

AHEAD

Briefing Catalog



Table of Contents

06 DIGITAL TRANSFORMATION

IT Financial Transparency

IT Maturity Model

Aligning IT to Meet
Business Objectives

Automating Key IT Decisions

11 SECURITY

Securing The Enterprise (Security
Practice Overview)

Cloud Security and Compliance

Vulnerability Management

Ransomware & Data Governance

Zero Trust and IAM
(Network Segmentation)

17 MONITORING

Setting a Vision for Intelligent Operations

Application Performance
Management Overview

Public Cloud Monitoring Tools

21 ENTERPRISE CLOUD

Setting a Vision for Enterprise Cloud

Setting a Vision for Automation

Setting a Vision for Scaled DevOps

Cloud Migration & Modernization

26 MODERN APPLICATIONS

Setting a Vision for Modern Applications

Application Portfolio Rationalization,
Migration, and Modernization

It's All About The Tests: How Automated
Testing is the Key to Continuous
Delivery/Deployment

Table of Contents

30 DEVOPS

Setting a Vision for Scaled DevOps

Kubernetes

DevSecOps Overview

34 NETWORKING

Zero Trust Reference Architecture

Hybrid Cloud Reference Architecture

Public Cloud Network Security as Code

Data Center Software-Defined and Virtualized Networking

39 END-USER COMPUTING

Modern Digital Workspace
EUC Overview

Cloud Native Desktops

Modern Endpoint Management

43 VIRTUALIZATION

Modern Infrastructure Platforms

Lifecycle Management with VMware
Cloud Foundation

Strategies for Disaster Recovery of
Virtualized Workloads

Run and Manage Modern Applications
with VMare Tanzu

48 DATA PROTECTION

Enterprise Data Protection for
On-Premises and/or Public Cloud

Data Protection Integration with ServiceNow

Protecting Your Data from Ransomware

Table of Contents

52 STORAGE

An Introduction to Enterprise Storage

Cloud Storage Gateways

Unstructured Data Management

56 CONVERGED

Introduction to Converged Infrastructure

Simplifying Infrastructure with AHEAD PODs

HCI Overview/Comparison

60 DATA LANDSCAPE MODERNIZATION

Data Landscape Modernization: Better Decisions Through Data

Data Science, Artificial Intelligence, and Machine Learning

Lab & Briefing Catalog - Q3 2020

The Lab and Briefing Team is proud to present the next generation Briefing Catalog, which includes all new sessions highlighting the expertise of our talent and capabilities! In collaboration with AHEAD's subject matter experts, we have redefined the sessions to better align to our clients' initiatives. The all-new catalog includes the following:

- Security
- Monitoring
- Enterprise Cloud Automation
- Modern Applications
- DevOps
- Data Center Infrastructure (networking, end-user computing, virtualization, data protection, and storage)
- Data Landscape Modernization
- Service Management
- Additional IT topics related to Digital Transformation

Schedule your next briefing now!

Digital Transformation

IT Financial Transparency

To gain a seat at the business decision table, IT must mature in its ability to understand costs, map to consumers, dynamically view budget spend and forecast, and align with business requirements through financial transparency.

In This Briefing We Will:

- Discuss the current state of your financial transparency within your IT organization and discover areas for improvement
- Cover topics including cloud billing, contracts and procurement, asset management, and showbacks, chargebacks, and shamebacks
- Explore cloud cost management and governance within AWS and/or Azure
- Dive into how ServiceNow can be used as a platform for ITFT

Who Should Attend this Briefing:

- CIO
- SVP of IT
- Finance executives sitting in IT
- Finance liaisons with IT
- Contract procurement specialists

IT Maturity Model

IT is increasingly more than just the organization that runs infrastructure. It is now critical to the success of the business and must reach maturity to support internal and external IT consumers. For true IT maturity, enterprises must break down silos and stitch together capabilities so that infrastructure tools and teams communicate regularly and effectively. This session will help your team get a “seat at the table” through strategic planning that optimizes budgets.

In This Briefing We Will:

- Discuss the current maturity of your IT organization
- Cover topics including automation, capacity management, proactive monitoring/alerting responses, automated responses, cost visibility, transparency and reporting, mature processes, asset management, cost optimization, modern security, and modern applications.

Who Should Attend this Briefing:

- CIO
- CISO
- SVP
- IT Team
- Enterprise architects



Aligning IT to Meet Business Objectives

IT organizations often struggle to find operational alignment with business goals. With greater visibility into how IT is serving and interfacing with the business, your team can deliver better, more efficient, and more valued services. This session explores how IT teams can demonstrate value back to the organization through approaches including: financial transparency into strategic and operational activities, better and faster delivery of services, resource optimization, and streamlining communication and request intakes.

