

IoT Solution Builder Conference Brazil Event Agenda

Time	Session	Speakers
10:00am-10:35am	Executive Keynote: How do you accelerate IoT and optimize opportunities to grow revenue and profitability? Success in IoT requires a mindset in innovation, in business model and in partnership. Nicole Denil, GM of Global Channels at Microsoft, will share how Microsoft is enabling partners across the IoT value chain to design, build and scale repeatable IoT solutions from edge to cloud.	Nicole Denil, General Manager, Global Channels, IoT, Microsoft
10:35am-11:35am	Intelligent Edge and Intelligent Cloud & Addressing the Challenges of IoT Security with Azure Sphere: Learn how organizations around the world are building and securing the next generation of end-to-end IoT solutions. The rapid evolution of IoT capabilities affords unprecedented opportunities for business innovation and also new risks to manage. Learn how you can simplify your IoT journey, secure your solutions from device to the cloud and take advantage of more choice and openness to create enterprise-grade IoT and edge solutions.	Galen Hunt, Distinguished Engineer and Managing Director, Azure Sphere, Microsoft
11:35am-12:05pm	Morning Break	
12:05pm-12:35pm	Building Intelligent Edge Solutions with Microsoft IoT and other Technology Programs: Learn how innovations in IoT Edge technologies, Cognitive Services and Artificial Intelligence can be easily leveraged to enhance IoT solutions – from simple to complex scenarios. Learn how Distributors, SIs and OEMs can work together to design, build and deploy scalable, repeatable solutions.	Vivian Heinrichs, IoT Lead, LATAM, Softline Alexandre Goncalves, Solution Specialist, Intelligent Cloud, Microsoft Brazil
12:35pm-1:20pm	The 4 Steps of Digital Transformation: Learn about the four stages of digital transformation which companies go through as they leverage the capabilities of the Intelligent Cloud and the Intelligent Edge. Learn how to develop profitable, sustainable and scalable business models in a variety of partnership and commercial scenarios. Learn how to save money for you and your customers, and how to monetize new opportunities.	Andrew Smith, Senior Director Strategy & Operations, IoT Device Experience, Microsoft
1:20pm-2:20pm	Lunch Break	
2:20pm-3:05pm	Partner Case Study: Learn the top tips and tricks (and pitfalls to avoid) when selling an IoT project to your customers.	Aylton De Souza, LATAM IoT & AI Business Lead, Microsoft Guest Speakers: Paulo Pichini, CEO & Chairman, Go2next Juan Ferrari, Commercial Manager, Fracttal Fabio Hashimoto, Technology Director, Logicalis
3:05pm-3:50pm	Microsoft IoT Ecosystem and Program: The session builds on the day by providing actionable resources & tools that IoT Ecosystem can use to Build, Go-To-Market & Sell Repeatable solutions at scale. It also introduces investments & programs Microsoft has unleashed to accelerate Digital transformation of our partners (OEM, ODM, ISV, SI) all the way to End-Customers across the top vertical domains.	Denis Foucher, IoT Partner Ecosystem Manager, Americas, Microsoft
11:35am-6:30pm All day & dedicated afternoon session from 3:50pm-6:30pm	Partner-Customer Matchmaking: Use our online Matchmaking Tool to meet partners and customers who are looking for new partnership opportunities to design, build and deploy new IoT solutions.	
All-Day	Partner Solution Showcase: Explore our Partner IoT Solution Showcase that will demonstrate the strength in innovation the Microsoft IoT Partner ecosystem is driving in key verticals in collaboration with Microsoft partner ecosystem.	