Tech Data

CLOUD INSIDERS

LIVE | June 14 - 18

This is a partner conference for our Tech Data partners to learn, collaborate and connect. The event will feature training and certification opportunities, a chance to engage with leadership, vendor sponsors and channel experts, and much more.

What should I expect from this event?

What Cloud Insiders Live is...

- Week long, inclusive event for everyone
  - *Share the event with the whole team!*
- Build your own agenda by picking which sessions are most relevant to your job role, interests and level of technical understanding
- Best in class training, workshops & certifications through ExitCertified and vendor partners
- Networking and coaching opportunities with industry leaders, technology partners and peers
- Sessions and coaches focused on professional development, diversity equity and inclusion, and more!

What Cloud Insiders Live is not...

- Being expected to attend every session and be online for the entirety of the event
- Static, one-way infomercials for Tech Data/vendor products and services
- Virtual expo hall with people in booths waiting for you to join them

Explore Zones, Sessions & Coaches

Full catalog of sessions will be released during enrollment period

Explore Zones, Sessions & Coaches

Welcome Session | *Kickoff for the Event*

Training Zone | *ExitCertified & Vendor-Led Training*

Transformation Zone | *Practice Building Workshops & Sessions*

Solution Zone | *Tech Data Solution Sessions*

Connection Zone | *Peer Networking & Subject Matter Experts*

Welcome Session | *Kickoff for the Event*

Stacy Nethercoat, SVP Cloud Solutions Americas, and Tech Data Cloud leaders set the stage for an action-packed week of learning and connecting, sharing insights on trends in Cloud and how Tech Data is here to support.

Stacy will also be joined by a special guest speaker from Microsoft for a dynamic conversation on the state of cloud and the channel.

Great for: **All Attendees**

Training Zone | *ExitCertified & Vendor-Led Training*

ExitCertified & Vendor-Led trainings for IT Solution Providers that focus on selling cloud, fundamental/intermediate technical training and specializations.

Planned sessions include:
- Microsoft: Selling Azure Cloud, AZ-900, AZ-104, MS-900
- Microsoft 365 + Surface: Sales & Technical Fundamentals
- AWS: Cloud Practitioner, Architecting on AWS, Data Analytics on AWS, IoT on AWS
- Google: GCP Fundamentals, Administrator Fundamentals, Deployment Services for Workspace, Google Workspace and Work Transformation for Sales
- Veeam: Certified Engineer

Great for: Technical   Sales

TechData | ExitCertified®

Microsoft

aws

Google

+more

Transformation Zone | *Practice Building Workshops & Sessions*

Attend sessions, roundtables and meet with coaches that will help you build and grow your cloud practice, no matter where you are on your cloud journey. There will be workshops on marketing, various practice building segments and walkthroughs of Tech Data Cloud's enablement programs.
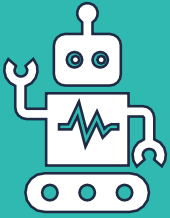
Planned sessions include:
- Principles of Cloud Strategy: A Philosophical Approach to Scaling Your Cloud Practice
- Cloud Assessment on Readiness
- Your Path to Strategic Alignment
- How to Build a Vertical Strategy
- Cloud Profitability Workshop
- Marketing Strategy Workshops

Great for: Decision Maker   Marketing

Solution Zone | *Tech Data Solution Sessions*

Powerful talks and panels with Tech Data leaders that will be discussing how to enable business transformation by capturing end-to-end value across the digital organization.

Planned sessions include:
- The Hybrid Cloud Revolution
- The Perfect Pair: Device & Cloud in the Next Gen Workplace
- Cybercrime in the Cloud
- Digital Practice Builder Café
- Channel Development for ISVs

Great for: All Attendees

Connection Zone | *Peer Networking & Subject Matter Experts*

Full catalog of sessions and Coaches will be released during enrollment period

A chance for attendees to connect with subject matter experts, thought leaders, and each other!

Planned sessions and Coaches include:
- Tech Data Coaches Café
- DX: The Future is Flat
- Allyship in Action
- So You Want a Career in Tech?
- Various Roundtables

Great for: All Attendees

Connect with an assortment of channel experts throughout the event!

What's Next?

I need to register for the event...

- [**You can register for the event here!**](#)

- You will be notified when the enrollment period officially opens!

   May 17, 2021 @ 11am EST

   - When the enrollment period opens you will be able to sign up for exclusive trainings and workshops. Some, but not all, sessions require advanced commitment from your end in order to be executed appropriately the week of the event.

   - After you build your event agenda you can kick back and relax. You will be notified if new sessions are added or anything changes.

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QUESTIONS?

If you would like to sign up for a training or workshop prior to the enrollment period, please reach out to CloudInsiders@techdata.com or your Cloud account manager.

We're looking forward to seeing you June 14-18!