In This Briefing We Will:

- Discuss the current state of the ITBM product suite
- Explore how the Common Services Data Model can help build your organization's business model and services construct
- Understand valuable tools including a best practices strategy, road mapping, and a maturity model surrounding ServiceNow's ITBM product suite
- Cover topics including enterprise PPM, Agile, and Hybrid best practices, managing the financial aspects of IT, and how the user experience is affected by ITBM

Who Should Attend this Briefing:

- CIO, CTO
- PMO Director/team lead
- Product and service deliver management
- Resource managers
- Demand managers
- Architecture review board
- IT Chief Architect

Automating Key IT Decisions

Automation is a key contributor to IT teams becoming more efficient and effective. Most organizations struggle with implementing automation concepts, as it challenges the conventional workflow of many of their processes. In this briefing we will explore proper automation implementation, best practices, and benefits.

In This Briefing We Will:

- Discuss the current state of your automation approach and find areas for improvement
- Cover topics including ServiceNow as the gateway to the enterprise, automation roadmaps, AHEAD Automation Hub, and automation integration capabilities

Who Should Attend this Briefing:

- ITSM Leaders
- Infrastructure owner (virtual or physical)

Security

Securing the Enterprise

(Security Practice Overview)

Security should be included in every conversation and project – not as roadblocks, but as guardrails that safely allow the business to move faster. During this session, the AHEAD security practice will conduct a guided exercise reviewing your team’s current security state and helping you begin the process of developing and solidifying a long-term security strategy.

In This Briefing We Will:

- Review your organization’s current security state
- Share AHEAD’s security practice capabilities
- Lock in goals for securing your environment
- Cover security topics relevant to your organization (cloud security, security automation)

Who Should Attend this Briefing:

- CIO
- CISO

Cloud Security and Compliance

The public cloud comes with tremendous benefits including flexibility, low maintenance costs, and high resource availability and security. But to fully reap these benefits, all stakeholders—including both business units and IT security professionals—must be well versed in how to securely leverage public cloud within their organization. This session will guide your team through the ins and outs of a security program that protects resources in the cloud.

In This Briefing We Will:

- Educate key stakeholders on the themes, frameworks, and potential security pitfalls of the cloud
- Walk through the primary security challenges your organization faces
- Cover cloud security topics including cloud security process development, cloud native vs third party security tools, cloud security tool integration

Who Should Attend this Briefing:

- CIO
- CISO
- Security Director
- Director of Public Cloud

Vulnerability Management

Next to phishing emails, vulnerabilities in networks, applications, and devices are the method of choice for threat actors to gain access to the network. Every network contains vulnerabilities and your defensive plan should account for these vulnerabilities with appropriate planning, prioritization and remediation. This session will walk you through AHEAD thought leader's vulnerability management program plans and the options available for improving your efforts.

In This Briefing We Will:

- Explore best practices for managing vulnerabilities, including asset management, prioritization, and remediation

Who Should Attend this Briefing:

- CIO
- CISO
- IT Operations Team
- Network Operations Team
- Infrastructure Management Teams

Ransomware & Data Governance

Threat actors want your data. Whether they choose to sell it or hold it for ransom, they can wreak havoc with your organization. 94% of companies suffering from a catastrophic data loss do not survive – 43% never reopen and 51% close within two years (University of Texas). Protecting your data starts with a plan.

In This Briefing We Will:

- Explore the importance of planning for data protection
- Expand the conversation from Backup and Recovery to Identification and Protection
- Educate you on the steps to take towards data protection, from both administrative and technical perspectives

Who Should Attend this Briefing:

- Security and Risk Functions (CISO, CRO)
- CIO



Zero Trust and IAM

(Network Segmentation)

Zero Trust is a philosophy that proactively creates separation between groups of resources thereby increasing the protection level afforded against threats and errors. This session will guide your team through an educational session on the path towards zero trust and what it means for the various parts of your security and network infrastructure.

In This Briefing We Will:

- Educate the stakeholders on the concept of reasonable zero trust adoption
- Walk through the enhanced security that zero trust provides
- Provide ideas for realistic roadmap towards zero trust adoption

Who Should Attend this Briefing:

- Security Team
- Network Team

Monitoring

Setting a Vision for Intelligent Operations

A holistic, real-time approach to managing IT performance across applications, infrastructure, and services. This journey will extend from optimizing today's monitoring and diagnostics to implementing predictive and prescriptive analytics.

In This Briefing We Will:

- Review your team's current performance pitfalls and challenges
- Share AHEAD's vision and capabilities around Intelligent Operations
- Compare use cases and success stories
- Help key stakeholders understand your long-term vision and strategy to secure your environment
- Provide a high-level summary of options within the world of monitoring including tools and approaches for event management, event correlation, ITSM, automated remediation, making monitoring pervasive, and monitoring dashboards

Who Should Attend this Briefing:

- VP of IT Ops
- Application Owners
- DevOps Manager
- Anyone who has responsibility for the uptime, health, and performance of critical business services, applications, or IT infrastructure

Application Performance Management Overview

Resolving performance issues quickly reduces downtime, creates satisfying user experiences, and frees your team's resources to focus on proactive projects. This session starts with the basics of APM and dives into how it can help your team identify and resolve issues more quickly and efficiently.

