



Microsoft HyperV Seminar Series

January 22, 2009 • eMBA Centre, World Exchange Plaza, TD Canada Trust Tower, Suite 350

AGENDA

8:30am to 9:00am **Event Registration and complimentary continental breakfast**

9:00am to 9:45am **Session 1: Virtualization – separating fact from fiction**

During this first session, we will cover a number of the key concepts associated with virtualization and server consolidation. Many of the myths and misconceptions concerning this topic will be discussed and exposed. We will ask and respond to important questions like: "What does your data center look like today?" and "What are the challenges of this implementation based on if my data center does or does not have VMWare installed?" Finally, we will examine what a data center would look like if Microsoft virtualization technologies were deployed

10:45am to 10:00am **Coffee Break**

10:00am to 10:45am **Session 2: What does Microsoft really offer?**

During the second session, we will take a closer look at what Microsoft has to offer in terms of server virtualization solutions and why the Microsoft approach has strong appeal for the SMB market right through to the enterprise market. We will respond to common questions such as: "How does Microsoft's offering compare with VMWare?" and "What are the implications of a deployment and why would I want to do this?" This will include providing viable economic justification and calculating an ROI.

10:45am to 11:00am **Coffee Break**

11:00am to 11:45am **Session 3: Let's get real – how can this work for you?**

During the third and final session, we will focus on licensing implications and opportunities (including Microsoft's EBS and server management suite). We will also assist you in looking ahead. "Now that I've done this, what's next?" We will incorporate a number of "use case" scenarios and we will walk you through how a business with a number of branch offices (or remote locations) could use our virtualization and management tools to better deploy, back-up, monitor and manage those sites. We will also utilize actual case studies, with named current customers who have gone through a deployment, to illustrate the practical application of the technologies. We will then wrap things up with a call-to-action for a virtualization workshop.

11:45am to 12:00pm **Wrap-up and draw for prizes**

Our Presenter: Roy Gowler, Microsoft Canada, Solutions Channel Development Manager

Roy Gowler is an IT industry veteran with almost thirty years of selling, deploying and supporting customer solutions. Currently, Roy is a channel development manager with Microsoft Canada, responsible for helping businesses to understand and adopt new technologies from Microsoft on the server side of the business. In this role, he encounters a variety of customer installations that demonstrate how technology can be deployed in very practical and meaningful ways to drive operational efficiencies in IT. A dynamic and thought-provoking session is guaranteed as Roy challenges you to think about new ways to support your business through an optimized IT infrastructure.

Event Coordinator: **Ron Carson**
rcarson@novanetworks.com

613-563-6682 ext: 267