

## IoT in Action Solution Builder Conference Agenda - Beijing

Session	Speakers
9:00 - 9:05 <b>Executive Welcome</b>	Crystal YIN, Sr. Sales Manager, IoT Device Experience, Microsoft
9:05 - 9:15 <b>Speech by Industry Committee Leader</b>	
9:15 - 9:45 <b>Executive Keynote:</b> This session will outline what Microsoft's \$5B investment in IoT means for your IoT business vision.	Horace CHOW, COO, Microsoft China  <b>Guest Speaker:</b>  Peter CHEN, Information Software Business Manager - Rockwell Automation
9:45 - 10:45 <b>Intelligent Edge and Intelligent Cloud:</b> How do you accelerate IoT and optimize opportunities to grow revenue and profitability? Success in IoT requires a mindset in innovation, in business model and in partnership. Microsoft is enabling partners across the IoT value chain to design, build and scale repeatable IoT solutions from edge to cloud.  <b>Addressing the Challenges of IoT Security with Azure Sphere:</b> Learn how organizations around the world are building and securing the next generation of end-to-end IoT solutions. Learn how you can simplify your IoT journey, secure your solutions from device to the cloud and take advantage of more choice and openness to create enterprise-grade IoT and edge solutions.	Mingqiang XU, CTO, One Commercial Partner, Microsoft GRC  <b>Guest Speaker:</b>  William ZHONG, CEO - Yuan'An Lei GONG, CEO -Yuanqi
<b>Morning Break   10:45 - 11:00</b>	
11:00 - 11:45 <b>Building Intelligent Edge Solutions with Microsoft IoT and other Technology Programs:</b> Learn how innovations in IoT Edge technologies, Cognitive Services and Artificial Intelligence can be easily leveraged to enhance IoT solutions – from simple to complex scenarios. Learn how Distributors, SIs and OEMs can work together to design, build and deploy scalable, repeatable solutions.	Henry SHI, Cloud Solution Architect, Microsoft  <b>Guest Speaker:</b>  Yijun YU, GM - Mobiliya China
<b>Lunch Break   11:45 – 13:00</b>	

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<p>13:00 - 16:00</p> <p><b>Transforming Your Business:</b> Learn about the four stages of digital transformation which companies go through as they leverage the capabilities of the Intelligent Cloud and the Intelligent Edge. Learn how to develop profitable, sustainable and scalable business models in a variety of partnership and commercial scenarios. Learn how to save money for you and your customers, and how to monetize new opportunities. Discuss issues and ideas with a panel of industry experts.</p>	<p>Johnson Tao, Principle Solution Specialist, IoT Device Experience, Microsoft</p> <p><b>Guest Speakers:</b></p> <p>Ryo LIN, Sales VP – DFocus Eric HE, COO - Soda Raymond SHI, Digital Program Manager – ABB James JUN, IoT Dev. Manager - Advantech</p>
<p><b>Afternoon Break   15:00 - 15:20</b></p>	
<p>13:00 - 14:20</p> <p><b>Building Your Intelligent Edge:</b> We dive into recent Microsoft IoT Product innovations, from intelligent edge to intelligent cloud, and advancements in AI that create new reference architecture opportunities.</p> <p>14:20 - 15:20</p> <p><b>IoT and AI – the new power couple:</b> 20B IoT device will be build by CY2020. Most of the Edge IoT device will be Intelligent, learn how Microsoft drive the tide of IoT &amp; AI.</p> <p>15:20 - 16:00</p> <p><b>Azure Sphere:</b> Deep dive from technical perspective to secure your solutions from device to the cloud and create enterprise-grade IoT and edge solutions with more choices.</p>	<p><b>Building Your Intelligent Edge:</b> Yong DING, Senior Program Manager Lead, Microsoft</p> <p><b>IoT and AI – the new power couple:</b> Stanley LI, Technical Evangelist, Microsoft</p> <p><b>Azure Sphere:</b> Jiancheng YAO, Cloud Solution Architect, Microsoft</p> <p><b>Guest Speakers:</b> Joey JIANG, Sales VP - Seed</p>
<p>Available starting from 11am</p> <p><b>Partner-Customer Matchmaking Available Throughout Day:</b> Use our online Matchmaking Tool to meet partners and customers who are looking for new partnership opportunities to design, build and deploy new IoT solutions.</p>	
<p>All-Day</p> <p><b>Sponsored Partner Solution Showcase:</b> Explore our Partner IoT Solution Showcase that will demonstrate the strength in innovation the Microsoft IoT Partner ecosystem is driving in key verticals in collaboration with Microsoft partner ecosystem.</p>	