In This Briefing We Will:

- Review your team's current performance pitfalls and challenges
- Introduce solutions to gain uptime and stability
- Work with your key stakeholders on building consensus towards next steps
- Cover topics including standardizing APM during cloud transformation, application performance monitoring, business performance monitoring, targeted personas, near real-time dashboarding, and RUM (real user monitoring) on web and mobile

Who Should Attend this Briefing:

- Application Owners
- DevOps Manager
- Anyone who has responsibility for the uptime, health, and performance of critical business services, applications, or IT infrastructure

Public Cloud Monitoring Tools

The wide variety of monitoring tools available in AWS and/or Azure can be overwhelming. In this session, our team of tool experts will walk you through the options and discuss which tools provide the best fit for your organization.

In This Briefing We Will:

- Discuss which native cloud platform tools are available within Azure and/or AWS
- Cover best practices of public cloud monitoring and integrating DevOps tools like Terraform and monitoring solutions
- Explore tool topics including best-of-breed third-party options, cloud native tools, CI/CD pipeline integration (observability as code)

Who Should Attend this Briefing:

- DevOps Business Unit Lead
- Application Owners
- DevOps Manager
- Anyone who has responsibility for the uptime, health, and performance of critical business services, applications, or IT infrastructure



Enterprise Cloud

Setting a Vision for Enterprise Cloud

Enterprise cloud and automation boost business performance and efficiencies. Build consensus and alignment within your IT leadership team by exploring how infrastructure transformation drives fruition of your business technology strategy.

In This Briefing We Will:

- Review your organization's current state of enterprise cloud and automation
- Work with key stakeholders to understand your long-term vision and strategy for securing your cloud environment and how automation can help
- Discuss the state of the cloud market, automation, orchestration, and configuration management tools including vendor comparisons
- Train your team on AHEAD's proprietary methodology for building a cloud environment
- Cover topics including automation hub, public cloud operating model, operating and automating, operating best practices, cloud automation, orchestration, and configuration management

Who Should Attend this Briefing:

- CIO
- CTO
- Cloud Teams
- Application Developers & Data Engineers

Setting a Vision for Automation

AHEAD's Automation Hub empowers teams with a modern, simplified automation architecture that allows them to manage services, release software efficiently, and ultimately serve internal audiences more effectively through improved project visibility. It does this across placement areas including IoT, the edge, on-premise, public cloud, SaaS, and beyond.

In This Briefing We Will:

- Explore the value of a modern automation approach
- Demo AHEAD's proprietary Automation Hub platform
- Work with key stakeholders to understand your long-term vision and strategy for securing your public cloud environment
- Cover topics including current enterprise cloud challenges, automation architecture, and how successful teams operate and assemble services

Who Should Attend this Briefing:

- CIO
- CTO
- Director
- VP
- IT Manager



Setting a Vision for Scaled DevOps

AHEAD shares observations and challenges on the current state of DevOps based on conversations and engagements with similar enterprise customers. Based on the current state, we outline a model for scaled DevOps aimed at helping enterprises move from pockets of DevOps to driving business value through scaled DevOps. We include modern application architecture, Kubernetes Operating Model, mature CI/CD, and other approaches to driving speed and innovation.

In This Briefing We Will:

- Review your organization's current state of enterprise Cloud Native Platforms and DevOps
- Work with key stakeholders to understanding your long-term vision and strategy for building, operating, scaling, and security your cloud-native development platform
- Discuss the state of the cloud market, automation, orchestration, and configuration management tools including vendor comparisons
- Train your team on AHEAD's proprietary methodology for building and operating a cloud-native platform including Kubernetes
- Cover topics including automation hub, container operating model, Cloud-Native Platforms, Developer Environments on Demand, cloud automation, orchestration, and configuration management

Who Should Attend this Briefing:

- CIO, CTO
- Site Reliability Engineering
- Platform Engineering
- DevOps
- Application Developers

Cloud Migration & Modernization

Enterprise cloud and automation boost business performance and efficiencies. Build consensus and alignment within your IT leadership team by exploring how infrastructure transformation drives fruition of your business technology strategy.

In This Briefing We Will:

- Review your organization's current state of enterprise cloud and automation
- Work with key stakeholders to understand your long-term vision and strategy for securing your cloud environment and how automation can help
- Discuss the state of the cloud market, automation, orchestration, and configuration management tools including vendor comparisons
- Train your team on AHEAD's proprietary methodology for building a cloud environment
- Cover topics including automation hub, public cloud operating model, operating and automating, operating best practices, cloud automation, orchestration, and configuration management

Who Should Attend this Briefing:

- CIO
- CTO

Modern Applications

Setting a Vision for Modern Applications

Incremental monolithic system design, arduous regression and deployment, and siloed collaboration (Dev vs. Ops) slow organizations down. These impediments often restrict enterprise IT organizations from hitting their stride and make them feel as if they are not keeping up with the needs of the business. This session explores the enterprise's speed problem and modern applications & DevOps as the solution.

