



Full Speed

November 1-3, 2016

ECOSYSTEM EXCHANGES SCHEDULE

Partner	Partner Description (1-2 sentences)	First Name	Last Name	Web URL	Tues	Tues	Wed	Wed	Wed
					1-Nov	1-Nov	2-Nov	2-Nov	2-Nov
					8-10	10-12:30	11:30-1:30	1:30-3:30	3:30-5
Actility	Actility is an innovator and industry leader in LPWA (Low Power Wide Area) large scale infrastructure. Actility's ThingPark™ is a next generation standards-based IoT platform. The ThingPark Wireless LPWA network provides long-range coverage for low-power consumption sensors. ThingPark Wireless offers big data storage for sensor data and exposes sensor capabilities through an open API, enabling developers to create vertical applications using the installed base of sensors. The ThingPark platform offers embedded software solutions and cloud solutions to connect devices with innovative applications. With its dedicated online marketplace for IoT sensors, applications and network solutions, ThingPark simplifies and accelerates the roll-out of innovative IoT services. Actility is a founding member of the LoRa Alliance: the largest, most powerful open standards-based enabler of the Internet of Things. To find out more, visit www.thingpark.com .	Boris	Dezier	www.actility.com		X		X	
Alliancesphere	Do you want to sell digital solutions and the associated services? If so, don't miss learning about Cisco's ACES (Accelerating Cisco Ecosystem Sales) digital solutions framework. Alliancesphere was a co-developer of the ACES best practice and is currently engaged with numerous major Cisco partners to bring several digital solutions to market. Meet with Alliancesphere's CEO to learn how you can cut your digital solutions sales times by 25%, 50% & more. Supercharge the sales of digital solutions and your associated services with ACES!	Lorin	Coles	www.alliancesphere.com				X	X
Amdocs	Amdocs is the market leader in customer experience software solutions and services for the world's largest communications, entertainment and media service providers. For more than 30 years, Amdocs solutions, which include BSS, OSS, network control, optimization and network functions virtualization, coupled with professional and managed services, have accelerated business value for its customers by simplifying business complexity, reducing costs and delivering a world-class customer experience.	Dan	Hod	www.amdocs.com		X	X		
azeti Networks	azeti Networks is a global provider of IoT technology. azeti's asset management software helps businesses manage and monitor their complex infrastructures, enabling them to operate at the highest level of efficiency while maintaining operations continuity.	Thorsten	Schaefer	www.azeti.net	X	X			
Bayshore	Bayshore Networks®, named a Gartner Cool Vendor and SINET 16 Innovator for 2015, is the cybersecurity leader for the Industrial Internet of Things. The Company's award-winning, patented Bayshore IIOT Gateway™ software unlocks the power of the Industrial Internet by enabling industrial applications and data. It provides Fortune 1000s with unprecedented visibility into their Operational Technologies, safely and securely protecting industrial applications, networks, machines and workers	Tucker	Durmer	www.bayshorenetworks.com	X	X			
Citrix	Citrix and Cisco are market leaders in Desktop Virtualization and Virtual Data Center Infrastructure. In a place where all business is digital business, Citrix and Cisco empower customers to make the extraordinary possible. Together, we accomplish this by partnering to deliver integrated technology services for secure delivery of apps and data – anytime, anywhere.	Taylor	Mark	www.citrix.com	X	X			
Cloudera	Cloudera the market leader in Hadoop delivers the modern platform for data management and analytics. They provide the world's fastest, easiest, and most secure Apache Hadoop platform to help you solve your most challenging business problems with data.	Mike	Kaleta	www.cloudera.com				X	X
CommVault	Commvault software is used to analyze, backup and recover, replicate, archive, and search data and information across the enterprise and across any storage devices – from data center to desktop to laptops and in the cloud. Commvault and Cisco have collaborated on optimizing environments where their technologies are jointly deployed. Among those collaborations is the development of the reference architecture for the Cisco Backup-as-a-Service (BaaS) solution powered by Commvault software.	Brian	Allison	www.commvault.com	X	X			
