



Study Tour, 23rd – 28th August 2021, IBM Montpellier

# Study Tour

23rd – 28th August 2021  
IBM Montpellier



BLUE-CHANNEL



Study Tour, 23rd – 28th August 2021, IBM Montpellier





Study Tour, 23rd – 28th August 2021, IBM Montpellier

## MONDAY 23rd August

Time	Subject	Location
PM	Arrivals at Nice Airport	Nice
15:00 BUS	Bus from Nice Airport to St Tropez	St Tropez
18:00	Apéritif & Dinner – Le Sénéquier Restaurant <a href="http://www.senequier.com">www.senequier.com</a>	St Tropez
<b>22:30 BUS</b>	<b>Please Note :</b> The bus will leave St Tropez at 22:30. The trip from St Tropez to the Hotel Mercure La Grande Motte will take 3,5 hrs. !	Hôtel Mercure La Grande Motte / Montpellier

### Le Sénéquier Restaurant, St Tropez



Study Tour, 23rd – 28th August 2021, IBM Montpellier

TUESDAY 24th August		
Time	Subject	Location
10:00 BUS	Bus will leave the hotel	La Voile Bleue
10:30 -12:30	Broadcom Welcome & IBM Marketing Campaigns, Monique Schardijn & Technical presentation (in German), Thomas Scheld, Broadcom	La Voile Bleue
12:30 – 14:00	Lunch	La Voile Bleue
14:00 – 14:30	When IT meets spine surgery, Dr Julien Tremlet, french spine surgeon. Two examples with computer assisted surgery and electric neuromodulation of residual neuropathic pain.	La Voile Bleue
14:30 – 15:00	Revolutionary solutions to protect from drug dependencies and side-effects. <i>What Health !</i> Dr Valérie Compan, CEO Brains4D	La Voile Bleue
15:00 – 15:30	IBM Quantum Computing by Olivier Hess, IBM Montpellier	La Voile Bleue
15:30 – 16:00	Coffee Break	La Voile Bleue
16:00 – 17:00	Power 10 by Birgit Roehm, Power Systems Partner Architect, IBM Technology Sales, DACH region	La Voile Bleue
17:00 BUS	Bus back to the Hotel to freshen up	
18:30 BUS	Bus will leave the Hotel Mercure	La Voile Bleue
19:00	Cocktails & Dinner followed by the Power10 Party	La Voile Bleue
23:30 or 02:00am BUS	Bus will leave at 23:30 or 02:00am from La Voile Bleue to the Hotel	

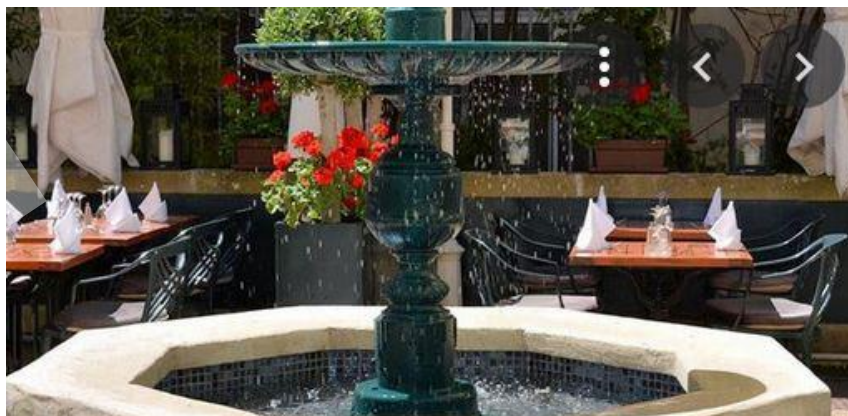
La Voile Bleue



Study Tour, 23rd – 28th August 2021, IBM Montpellier

WEDNESDAY 25th August		
Time	Subject	Location
10:00 BUS	Hotel Mercure, La Grande Motte – La Voile Bleue	
10:30 – 12:00	Meet the IBM Experts : Roundtable & / or B2B meetings - subjects TBD via Melanie and then Christophe will find the specialists. Blockchain business cases, IBM SW Stack, Spectrum Stack.	La Voile Bleue
12:00 – 12:30	SANNav demo – This demo will show you how easy it works, implement & deploy (Automation, Dashboard, Different menu's, What's new, Graph's, Errors) by Erwann Auffret & Guillaume Legmar, IBM Montpellier	La Voile Bleue
12:30 – 14:00	Lunch	La Voile Bleue
14:30 BUS	Back to the Hotels after lunch to freshen up	
15:30 BUS	Bus will leave the Hotel Mercure to IBM Montpellier	
16:00 – 17:30	IBM Montpellier new site visit and Z meeting for Comparex.	IBM Montpellier
17:30 BUS	Bus leaves for Place de La Comédie	Montpellier
19:00 – 23:00	Cocktails & Dinner	La Brasserie du Théâtre, Montpellier
23:00 BUS	Bus leaves for the hotel	

La Brasserie du Théâtre





Study Tour, 23rd – 28th August 2021, IBM Montpellier

THURSDAY 26th August		
Time	Subject	Location
10:00 BUS	10:00 Hotel Mercure, La Grande Motte – La Voile Bleu	La Voile Bleue
10:30 – 12:30	Broadcom Gen7 update, Autonomous SAN & SAN Analytics (In German), Thomas Scheld, Broadcom	La Voile Bleue
12:30 – 14:00	Lunch	La Voile Bleue
14:30 BUS	Back to the Hotels to freshen up and then to the Wine Tasting & evening dinner.	
15:30 BUS	Bus will leave the hotel to Le Verchant	Le Verchant
16:30 – 23:30	Wine Tasting and evening Cocktails & Tapas.	Le Verchant  <a href="https://www.domaine deverchant.com/de/accueil">https://www.domaine deverchant.com/de/accueil</a>
23:30 BUS	Back to the hotel	