In This Briefing We Will:

- Review your organization's current applications state and modern app development approach
- Identify how cloud native platforms and application approaches can sidestep IT problems that have existed for decades
- Cover topics including strategic app migrations, cloud native shift, API strategy, and moving from batch to streams

Who Should Attend this Briefing:

- CIO, CTO
- VP of Applications
- Chief Digital Officer
- Chief Architect
- Application Delivery Manager

Application Portfolio Rationalization, Migration, and Modernization

As organizations move to the public cloud and embrace new computing abstractions (like containers), there is an impetus to understand what to run and where to run it. In this briefing, we will look at the enterprise app portfolio and discuss how to create a holistic strategy to drive success.

In This Briefing We Will:

- Review your current applications state and modern app development approach
- Discuss the role of COTS and SaaS and how buy versus build continues to be a weighty decision among IT leaders
- Highlight how API platforms provide the stitching required to create a cohesive and connectable application strategy
- Cover topics including custom apps, app migration to cloud-ready, app modernization to cloud-native

Who Should Attend this Briefing:

- CIO, CTO
- VP of Applications
- Chief Digital Officer
- Chief Architect
- Application Delivery Manager



It's All About the Tests: How Automated Testing is the Key to Continuous Delivery/Deployment

Automated testing code has grown in capability and complexity and few organizations have mastered achieving the right number of tests and test coverage to enable modern practices like continuous delivery (CD) and deployment.

In This Briefing We Will:

- Discuss the evolution of automated testing in applications
- Discuss the maintenance required to keep tests valuable, manageable, and sustainable
- Highlight new testing approaches for modern application architectures
- Discuss the importance and highlight the strategy of automated testing in conjunction with continuous delivery/deployment
- Cover topics including finding the balance with automated testing, unit testing fundamentals, integration testing fundamentals, and how CD should look/feel with the right level of automated testing

Who Should Attend this Briefing:

- CIO, CTO
- VP of Applications
- Chief Digital Officer
- Chief Architect
- Application Delivery Manager

DevOps

Setting a Vision for Scaled DevOps

Scaled DevOps combines the cultural, structural, procedural, and technological changes necessary to deliver better software faster. In this session, we will explore DevOps best practices and the approaches that lead to DevOps adoption and success.

In This Briefing We Will:

- Explore platform as a service, microservices, serverless, and build and release automation
- Cover topics including the maturity curve of successful CI/CD platforms, developer coding processes, integration testing, service discovery, infrastructure automation, and enterprise-grade operational governance
- Work with key stakeholders to understand your long-term vision and strategy to deliver better software faster
- Discuss any recent organizational trends as they apply to DevOps and consider appropriate DevOps solutions
- Understand what it takes to rationalize and build an enterprise DevOps toolchain using tools you already own
- Review components of the DevOps toolchain and evaluate where gaps may exist

Who Should Attend this Briefing:

- DevOps team leads

Kubernetes

Kubernetes is a portable, open source platform for container orchestration. It facilitates both declarative configuration and automation by managing containerized workloads and services. Dive into the Kubernetes container management & orchestration platform and learn how to automate deployment, scaling, management, and the orchestration/integration of containerized applications. This session can provide either an overview or deep dive into Kubernetes, also including an analysis of enterprise solutions such as VMware Tanzu, Red Hat OpenShift, and Rancher, as well as cloud-based solutions such as AWS EKS, Azure AKS, and Google GKE.

In This Briefing We Will:

- Review the Kubernetes container management and orchestration platform
- Cover topics including how to automate deployment, scaling, management, and the orchestration/integration of containerized applications
- Identify and compare modern Enterprise and Cloud solutions aimed at reducing the time to value for Kubernetes orchestration platforms such as VMware Tanzu and Red Hat OpenShift
- Understand the value Kubernetes could provide to your organization

Who Should Attend this Briefing:

- Containers team
- Platform team
- Infrastructure teams supporting containers/Kubernetes

DevSecOps Overview

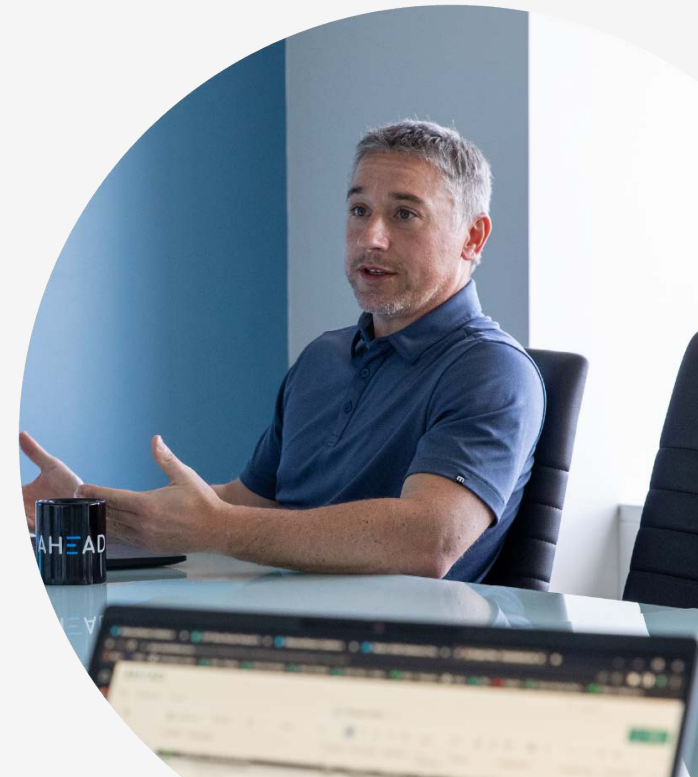
Business demands require quality, secure applications to be deployed with more urgency than ever. This often leads to security being an afterthought. However, building security into the DevOps development process is a vital step that provides much-needed protection to your business.