Davra	Our vision is to provide a complete IoT platform that allows our customers to define, build and bring to market vertical specific IoT applications. Our RuBAN™ platform is a customer premise or cloud based, simple to use application enablement platform that takes critical data from the network and any connected devices or sensors and publishes it through our IOT open API making it easy to build and run Internet of Things (IoT) applications.	Paul	Glynn	www.davranetworks.com		X	X		
Esri	The ArcGIS Platform from Esri provides geospatial technology and is the system of record for organizations of all kinds whose businesses depend on location-based information. Esri ArcGIS software delivers location-based and spatial analytics to build and maintain strategic partner solutions for focus factors such as Smart Communities/Cities, Energy & Power Utilities, Transportation and Manufacturing among others.	Julio	Olimpio	http://www.esri.com/		X	X		
Fusion Consulting	Since 2006, Fusion Consulting has brought business intelligence and data warehouse solutions to the marketplace as an award winning SAP Gold Partner and Cisco Preferred Partner. Over the years, our firm has been selected by numerous healthcare systems and Fortune 500 enterprises in various industries, where we have delivered over 200 successful data management solutions.	Vishwa	Karthik	www.fusionconsultinginc.com			X	X	
GE	GE and Cisco are collaborating to bring transformational digitization to industries such as oil and gas, transportation, healthcare, and power generation. Using open standards, Cisco's networking and GE's Predix software platform, this partnership is enabling intelligent networking between machines for advanced analytics applications.	Abhi	Kunte	http://www.ge.com				X	X
Grass Valley	For more than 55 years, Grass Valley has worked closely with broadcast and media customers of every size – all over the world – to meet their needs for acquisition, production and playout. Today Grass Valley and Cisco are developing joint solutions that combine the strengths of Grass Valley's Broadcast Data Center architecture with Cisco Media Blueprint solutions to deliver IP-based, virtualized, and media-aware network infrastructure and applications based on open IP standards.	Neerav	Shah	http://www.grassvalley.com				X	X
Honeywell	From the factory floor to the office, Honeywell and Cisco are creating next-generation workplaces with the ability to manage the energy footprint across the whole enterprise. The two companies are collaborating on joint solutions for process control that leverage Honeywell's system integration capabilities with Cisco's network as the platform.			http://www.honeywell.com				X	X
IBM - Collaboration	Cisco and IBM are extending the Collaboration market by integrating our Collaboration Solutions into a next Generation Collaboration Platform	Inhi	Suh	www.ibm.com		X	X		
IBM - Big Data & Analytics	IBM Data Center - Big Data and Analytics with VersaStack	Bruce	Chumley	www.ibm.com	X	X			
Itron	Itron is a leading provider of smart metering, data collection and utility software systems to optimize the delivery and use of energy and water. Itron and Cisco are partnering to deliver open standards-based networking technology for metering across neighborhoods and cities.	Ed	May	http://www.itron.com				X	X
Johnson Controls	Johnson Controls and Cisco develop and deliver converged, IP-centric smart buildings (network systems and services) for improved efficiency, operation, and sustainability. Johnson Controls is a global technology and industrial leader in building technologies and energy management with a broad equipment and controls offering coupled with market-leading integration capabilities	Jim	Nannini	http://www.johnsoncontrols.com				X	X
Librestream	Librestream provides video collaboration solution for use in the field that integrates with Cisco technologies including wireless network products, TelePresence, WebEx and video infrastructure. Librestream's Onsite mobile video collaboration system provides an interactive experience to immediately connect experts with mobile field workers, customers, suppliers, remote locations and even patients. The full Onsite solution includes Onsite wireless rugged smart cameras as well as Onsite Connect collaboration software for PCs, smartphones and tablets.	Marieke	Wijtkamp	www.librestream.com		X	X		
