM - 3:00 PM	VMware Site Recovery Manager and Compellent – Darin Schmitz <b>INTG</b>	Selling Replay Manager and Single Mailbox Recovery: Restore Email Archives Faster – Pat Black <b>SELL</b>	Selling Compellent NAS: File and Block Level in the Same System – Chad Thibodeau <b>SELL</b>
3:00 PM - 3:15 PM	Refreshment Break		
3:15 PM - 4:00 PM	PowerShell: Accelerate Automation for Windows Data Centers – Shane Burton <b>TECH</b>	Dell/EqualLogic: Lead with Utilization, Close with Efficiency – James Rupprecht <b>WIN</b>	Syncsort and Compellent: Solve Your Customers' Virtual Environment Data Protection Dilemma – Leon D. Surgeon, Syncsort <b>INTG</b>
4:00 PM - 4:15 PM	Break		
4:15 PM - 5:00 PM	Spend Time with a Compellent Expert – Compellent's Product Specialist Team <b>TECH</b>	Architecting Your Storage Fabric Efficiently – Dennis Ruff, Cisco <b>INTG</b>	Selling Copilot Services: Expand Your Business Portfolio – Jamie Blomquist <b>SELL</b>
6:30 PM - 9:30 PM	Partner Evening Event: The Future is Bright (Transportation beginning at 6:15 PM from Hotel Lobby North Entrance; return transportation on a continuous basis)		

**KEY** **Keynote** – These feature a keynote speaker and cover storage industry topics and trends relevant to all attendees.

**ARCH** **Architect** – These sessions teach the experienced technical person how to design or architect an environment to meet customer needs.

**SELL** **How to Sell** – Sales attendees will get an overview of a specific Compellent feature and learn how to position the benefits to address customer pain points.

**WIN** **Competitive Drill Down** – Attendees will learn how to differentiate the Compellent solution to win more deals when positioning against a specific competitor.

**INTG** **Integrating Technologies** – Research a technology alliance partner and see how their offering(s) can be integrated with Compellent for a more complete solution.

**TECH** **Technical Deep Dive** – An in-depth look inside the Compellent SAN with the presenter demonstrating on live Compellent equipment.

Tuesday, May 5, 2009

## Partner Summit Agenda at a Glance

Grand Ballroom East B

Grand Ballroom East A

Veranda 1-4

7:00 AM - 8:00 AM	Breakfast		
8:00 AM - 10:00 AM	How You Can Become A Compellent Channel Chief – Brian Bell and Mike Beach Business Partner Roundtable: What's Working in the Channel for Storage and IT – Moderated by Joe Kovar, Everything Channel – Joe Healy, Insight Investments – Pat Mulvey, Sidepath – Scott Winslow, Winslow Technology Group – Sonia St. Charles, Davenport Group		<b>KEY</b>
10:00 AM - 10:15 AM	Refreshment Break		
10:15 AM - 11:00 AM	A Look Inside Replay Manager and Rapid Mailbox Recovery – Damon Zaylskie <b>TECH</b>	What Big Blue Doesn't Want You to Know: Selling Against IBM – Mark Mann <b>WIN</b>	Selling Portable Volume To Jumpstart Replication – Chad Thibodeau <b>SELL</b>
11:00 AM - 11:15 AM	Break		
11:15 AM - 12:00 PM	How Portable Volume Jumpstarts Replication – Brad Rapp <b>TECH</b>	Automatically Tier Your Way Past HP and LeftHand – Dave Short <b>WIN</b>	Selling Enterprise Manager – Accurate Reporting that Reduces Storage Costs – Pat Black <b>SELL</b>
12:00 PM - 1:15 PM	Lunch		
1:15 PM - 2:00 PM	Leveraging Compellent's TCO Advantage – Jamie Blomquist <b>SELL</b>	Spectra Logic: Tape Without Pain – John Broom and Betsy Doughty, Spectra Logic <b>INTG</b>	Selling Compellent Hardware: Controllers, Drives, Switches and HBAs – Chad Thibodeau <b>SELL</b>
2:00 PM - 2:15 PM	Break		
2:15 PM - 3:00 PM	Position Your Way Past 3PARs Proprietary Hardware – Tim Plaud <b>WIN</b>	Configuring a Data Center for Your Customer's Needs – Jeff Lamothe <b>ARCH</b>	How Data Instant Replay and Data Progression Work Together – Scott DesBles <b>INTG</b>
3:00 PM - 3:15 PM	Refreshment Break		
3:15 PM - 4:00 PM	Remote Instant Replay – Using Enterprise Manager for Replication and Reporting – Mike Recker <b>TECH</b>	Optimizing VMware on a Compellent SAN – Paul Jacobsen, VMware <b>INTG</b>	EMC: Why Biggest Isn't Always Best – Russ Taddiken <b>WIN</b>
4:00 PM - 4:15 PM	Break		
4:15 PM - 5:00 PM	Compellent Connectivity Hardware and Primary Reserve Port Technology – Russ Taddiken <b>TECH</b>	Compellent Features and Futures: What's Important To You – Bob Fine and Bruce Kornfeld <b>TECH</b>	Spend Time with a Compellent Expert – Compellent's Product Specialist Team <b>TECH</b>
6:30 PM - 9:30 PM	The Future is Green: Partner and Customer Networking Event (Transportation beginning at 6:15 PM from Hotel Lobby North Entrance; return transportation on a continuous basis.)		

Schedule is tentative and subject to change.

Please visit [www.compellent.com/cdrive](http://www.compellent.com/cdrive) for details about Sunday's welcome event and Wednesday installation re-certification course.