



Business Support on Your Doorstep



“Managed Services & Solutions - partnerships in the Cloud”

Venue: Crowne Plaza Hotel, Northwood Park, Santry, Dublin 9

Time: 8:30am to 2 pm, Wednesday 16th June 2010

[Enterprise Ireland](#) and the [Enterprise Europe Network Ireland](#) are co-hosting a seminar on the 16th June 2010 as part of the Enterprise Europe Network Technology Roadmap series and in conjunction with Best Connected (www.bestconnected.ie)

Topic:

The aim is to provide managed services vendors and independent software/internet application vendors (ISVs) with the view from an IT manager (buyers) and potential partner's perspective. This is intended to help companies plan their future offering and partnering strategies as the IT world increasingly moves to virtualization and cloud services models.

Who should attend?

Managed services companies, solutions providers, application vendors, ISVs, etc are all welcome. The enterprise community will also be represented from speaker perspective as well as attendees who are considering IT service partners.

This event forms part of Enterprise Ireland's ambition to deliver meaningful insights in to current trends and provide stimuli for companies to take the lead in this space.

Agenda:

8:30 Registration and Refreshments / Networking

8:50 Introduction
Orla Battersby, International Services Division

9:00 “Development and Partnering Opportunities for the Cloud”
[Cloud Strategy Group:](#)
Patrick Harr, Edgard Capdevielle, Founder and Managing Director

9:25 KEYNOTE:
Cloud Computing: a Bank of America Perspective
Marc Lagadec Enterprise Architecture Group, Bank of America

10:05 Certifying your Managed Services provider

This Technology Roadmap Seminar is sponsored by Enterprise Europe Network
<http://www.een-ireland.ie>

Paul Hourican, CEO PFH Technology Group

10:30 Tea / Coffee & Networking

10:45 Cloud computing challenge and opportunity – selecting partners
Gerry Power, Sysco and Chair of IIA Strategy Group

11:15 cInfinity / Managed Services case study
Caitriona Lynch, Founder and MD

11:30 Cloud related challenges in IT outsourcing context
Rupert Chapman / Kevin Gleeson, PA Consulting Group

12:00 Panel Q&A

12:30 Networking and light lunch

14:00 Close

Further information to follow

Click [here](#) to REGISTER before 11th June 2010

Enquiries to email: <mailto:techroadmap@enterprise-ireland.com>

or tel Debbie Nolan +353 1 7272587

Please register early to avoid disappointment – this is a FREE event but places are strictly limited