LiveAction	LiveAction is a network and application performance management software company with powerful visualization, analytics and control. LiveAction's software includes an innovative and interactive visual display with real-time big data analytics and deep control of network hardware to reduce complexity and pain points.	Dana	Matsunaga	www.liveaction.com	X	X			
MapR	MapR enables organizations to create disruptive advantage and long-term value from their data with the industry's only Converged Data Platform, which delivers distributed processing, real-time analytics, and enterprise-grade requirements across cloud and on-premise environments—while leveraging the significant ongoing development in open source technologies including Spark and Hadoop.	Tracy	Lothringer	www.mapr.com				X	X
MobileIron	MobileIron stands out from other MDM vendors by providing expanded EMM capabilities to IT organizations that need to secure mobile devices, applications and content. The MobileIron Enterprise Mobility Management (EMM) solution is a mobile security platform that secures data-at-rest on mobile devices, in applications, and in cloud storage, as well as data-in-motion as it moves between corporate networks, devices, and storage repositories.	Marc	Mol	www.mobileiron.com	X			X	



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Molex	As a leading provider of electronic components and solutions, Molex views innovation as a tool for solving complex customer challenges. This philosophy has helped us not only create many pioneering electronic solutions, but also build a globally recognized company. One of those solutions is the Transcend Connected Lighting system. Transcend is a complete, robust system comprising Cisco® networking technology, Molex Transcend Software, category cables, sensors and a PoE gateway, as well as a broad offering of lighting fixtures from our respected lighting manufacturing partners. Molex Transcend software is a PC-based tool that acts as the "brain" of the system for testing and reporting, while the PoE gateway connects to a Cisco Catalyst switch port via a Molex category cable. Cisco technology enables a secure network communication via a low voltage IP infrastructure to distribute power and data to lighting, sensors and other devices locally. Together, these components enable secure, seamless transmission of data and power over IP and superior control over your lighting system.	Michael	Picini	http://www.molex.com		X		X	
N3N	N3N provides an easy way to monitor all your IT operations, applications, infrastructure, and your business services from a single view.	Erhan	Cakmak	www.n3n.co.tr	X			X	
NetApp - Americas	Flexpod has become the number 1 integrated Infrastructure in the market today. At NetApp, innovation is born of imagination and molded by pragmatism. As a leading innovator in networked storage systems, storage and data management, and scale-out technologies, NetApp is dedicated to simplifying the complex world of enterprise data management to help IT organizations reduce cost and complexity, lower risk while increasing control, and adapt quickly in response to change. Our Advanced Technology Group (ATG) was established to explore trends in storage, data, and information management while maintaining a clear focus on turning these ideas into future NetApp products.	Peter	Friedman	https://www.netapp.com/			X		
NetApp - EMEAR	Flexpod has become the number 1 integrated Infrastructure in the market today. At NetApp, innovation is born of imagination and molded by pragmatism. As a leading innovator in networked storage systems, storage and data management, and scale-out technologies, NetApp is dedicated to simplifying the complex world of enterprise data management to help IT organizations reduce cost and complexity, lower risk while increasing control, and adapt quickly in response to change. Our Advanced Technology Group (ATG) was established to explore trends in storage, data, and information management while maintaining a clear focus on turning these ideas into future NetApp products.	Ramon	Talboo					X	
NetApp - APJ	Flexpod has become the number 1 integrated Infrastructure in the market today. At NetApp, innovation is born of imagination and molded by pragmatism. As a leading innovator in networked storage systems, storage and data management, and scale-out technologies, NetApp is dedicated to simplifying the complex world of enterprise data management to help IT organizations reduce cost and complexity, lower risk while increasing control, and adapt quickly in response to change. Our Advanced Technology Group (ATG) was established to explore trends in storage, data, and information management while maintaining a clear focus on turning these ideas into future NetApp products.	Rick	Scurfield						X
