



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

Study Tour

23rd – 28th August 2021
IBM Montpellier





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



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

MONDAY 23rd August		
Time	Subject	Location
AM	Arrivals at Nice Airport	Nice
15:00 BUS	Bus from Nice Airport to St Tropez	
19:00	Dinner Senequier - www.senequier.com	St Tropez
23:00 BUS	Departures from St Tropez to The Hotel Mercure, La Grande Motte	La Grande Motte / Montpellier



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

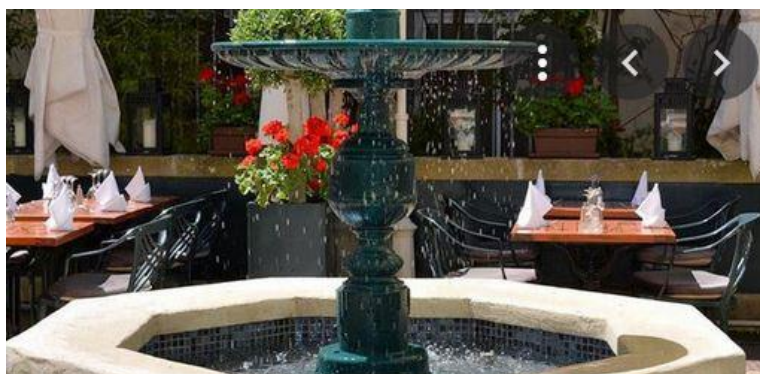
TUESDAY 24th August

Time	Subject	Location
10:00 BUS	Bus will leave the hotel for Session 1	La Voile Bleue
10:30	Session 1 : Broadcom Sales presentation	La Voile Bleue
9:30 BUS	Bus will leave the hotel for Session 2	IBM Montpellier
10:00	Session 2 : Technical session - Storage, Storage with OpenShift, Roadmap Spectrum, IBM SW Stack, Spectrum Stack.	IBM Montpellier
12:00 BUS	Session 2 - Bus will leave IBM Montpellier	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 exemples 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	

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 sales & technical presentation Sales	La Voile Bleue
12:30 – 14:00	Lunch	La Voile Bleue
14:30 BUS	Back to the Hotels after lunch to freshen up and then to the Wine Tasting & evening dinner.	
15:30 BUS	Bus will leave the hotel	
16:30 – 23:30	Wine Tasting and evening Cocktails & Tapas.	Le Verchant https://www.domaine-deverchant.com/de/accueil
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

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

Nauman Khan Blue-Channel

Mobile, when dialing in France 06 63 25 68 77

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 Kappelmayer	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

Zoran Janjic	Bechtle
Tobias Nachtmann	TechData Germany
Sven Limberger	Bechtle
Thomas Beerweiler	Bechtle
Anthony Sayer	Bechtle
Dennis Honecker	Bechtle
Roman Vorberg	Bechtle
Björn Steiner	Bechtle
Hans Rawyler	Bechtle
Christian Ferrari	Bechtle

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
Pauline Bahn	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)
Christophe Menichetti	IBM Montpellier ITA IBM AI
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	Business Development

