



DIGITAL

Innovation Day: EcoStruxure IT, Singapore 2019

Data center in the cloud and at the edge

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Agenda - Wednesday, August 28

8:00am	Registration	
9:00am	Opening & Welcoming Address: Leading in Digital Transformation <i>Michael Kurniawan, Business Vice President, Secure Power Division, Singapore and Malaysia Cluster</i>	
9:15am	Keynote: EcoStruxure Data Center in the Cloud and at the Edge <i>Bhagwati Prasad, Vice President, Business Development, Secure Power Division, International Operations</i>	
9:35am	Unlocking The Business Value Within Smart Connected ICT Environments <i>Guest Speaker: Vernon Turner, Principal and Chief Strategist of Causeway Connections & Executive Analyst at Ecosystem</i>	
10:20am	Meet the New IoT-Enabled 3Phase UPS: An Innovative Power Protection for Critical Power and Edge Application <i>Yam Hong, Head of Business Development for 3-Phase UPS, East Asia & Pacific</i>	
10:50am	Morning Break and Innovation Hub Tour	
11:20am	A Hybrid IT world: the advantages, the challenges and the ongoing evolution of the Data Centre environment <i>Schneider Electric & Guest Speakers</i> <i>Moderator: Vernon Turner, Principal and Chief Strategist of Causeway Connections & Executive Analyst at Ecosystem</i>	
12:00pm	From Buzzwords to Reality: Managing Edge Data Centers <i>Kiran Babu, Business Development Manager - Edge & Racks & Systems, Secure Power Division, International</i>	
12:20pm	Networking Lunch	
1:20pm	Innovation Hub Tour	
1:50pm	EXPERT LEARNING SESSIONS	
	Stream 1	Stream 2
	Data Center Critical Power & Cooling Solutions <ul style="list-style-type: none"> • Yam Hong, Head of Business Development for 3-Phase UPS, East Asia & Pacific • Siddharth Anand, Cooling Offer Development Manager, APJ 	Engage, Learn and Grow with APC by Schneider Electric Maximising Opportunities through Partnership <ul style="list-style-type: none"> • Daphne Tan, Head - Channels & Government Sales, Secure Power Division, Singapore • Andrew Fung, Distribution Account Manager, Secure Power Division, Singapore
2:20pm	Data Center Lifecycle Services - Modernization <i>Eswar Viswanathan, Director - Data Center Life Cycle Services, Secure Power Division, International Operations</i>	Growing Edge Computing Market: How Partners Capitalize It? <i>Joey Liang, Channel Account Manager, Secure Power Division, Singapore</i>
2:50pm	Afternoon Break and Innovation Hub Tour	
3:10pm	EcoStruxure IT: The New World of Edge Data Center Management <i>Bernard Tan, Software Channel and Alliances Manager, Data Center Software Solution, APJ GCN</i>	Taking the Smart Path to Business Growth with UPS Offers: Smart-UPS Lithium-ion Online, SmartConnect UPS, Easy UPS 1P <ul style="list-style-type: none"> • Muralee Kanagaratnam, Director - Regional Offer Management, HBN • Daniel Yun, Channel Account Manager, Business Champion – Single Phase UPS, Singapore
3:40pm	EcoStruxure Asset Advisor IT: 24/7 Data Driven Services for Business Continuity <i>James Neo, Digital Field Services, Business Development</i>	Get the CERTAINTY you need with EcoStruxure IT for Partners <i>Joseph Foo, Partner Success Manager, APJ GCN</i>
4:10pm	Networking Drinks & Lucky Draw	

Plenary Sessions

Opening & Welcoming Address: Leading in Digital Transformation

Michael Kumiawan, Business Vice President, Secure Power Division, Singapore and Malaysia Cluster



The digital technology revolution is transforming our world and occurring at unprecedented speed. Over the past 20 years digital technologies have altered our lives and the business landscape in ways largely unimagined during the early days of the Internet revolution. In this keynote, Schneider Electric will showcase how our technologies enable digital transformation designed to increase customer efficiency.

Keynote: EcoStruxure Data Center in the Cloud and at the Edge

Bhagwati Prasad, Vice President, Business Development, Secure Power Division, International Operations



In a connected world, it's important to protect critical information and data. Ensure that your data centre's physical infrastructure can adapt quickly to support both future demand driven by IoT and growth - in the cloud and at the edge - without ever compromising availability or operational efficiency.

Unlocking The Business Value Within Smart Connected ICT Environments

Vernon Turner, Principal and Chief Strategist of Causeway Connections & Executive Analyst at Ecosystem



Digital transformation requires data to fuel the business services that companies are seeking to give customers a better experience. Using data, business models shift from a 'make and sell' pipeline to a 'sense and respond' ecosystem where ecosystem players begin to share their information as a way to maintain customer relevancy. This key note will highlight the influence and recommendations on how best to leverage 'smart' technology innovation across the ICT landscape.

Vernon Turner, Principal and Chief Strategist of Causeway Connections (a strategic ICT advisory and consulting company), is a globally recognized expert in the traditional ICT market research. Mr. Turner also partnered with Singapore's newest technology research and advisory firm, Ecosystem, as their executive analyst. Prior to Causeway Connections, Mr. Turner was an 18-year veteran at IDC, a global ICT market intelligence company, as their SVP for technology and Research Fellow.