In This Briefing We Will:

- Discuss how patterns can help improve the security posture of your DevOps practice, while also improving efficiency and communication with your InfoSec team
- Explore common challenges including a lack of consistent security policies, little to no visibility into application health and security risk, a lack of automation processes, and vulnerabilities of microservices

Who Should Attend this Briefing:

- InfoSec team
- DevOps team lead
- Security team



Networking

Zero Trust Reference Architecture

Zero trust is the hottest buzz word in IT and we have developed our reference architecture that helps customers develop a plan and strategy around zero trust security in IT. We explain how to break down zero trust into various pillars and what solutions achieve zero trust in each area. This session helps your team establish an understanding of common vendor offerings and their pros and cons based on your unique requirements.

In This Briefing We Will:

- Discuss the zero trust reference architecture
- Explore best practices for selecting and integrating common vendor platforms
- Cover topics including an overview of solutions in each pillar of zero trust

Who Should Attend this Briefing:

- Network/IT Director
- Senior Network Team Manager
- Network Team Leads
- CISO
- Security Engineers

Hybrid Cloud Reference Architecture

Workers and workloads are everywhere, how do customers adapt their network and security models to adjust to this shift within IT? In this session, we will look at how customers can adapt their network and security models to adapt for workloads that are in on-prem data centers, cloud providers, and SAAS areas while maintaining proper networking and security techniques. This session helps your team establish an understanding of common vendor offerings and their pros and cons based on your unique requirements.

In This Briefing We Will:

- Discuss the zero evolution of networking
- How to give users access to workloads/applications, no matter where they are located
- How to integrate security seamlessly into the design
- How and where automation fit into the bigger picture
- Day 2 operations and support
- Cloud and multi-cloud scenarios

Who Should Attend this Briefing:

- Network/IT Director
- Senior Network Team Manager
- Network Team Leads
- CISO
- Security Engineers
- Cloud Architecture Team



Public Cloud Network Security as Code

Deploying, networking, and maintaining next-generation firewalls in public cloud environments can be a complex endeavor, but is a common need of most enterprises. Infrastructure as code tools such as Terraform can make the task much more approachable and scalable.

In This Briefing We Will:

- Perform a current state assessment of your organization's challenges and needs
- Identify the complexities and challenges of networking public clouds manually
- Demonstrate the basics of working with Terraform to develop network security infrastructure as code
- Gain an understanding of the skills necessary to support an infrastructure-as-code based network security environment
- Cover topics including the basics of public cloud networking, the theory and operations of next-generation firewalls in public cloud environments, the benefits of multi-cloud platforms such as Terraform, and the provider basics of Terraform and Palo Alto

Who Should Attend this Briefing:

- Security/Network Security Director
- DevOps Teams (specifically network security-focused team members)
- Automation-focused team members

Data Center Software-Defined and Virtualized Networking

Data center networking has advanced significantly with new software-defined and automated capabilities. However, each major vendor approaches the problem differently and the solutions often overlap, resulting in confusion around their optimal use cases. This session helps your team establish an understanding of common vendor offerings and their pros and cons based on your unique requirements.

In This Briefing We Will:

- Discuss your organization's current data center networking challenges and needs
- Explore best practices for selecting and integrating common vendor platforms
- Cover topics including an overview of data center networking, automation capabilities, and potential use cases
- Explore the current state of Cisco ACI, VMware NSX-T, and Cisco VXLAN-based fabrics

Who Should Attend this Briefing:

- Network/IT Director
- Senior Network Team Manager
- Network team leads
- Automation-focused team members

End-User Computing

Modern Digital Workspaces EUC Overview

The nature of work has changed. Organizations must provide employees access to corporate resources from anywhere, on any device. When productivity tools enhance the quality and effectiveness of their work experience, employees are more engaged and fulfilled. This session will review trends in end-user computing technologies and explore challenges and opportunities within your organization's EUC strategy.

In This Briefing We Will:

- Review current trends in modern workplace technologies and provide insight into current and expected future market leaders, covering solutions from the major players as well as ecosystem partners
- Discuss current trends and points of intersection between on-prem & cloud desktop delivery and other IT disciplines (automation, security, data protection)
- Explore current desktop and application delivery or remote work-related challenges and upcoming initiatives within your organization
- Discuss current business objectives that could benefit from new modern workplace strategies
- Cover topics including validation of your organization's current EUC strategy and/or identification of areas of improvement

Who Should Attend this Briefing:

- Desktop Director
- Desktop Manager
- Desktop Architect

Cloud Native Desktops

As organizations move significant portions of their infrastructure to public cloud providers, cloud desktop adoption has steadily increased. Interest and rapid adoption of this technology has exploded due to the unprecedented business continuity challenges many organizations have experienced this year. This session will review the current state of the market and real-world examples of cloud native desktop delivery solving critical business challenges.