OSisoft	OSisoft provides an open infrastructure to connect sensor-based data, operations and people to enable real-time intelligence. Their flagship product, the PI System, enables businesses to capture and leverage sensor-based data across the enterprise to improve efficiency, sustainability, quality and safety.	Stewart	Young	http://www.osisoft.com/		X	X		
Philips	Philips Lighting, the global connected lighting products, systems, and services leader, combines innovative LED and conventional light products with digital innovation to deliver rich experiences, greater value, and improve lives. Philips is a key partner for the Cisco Digital Ceiling.	Ivo	Rutten	http://www.usa.lighting.philips.com/home				X	X
Phunware	Phunware's real-time Indoor Mapping, Navigation and Location-Based Marketing solutions are used by shopping centers, hospitals, airports, university campuses, stadiums, and other indoor venues to increase revenue and customer satisfaction. In addition, we also provide a fully-integrated and modular cloud-based platform which includes application development, content management, advertising, and analytics functionality.	Alan	Knitowski	www.phunware.com	X		X		
Pivotal	Pivotal, the company accelerating digital transformation for enterprises, has executed a solutions partner and global reseller agreement with Cisco to deliver Pivotal Cloud Foundry to market in conjunction with Cisco's Meetpod offering. Through this collaboration, Pivotal and Cisco will deliver a turnkey enterprise cloud platform that enables customers to innovate faster, and respond to market opportunities with start-up speed and enterprise reliability.	Danny	Zaidifard	http://www.pivotal.io			X	X	
PrideVel	PrideVel Group is dedicated to delivering tailor-made services & Solutions to its valued customers across various technologies with pride & passion. Building teams of talented people, with unmatched expertise in cutting edge technology Solutions, developing strategies that work in the real world, make PrideVel your first choice to provide business Solutions.	Ravi	Pusuluri	www.pridevel.com		X	X		
PTC/Thingworx	PTC delivers technology solutions that transform the way you create, operate and service products. Thingworx, a wholly owned subsidiary of PTC, focuses on rapid development of IoT apps. Organizations turn to ThingWorx partners to rapidly, securely and economically build and maintain connected solutions. The undisputed result: rapid creation of innovative applications across an extensive range of markets.	Adam	Napolitano	https://www.thingworx.com www.ptc.com			X		
Puppet Labs	Puppet Enterprise is IT automation software that helps system administrators manage the infrastructure lifecycle, from provisioning and configuration to patch management and compliance. Using Puppet Enterprise, system administrators can easily automate repetitive tasks, quickly deploy critical applications, and proactively manage infrastructure changes, scaling from 10s of servers to 1000s, on-premise or in the cloud.	Simon	Hayes	www.puppetlabs.com	X	X			
Purple	Purple is a powerful, secure and cloud-based solution that detects all nearby WiFi-enabled devices. By allowing your guests to use social media (or a short form) to log in to your network, you can: Learn detailed demographic information like age, gender and geographical location Gain valuable insights – how often customers visit, how long they stay, how they explore the venue – via the Purple Portal, our unique reporting and marketing suite Market to customers in real-time as they enter and browse your store or venue	Gavin	Wheeldon	www.purplewifi.com	X	X			
Red Hat - Global	Red Hat delivers a comprehensive portfolio of secure products and services using the same open, collaborative business model and an affordable, predictable subscription model. Cloud Computing, Middleware, OS, Storage, Virtualization, Mobile	Mark	Wohlfarth	https://www.redhat.com/en		X			
Red Hat - U.S.	Red Hat delivers a comprehensive portfolio of secure products and services using the same open, collaborative business model and an affordable, predictable subscription model. Cloud Computing, Middleware, OS, Storage, Virtualization, Mobile	Sam	Lee	https://www.redhat.com/en			X		