Le Verchant

Study Tour, 23rd – 28th August 2021, IBM Montpellier

FRIDAY 27th August		
Time	Subject	Location
10:30 BUS	Hotel Mercure, La Grande Motte	La Voile Bleue
11:00 – 17:00	Beach & Lunch	La Voile Bleue
17:00 BUS	La Voile Bleue - Hotel Mercure, La Grande Motte to freshen up.	
18:00 BUS	Hotel Mercure, La Grande Motte – La Voile Bleue	La Voile Bleue
18:30 - Midnight	Sunny SANDays closing party	La Voile Bleue
Midnight BUS	La Voile Bleue - Hotel Mercure, La Grande Motte.	





Study Tour, 23rd – 28th August 2021, IBM Montpellier

SATURDAY 28th August		
Time	Subject	Location
11:30 BUS	Hotel Mercure, La Grande Motte – Nice Town	Nice
15:00 – 16:45	Drinks	Nice
17:00 BUS	Nice Town - Nice Airport	Nice Airport





Study Tour, 23rd – 28th August 2021, IBM Montpellier

### DRESS CODE

During the day : Casual / beach wear (shorts/t-shirts & swimwear/suncream). You will have access to Sun Beds & towels will be provided.

Evening dinners : Casual

### COVID

Please bring your paper/phone vaccination/PCR pass with a QR code.

### KEY CONTACTS DURING YOUR STAY IN MONTPELLIER

#### Christophe CAVELIER d'ESCLAVELLES - IBM

Mobile, when dialing in France 06 88 06 87 35

[chris.desclavelles@fr.ibm.com](mailto:chris.desclavelles@fr.ibm.com)

#### Nauman Khan Blue-Channel

Mobile, when dialing in France 06 63 25 68 77

[nk@blue-channel.com](mailto:nk@blue-channel.com)



#### Business Development Manager LabServices Europe

34 years of experience in IBM IT Channel, IBM Systems sales. Working with a team of more than 150 Technical Experts ( IT spe, IT Architect) mission is to organize Technical BP event in Europe on our latest technology for a better adoption of the channel to grow our Business. Based in Montpellier, The South of France.



Nauman Khan is an ex-IBM France certified executive (INSEAD promotion) with 20 years experience. He was one of the first IBMers to work with ISVs in EMEA, way back in 1995 ! He increased IBM « *blue-dollar* » revenues substantially working with ISVs and Start-Up companies during his time at IBM.

He founded Blue-Channel (Blue for « *Big Blue* ») in 2008 to assist companies grow their revenues internationally via Blue-Channel's Go2Market & Go2Prospects methodology.

For the last 4 years, Blue-Channel has been helping IBM Montpellier to design & market innovative technological seminars for IBM BPs throughout EMEA.



Study Tour, 23rd – 28th August 2021, IBM Montpellier

## **Buisness Partner (BP) PARTICIPANTS**

Melanie Ritschka	TechData Austria
Florian Ungersböck	TechData Austria
Ing. Robert Kibler	EDV-Design Informationstechnologie GmbH
Jiri Cech	EDV-Design Informationstechnologie GmbH
Gerhard Schweinschwaller	CGM
Thomas Zimmer	COMPAREX Austria GmbH
Philip Zeugswetter	COMPECO
Oliver Schwarz	IT-SC
Armin Kappelmayr	Axians ICT Austria GmbH
Arnold Lerchbaumer	Axians ICT Austria GmbH
Bettina Pühringer	Delta Netnetcunslt GmbH
Magdalena Brückl	Delta Netnetcunslt GmbH
Kurt Stöbich	alphanet IT Infrastructure Solutions
Jürgen Mittendorfer	alphanet IT Infrastructure Solutions
Walter Längle	Webquake

## **External Speakers**

Valerie Compan	Brains4D
Sandie Choquart	Brains4D
Julien Tremlet	French Spine Surgeon







Study Tour, 23rd – 28th August 2021, IBM Montpellier

## IBM & BROADCOM PARTICIPANTS

Monique Schardijn	Broadcom
Thomas Scheld	Broadcom
Birgit Roehm	IBM Germany
Hartmut Lonzer	IBM Germany
Roman Radanov	IBM Austria
Christophe Cavelier D'Esclavelles	IBM Montpellier
Antoine Maille	IBM Montpellier (ITA Storage )
Benoit Marolleau	IBM Montpellier (ITA POWER & Cognitive) (POWER 10 Champion)
Franck Malterre	IBM Montpellier IT Spe Storage
Jean-Yves Girard	IBM Montpellier ITA Blockchain
Thierry Huche	IBM Montpellier ITS POWER (POWER 10 Champion)
Ludovic Menard	IBM Montpellier IT Spe POWER (Focus IBMi)
Stéphane Couteau	IBM Montpellier IT Spe Storage
Stephan Navarro	IBM Montpellier IT Spe POWER
Gauthiere Siri	IBM Montpellier IT Spe Storage
Jean-Luc Bonhommet	IBM Montpellier IT Spe POWER (Focus IBMi)
Erwann Auffret	IBM Montpellier FlashSystem Client Technical Specialist
Guillaume Legmar	IBM Montpellier Garage for Systems, Storage demo Leader
Olivier Cros	IBM Montpellier Business Development
Olivier Hess	IBM Montpellier Quantum Computing