In This Briefing We Will:

- Discuss the state of the market for cloud native desktops and common challenges related to business continuity
- Explore your organization's current desktop and application delivery or remote work-related challenges and upcoming initiatives
- Discover how public cloud adoption impacts to user experience
- Review tools including Amazon WorkSpaces/Appstream, Microsoft Windows Virtual Desktop, and Nutanix Frame

Who Should Attend this Briefing:

- Desktop Director
- Desktop Manager
- Desktop Architect



Modern Endpoint Management

Modern endpoint management tools enable organizations to deliver a consistent and enjoyable user experience, whether users are accessing resources from their smartphone or a corporate laptop, on or off the network. This session will delve into endpoint management solutions from VMware and Microsoft, as well how these technologies help organizations address the current security and business continuity challenges many organizations are facing.

In This Briefing We Will:

- Discuss the state of the market for endpoint management and common challenges related to business continuity
- Explore your organization's current remote work-related challenges and upcoming initiatives
- Discuss current security challenges and impacts to user experience
- Review tools including VMware Workspace One (including AirWatch), Microsoft Endpoint Manager (SCCM/Intune), and Citrix Endpoint Management

Who Should Attend this Briefing:

- Security Director
- Operations Director
- Desktop Architect

Virtualization

Modern Infrastructure Platforms

Many organizations live in a hybrid world where they must support new cloud native applications while maintaining the legacy applications that generate the bulk of the company's revenue. For these organizations, a modern infrastructure strategy is a key enabler of speed and agility. This session covers how your business can gain a competitive edge while ensuring investment dollars can be allocated to innovation vs. "keeping the lights on."

In This Briefing We Will:

- Identify your current business challenges that could be solved with a modern infrastructure strategy
- Discuss anticipated future requirements and long-term business vision
- Compare features and capabilities of public cloud and on-prem infrastructure
- Explore types of infrastructure platform strategies and provide insight into current and expected future market leaders
- Discuss current trends and points of intersection between on-prem infrastructure and public cloud, along with other IT disciplines (automation, security, data protection)

Who Should Attend this Briefing:

- VP of IT
- Infrastructure Director
- Virtualization Manager

Lifecycle Management with VMware Cloud Foundation

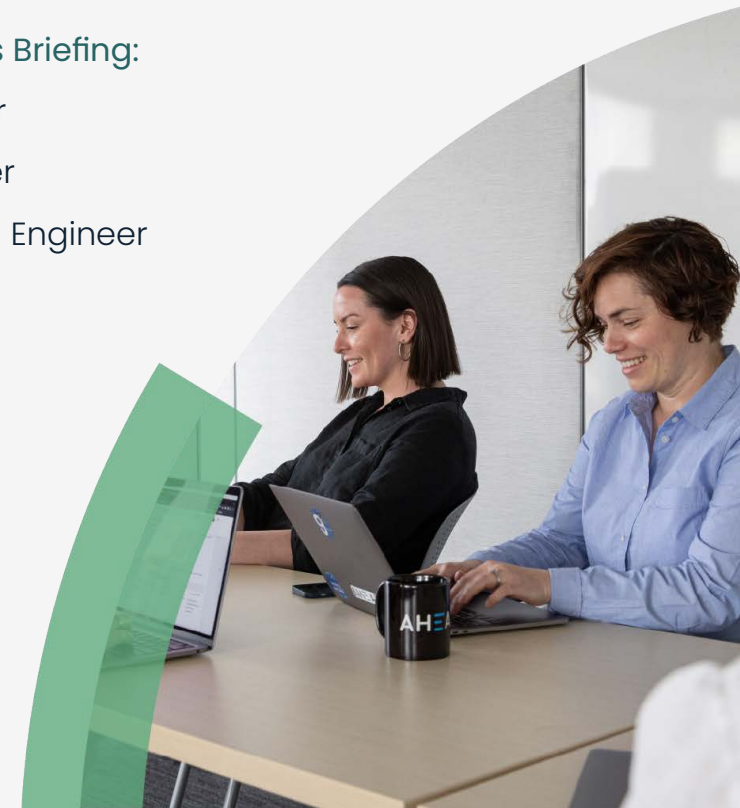
VMware Cloud Foundation is an opinionated software-defined architecture that focuses on automating and simplifying VMware's core offerings, enabling organizations to leverage the value that VMware provides, while at the same time limiting its complexity. This session explores VMware Cloud Foundation and its use cases that fit your environment.