Relayr	relayr is an IoT company for the Digital Transformation of Industries. We provide a device, hardware and sensor-agnostic enterprise middleware platform, and powerful, simple-to-use tools which enable fast and cost effective development of new solutions, equipment and services for the Internet of Things.	Guneet	Bedi	www.relayr.io	X	X			
SAP	As the market leader in enterprise application software, SAP is at the center of today's business and technology revolution. SAP helps you streamline your processes, giving you the ability to use live data to predict customer trends – live and in the moment. Across your entire business. When you run live, you run simple with SAP.	Horst-Udo	Schulte	http://go.sap.com/index.html					X
SAS	SAS is the industry leader in analytics, specializing in business intelligence, customer analytics and fraud. SAS and Cisco are building out multiple solutions that enable our customers to modernize their SAS analytics optimized on UCS and leverage edge analytics thru SAS Event Stream processing on a Cisco edge device. Learn how to partner with SAS to grow your software and solutions business.	Elishia	Rousos	www.sas.com			X	X	
Schneider	Schneider Electric is a global leader in energy management and is collaborating with Cisco on convergent architectures for O&G, Industry, Utility and Buildings segments	Kim	Povlsen	http://www.schneider-electric.com		X	X		
Singlewire	Singlewire InformaCast Advanced Notification is a full-featured emergency notification solution that enables people to reach an unlimited number of Cisco IP phones, speakers, cell phones (with InformaCast Mobile Service) and other devices with text and live, ad-hoc, pre-recorded, or text-to-speech audio.	David	Tucker	www.singlewire.com	X	X			



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Splunk - APJ	We're hitting the easy button with Splunk to uncover immediate opportunities, generate demand and increase pipeline. The joint solutions with Splunk are horizontal sales plays for every sales segment and vertical. IT Operations: Real-time Insights, comprehensive visibility with Splunk Enterprise software for Cisco's UCS Compute. Provide a single pane of glass solution to quickly identify and remedy issues impacting performance & uptime in today's complex IT Infrastructure. Security Analytics: Comprehensive, continuous visibility to defend against multi-dimensional cyber attacks, known/unknown threats with Splunk and Cisco UCS. Use machine level data and a large library of apps for Cisco security and networking products to build a holistic security solution.	Richard	Smith	www.splunk.com			X		
Splunk - EMEAR	We're hitting the easy button with Splunk to uncover immediate opportunities, generate demand and increase pipeline. The joint solutions with Splunk are horizontal sales plays for every sales segment and vertical. IT Operations: Real-time Insights, comprehensive visibility with Splunk Enterprise software for Cisco's UCS Compute. Provide a single pane of glass solution to quickly identify and remedy issues impacting performance & uptime in today's complex IT Infrastructure. Security Analytics: Comprehensive, continuous visibility to defend against multi-dimensional cyber attacks, known/unknown threats with Splunk and Cisco UCS. Use machine level data and a large library of apps for Cisco security and networking products to build a holistic security solution.	Ed	Dolman	www.splunk.com				X	
StorMagic	StorMagic vSAN eliminates the need for physical SANs, preventing downtime for business critical applications, and lowering IT acquisition and operating cost.	Hans	O'Sullivan	www.stormagic.com	X			X	
Tatung	Tatung is a leading brand in energy saving and green energy related systems and services in Taiwan. Our specialized smart solutions can be easily applied to smart community, smart buildings, smart home, smart healthcare, and smart surveillance systems. One of the many achievements of the Company includes the award winning microgrid system built for Pingtung County Government. The project won the Smart Energy Saving Award for the Innovative Application of Smart City by the Board of Science and Technology, the Executive Yuan of Taiwan. As a conglomerate, Tatung's investees involve in major industries such as optoelectronics, energy, system integration, industrial system, branding retail channel, and asset development. Those that are public listed on the Taiwan Stock Exchange include Chunghwa Picture Tubes, Forward Electronics, Shan Chih Semiconductor(3579), Green Energy Technology Tatung Fine Chemicals, Elitgroup Computer Systems(2331), and Tatung System Technologies.	TC	Lin	http://www.tatung.com.tw/en/index.asp?langCN=EN		X		X	