Meet the New IoT-Enabled 3Phase UPS: An Innovative Power Protection for Critical Power and Edge Application

Yam Hong, Head of Business Development for 3-Phase UPS, East Asia & Pacific



Meet the latest UPS from Schneider Electric - Galaxy VS. A 26% footprint saver, EcoStruxure-ready, 3-phase powerful battery back up that innovates against downtime.

Designed for businesses who need best-in-class power protection that is as high performing and innovative as their business.

A Hybrid IT world: the advantages, the challenges and the ongoing evolution of the Data Centre environment

*Schneider Electric & Guest Speakers
Moderator: Vernon Turner, Principal and Chief Strategist of Causeway Connections & Executive Analyst at Ecosystem*

Back in 2006, Cloud Computing didn't even exist. Now it's all about Edge. Learn about the evolution of the Data Centre in this presentation, with insights from guest speakers.

From Buzzwords to Reality: Managing Edge Data Centers

Kiran Babu, Business Development Manager - Edge & Racks & Systems, Secure Power Division, International



Edge Computing is real. Edge Resiliency is required. It is a deployment topography with purpose built compute, network and storage at the edge to run business process and deliver customer experiences.

Expert Learning Sessions

Stream 1

Data Center Critical Power & Cooling Solutions

Innovation in 3 Phase UPS Technology and Energy Storage

Yam Hong, Head of Business Development for 3-Phase UPS, East Asia & Pacific



In this interesting and informative presentation, we will explain how to increase your site efficiency and make the most out of your current infrastructure with the following innovations:

- Inverter technologies with the latest patented hybrid switching
- Operating modes and efficiency gains with ECONversion
- Lithium Ion energy storage; trends and benefits

Data Center Cooling - where are we going?

Siddharth Anand, Cooling Offer Development Manager, APJ



Data Center cooling Consumes around 40% of total Power in a Datacenter Infrastructure. Today, it is heading to a Phase Shift which is revolutionary. We are up against new challenges. Are we ready for It?

Learn the Top challenges & Opportunities in Data Center Cooling.

Data Center Lifecycle Services - Modernization

Eswar Viswanathan, Director - Data Center Life Cycle Services, Secure Power Division, International Operations



In the fast-changing world of data center design, some say that a data center becomes obsolete the day it is built and commissioned. From the business perspective the question takes the form of, "What can we do to better service the needs of our customers?" The IT and facilities teams ask the related question of, "What can we do to assure the highest levels of system availability and performance?". In the Data Center Lifecycle Services session we would discuss on how the improvements to existing data center performance can be both simple and cost effective.

EcoStruxure IT: The New World of Edge Data Center Management

Bernard Tan, Software Channel and Alliances Manager, Data Center Software Solution, APJ GCN



Learn how EcoStruxure™ IT, Schneider Electric's vendor-neutral cloud-based software and services, provides certainty in this connected world and enables IT and data centre professionals to successfully manage their new technology.

EcoStruxure Asset Advisor IT: 24/7 Data Driven Services for Business Continuity

James Neo, Digital Field Services, Business Development



At Schneider Electric, we monitor and troubleshoot, you relax. Ensure a 24/7 cloud-enabled monitoring service for your critical equipment providing you peace of mind and fast issue resolution with EcoStruxure Asset Advisor.

Expert Learning Sessions

Stream 2

Engage, Learn and Grow with APC by Schneider Electric | Maximising Opportunities through Partnership

Daphne Tan, Head - Channels & Government Sales, Secure Power Division, Singapore

Andrew Fung, Distribution Account Manager, Secure Power Division, Singapore



Partner with APC and Grow!

Stay engaged with us to learn more about APC offerings and grow your business. Gain access to our in-site design tools and e-learning.

Find out how you can benefit from our reward system that allows accumulated points to be converted to cash value.

Topics in the session include Partner Relationship Management (PRM) Portal, Local Edge Configurator and iRewards Program

Growing Edge Computing Market: How Partners Capitalize It?

Joey Liang, Channel Account Manager, Secure Power Division, Singapore



The global edge computing market size is expected to reach USD 28.84 billion by 2025, CAGR of 54.0%, according to a new report by Grand View Research, Inc. With Computing Everywhere, find out how partners can transition the complexities of digitization into immediate revenue with APC by Schneider Electric.

Taking the Smart Path to Business Growth with UPS Offers: Smart-UPS Lithium-ion Online, SmartConnect UPS, Easy UPS 1P

Muralee Kanagaratnam, Director - Regional Offer Management, HBN

Daniel Yun, Channel Account Manager, Business Champion – Single Phase UPS, Singapore



Wondering how you can grow your business with the maximum protection and minimum TCO? Our latest single phase UPS solutions will bring you the next level of power security and connectivity.

Get the CERTAINTY you need with EcoStruxure IT for Partners

Joseph Foo, Partner Success Manager, APJ GCN



Cloud-based EcoStruxure™ IT for Partners empowers you to offer new services to customers — generating predictable, recurring revenue for your business.