In This Briefing We Will:

- Discuss the current and future capabilities of VMware Cloud Foundation
- Identify your current business challenges around VMware's core offerings
- Compare features and capabilities of public cloud and on-prem infrastructure
- Explore how other organizations are leveraging VMware Cloud Foundation to automate lifecycle management of their infrastructure and explore possible use cases

Who Should Attend this Briefing:

- Infrastructure Director
- Virtualization Manager
- Storage/Virtualization Engineer



Strategies for Disaster Recovery of Virtualized Workloads

Business critical applications are often run-in virtual machines and require quick recovery and minimal data loss in the event of a disaster. Creating a strategy to protect the various workloads in your virtual environments not only minimizes the impact of an event, but also aligns appropriate protection methods to the application's business value. Understanding your options and how to effectively use resources like public cloud providers is critical to ensuring a cost-effective and functional solution.

In This Briefing We Will:

- Review your organization's current state related to disaster recovery (DR) strategies for virtualized environments
- Discuss the potential business impact of a DR event as well as recovery and data loss requirements
- Compare use cases and success stories
- Work with your key stakeholders to understand your long-term vision and strategy to protect your virtual environment
- Cover topics including strategy development for protecting virtualized environments and an overview of methodologies and solutions to protect your environment (including public cloud and hybrid options)

Who Should Attend this Briefing:

- Infrastructure Director
- Storage/Virtualization Manager
- Storage/Virtualization Engineer
- Data Protection Engineer

Run and Manage Modern Applications with VMware Tanzu

The world no longer consists of just virtual machines and physical servers running in your own data center. Newer technologies like containers offer many benefits, but are often built, run, and maintained in separate environments—increasing complexity for IT professionals who are already struggling to keep up. VMware's Tanzu portfolio aims to ease this burden by allowing for consolidation and consistency in today's hybrid landscape.

In This Briefing We Will:

- Review your organization's current state and needs around technologies like containers and Kubernetes
- Discuss the operational efficiencies created by building and maintaining many disparate environments
- Discuss the impact of running and managing VMs and containers in a consolidated environment
- Compare use cases and success stories
- Work with your key stakeholders to understand your long-term vision and strategy for running workloads

Who Should Attend this Briefing:

- VP of IT
- Infrastructure Director
- Storage/Virtualization Manager
- Storage/Virtualization Engineer

Data Protection

Enterprise Data Protection for On-Premises and/or Public Cloud

Protecting valuable data, meeting company and industry compliance requirements, providing acceptable restore times, and controlling costs are critical objectives of most IT organizations. Whether companies generate the bulk of their revenue through IT services or other means, enterprise data protection has a significant impact on organizational capabilities and costs.

In This Briefing We Will:

- Identify current business challenges impacted by past and future data protection decisions
- Discuss industry and organization data protection requirements
- Introduce various data protection strategies and provide insight into current and expected future market leaders, covering both the major players as well as up and coming startups
- Discuss current trends and points of intersection between on-premises and cloud data protection along with other IT disciplines (automation, security, data protection)
- Document possible areas of improvement for your environment

Who Should Attend this Briefing:

- Infrastructure Director
- Data Protection Manager
- Data Protection Engineer

Data Protection Integration with ServiceNow

Learn how to improve visibility, enable faster time to resolution, and provide a better end user experience by integrating your data protection solution with the leading Enterprise Service Management platform, ServiceNow.

In This Briefing We Will:

- Identify current business challenges impacted by a lack of integration between data protection and ServiceNow
- Discuss industry and organization data protection requirements
- Explore possible integration points between data protection and ServiceNow
- Discuss your current data protection strategy and configuration

Who Should Attend this Briefing:

- Infrastructure Director
- Data Protection Manager
- Data Protection Engineer
- ServiceNow Manager

Protecting Your Data from Ransomware

Data breaches, data corruption, and malware bring business operations to a halt with no notice. Today's sophisticated phishers even target backups to guarantee payment. This session explores the dangers of unprotected data and how you can protect your organization from ransomware attacks.

In This Briefing We Will:

- Identify threats that expose your backup environment
- Discuss levels of cyber threat protection with select vendors
- Discuss your data protection environment vault
- Discuss potential cyberthreat designs to fit your organization
- Demo cyber recovery solutions

Who Should Attend this Briefing:

- Infrastructure Director
- Data Protection Manager
- Data Protection Engineer
- Security Manager



Storage

An Introduction to Enterprise Storage

Increasing uptime and flexibility, improving performance, and reducing costs are critical to IT success. Whether companies generate the bulk of their revenue through IT services or other means, enterprise storage has a significant impact on organizational capabilities and costs.

In This Briefing We Will:

- Discuss the state of the market of enterprise storage including an overview of types of storage and architectures and insight into market-leading options
- Discuss current trends and points of intersection between on-premises and cloud storage and other IT disciplines (automation, security, data protection)
- Discuss current storage-related challenges and/or upcoming lifecycle events within your organization
- Understand how current business objectives could be better met with enterprise storage strategies

Who Should Attend this Briefing:

- Infrastructure Director
- Storage Manager
- Storage Engineer

Cloud Storage Gateways

Data gravity is a common challenge faced by enterprises. Data gravity is the concept that large storage sets are not easy or cheap to move between data centers, creating headwinds for organizations trying to leverage public cloud services. This session explores cloud storage gateways as a solution to streamlining data transfer.