Unified FX	MigrationFX makes Endpoint migration easy! The Endpoints are sent out en-masse, the user unplugs the old Endpoint for the new and the migration happens automatically. Upgrading old Cisco Endpoints en-masse to new Cisco Endpoints can be a very disruptive due to engineers having to go onsite, they have to physically swap the End User Endpoints over getting in the way of the day to day running of the business, say for example in a Call Center. Even before the engineers get onsite the new Endpoints all have to be pre-configured for each user individually with Speed, date, Button layouts, Contacts, Presets and Services and in most cases it's not possible to do it all at 100% like for like with the old Endpoint. So invariably End Users are unhappy and have to spend valuable business time configuring their own Endpoint.	Phil	Coll	www.unifiedfx.com	X			X	
Veeam	Veeam leverages server virtualization, modern storage and the cloud to provide Availability for the Always-On Enterprise™ and deliver recovery time and point objectives (RTO™) of <15 minutes for ALL applications. Veeam provides fast, flexible and reliable recovery of virtualized applications and data, unifying backup and replication in a single solution for VMware vSphere and Microsoft Hyper-V virtual environments.	Cynthia	Bogolub	www.veeam.com	X	X			
VertitechIT	VertitechIT provides high-level strategic counsel and sophisticated tactical support to healthcare institutions across the country, while also serving select Fortune 1000 companies in the enterprise sector. The Software Logic division is a managed Microsoft Gold Partner. They have also partnered with select independent software vendors and cloud services providers who offer innovative products and services that complement their core offerings consisting of: Private Cloud Provisioning and Management, IT Process Automation, Server Virtualization, Server/Desktop/and Mobile Device Management, Comprehensive IT Service Monitoring, Service Desk Management, IT Change Management, Data Protection and Recovery.	Mike	Machulsky	www.vertitechit.com		X	X		
Virtustream	Virtustream has deep SAP expertise, helping enterprises take advantage of cloud economics with its xStream-powered infrastructure-as-a-service (IaaS) offerings. Virtustream specializes in cloud and hosting services for SAP, with nearly 500 SAP HANA instance migrations to date. It was the first service provider to offer SAP and SAP HANA in a multitenant cloud. To meet the security, compliance, performance, and efficiency requirements of complex production applications in the cloud, Virtustream selected Cisco UCS and Cisco networking technology for its data centers.	Stacy	Hayes	http://www.virtustream.com			X	X	
Wasion Group	Wasion Group is the leading supplier of Chinese smart measuring, smart power distribution & utilization and energy saving management integrated solution with the mission of committing to be the "Energy Measuring & Energy Saving Expert" of China and even the world. Listed successfully on the main board of Hong Kong Stock Exchange in December 2005, it is the first professional group in energy metering and energy-saving in China that listed outside mainland China, and the first company in Hunan Province that listed on main board outside mainland China.	Zhongping	Tian	http://www.wasion.com/EN/		X		X	
ZAG	At ZAG Technical Services the customer is our focus. We were founded on being a trusted adviser for our clients. We work to ensure that Technology meets their business needs. Technology should add value to an organization. It should not be a simple cost center. ZAG enables organizations to meet this goal.	Greg	Gatzke	http://www.zagtech.com/	X		X		
Zenoss	Zenoss is a leading provider of unified IT monitoring and management software for physical, virtual, and cloud-based IT infrastructures. More than 35,000 organizations worldwide have deployed Zenoss to manage their networks, servers, virtual devices, storage, and cloud infrastructure, gaining complete visibility into their IT operations. Cisco & Zenoss are working together on ACI, OEMPM and cloud ecosystem solutions globally.	Patrick	Emerson	www.zenoss.com		X	X		