In This Briefing We Will:

- Discuss the state of the market of storage cloud gateways—appliances that automate and streamline data movement between private and public data centers
- Discuss current business objectives that could benefit from public cloud services and, in turn, from storage cloud gateways
- Introduce types of storage and architectures and provide insight into current and future market leaders

Who Should Attend this Briefing:

- Infrastructure Director
- Storage Manager
- Storage Engineer
- Cloud Director
- Cloud Manager



Unstructured Data Management

Enterprises continue to increase the rate at which they create data, whether from traditional processes that have been digitized or due to the increase of internet-connected devices. This data proliferation challenges businesses to store, back up, and properly secure their ever-growing data sets.

In This Briefing We Will:

- Introduce types of storage and architectures and provide insight into current and future market leaders
- Provide industry knowledge on unstructured data solutions around storage arrays and migration and analytics tools
- Identify current business challenges impacted by unstructured data
- Document possible areas of improvement for your environment

Who Should Attend this Briefing:

- Infrastructure Director
- Storage Manager
- Storage Engineer
- Cloud Directors
- Cloud Managers

Converged

Introduction to Converged Infrastructure

Bringing different infrastructure silos together for deployment and configuration can be time consuming and unnecessarily complex. Investing in a converged infrastructure can simplify such deployments and speed the time to market for infrastructure that is needed for demanding workloads in enterprise environments.

In This Briefing We Will:

- Illustrate the current market of converged infrastructure and what entails a converged solution
- Discuss challenges being faced by customers when deploying and configuring infrastructure
- Outline the benefits of converged infrastructure to the business as well as technical units of a customer

Who Should Attend this Briefing:

- Infrastructure Director
- Storage Manager
- Compute/Virtualization Manager
- Network Manager



Simplifying Infrastructure with AHEAD PODs

Adhering to best practices for all stacks of the infrastructure can be overwhelming and detrimental if not done properly. AHEAD ensures all stacks of the solution follow such best practices as well as setting the customer up for success with the planned workloads being placed upon the new POD. Pre-configuration prior to landing on the dock of the data center gets the customer as close as possible to a 'plug-and-play' solution that can reduce the time to market for new infrastructure.

In This Briefing We Will:

- Discuss the benefits of choosing AHEAD PODs
- What PODs solution offering does and does not do
- Challenges that are resolved with PODs

Who Should Attend this Briefing:

- Infrastructure Director
- Storage Manager
- Compute/Virtualization Manager
- Network Manager
- Storage Engineer
- Compute/Virtualization Engineer
- Network Engineer

HCI Overview/ Comparison

While all HCI solutions bring a high level of consolidation to the infrastructure, not all HCI solutions are created equal. Diving into the differences between the architectures of available HCI solutions is the start of this session while comparing the main players in the HCI space. It's important to ensure that customers understand what will work for them as well as what isn't the right fit for their workloads – AHEAD is here to help sift through the questions around HCI.

In This Briefing We Will:

- Provide architectural overview of the leading HCI solutions available on the market
- Comparison of HCI platforms with focuses upon the benefits and advantages of certain solutions
- Discuss where HCI is a fit for workloads and where certain workloads might not be right for HCI

Who Should Attend this Briefing:

- Infrastructure Director
- Storage Manager
- Compute/Virtualization Manager
- Storage Engineer
- Compute/Virtualization Engineer

Data Landscape Modernization

Data Landscape Modernization: Better Decisions Through Data

Data is everywhere. There are components of data that fit into application and data architecture, along with infrastructure and services that need to be stood up within the cloud to support that data. Each facet of your IT infrastructure lends to your overall data landscape. In this session, your team will learn how to access and analyze data to make informed business decisions by leveraging advanced modern architecture patterns.

In This Briefing We Will:

- Explore potential data migration paths, targets, and tools
- Review your organization's current data estate
- Provide clarity around different migration opportunities and cost savings
- Discuss how various components of your IT infrastructure impact data (including cloud, DevOps, security, and intelligent operations)

Who Should Attend this Briefing:

- CIO
- CTO
- Chief Data Officer
- DBA team or manager
- Infrastructure team or manager



Data Science, Artificial Intelligence, and Machine Learning

Using data science, you can uncover patterns in your data you never knew existed. In this session, we will explore how data science through AI and ML can help you extract deeper business insights from broader data sets—at scale.

In This Briefing We Will:

- Gain an understanding of how to use data science to make better business decisions
- Review your organization's current opportunities for applying ML and AI
- Explore how to realize the value of your current data
- Discuss topics including the role and structure of data science teams, accessing data streams in real time, and how to reveal new patterns from existing data, cloud approaches to AI, ML, and deep learning, and building a data community of excellence

Who Should Attend this Briefing:

- CIO
- CDO
- CEO
- Data analytics team
- Specialty infrastructure team
- Applications teams



Combining cloud-native capabilities in software and data engineering with an unparalleled track record of modernizing infrastructure, we're uniquely positioned to help accelerate the promise of digital transformation.

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