



DellTechnologies
PARTNER PROGRAM

REAL

PARTNERSHIP

SOUTH ASIA PARTNER SUMMIT 2019
9 - 12 JULY 2019 | SEOUL, KOREA

Pre-departure Kit

Hotel Grand Walkerhill, Seoul



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South Korea

Suggested Navigation Apps to download

1. Naver Maps

South Korea's internet portal giant Naver has upgraded its flagship mobile map app Naver Maps to include four languages, Korean, English, Chinese and Japanese. However, the driving navigation function is available only in English. Naver Maps is currently the only mobile navigation app in Korea that offers directions in English.

The best thing is, the language setting is automatic. Naver's map app will run on a smartphone in the default language setting of the device's operating system. For instance, if a phone's language is set to English, the map will automatically be offered in English.

You can use it to navigate around the city, check bus arrival timings, read Korean restaurant reviews, and more!



2. Subway Korea

This app will also come in handy when you are traveling around Korea. The app is available in English and you can use it to find the shortest and most efficient subway route. It can also show you what time the next train is reaching the station.



You can download the navigation apps from the App Store or Google Play.



Arrival Transfer

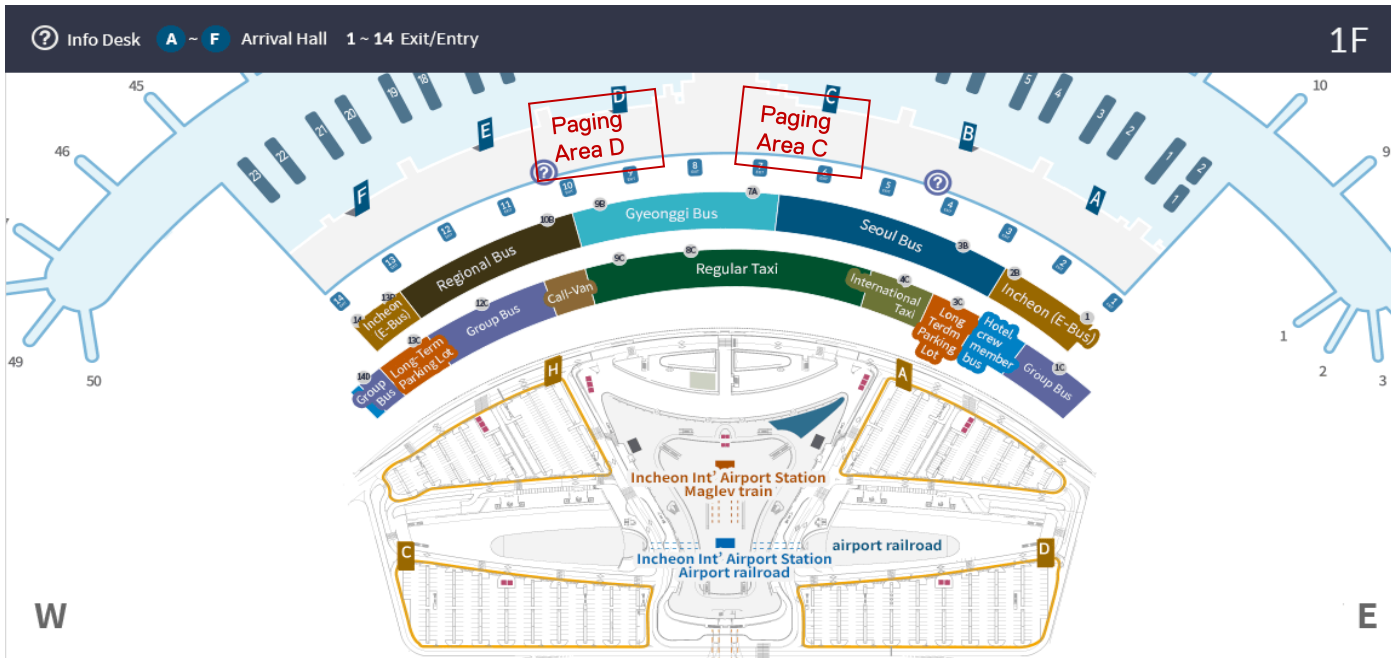
From Incheon International Airport (ICN)

Airport transfers have been arranged for arrivals on 9 July, details as follows:

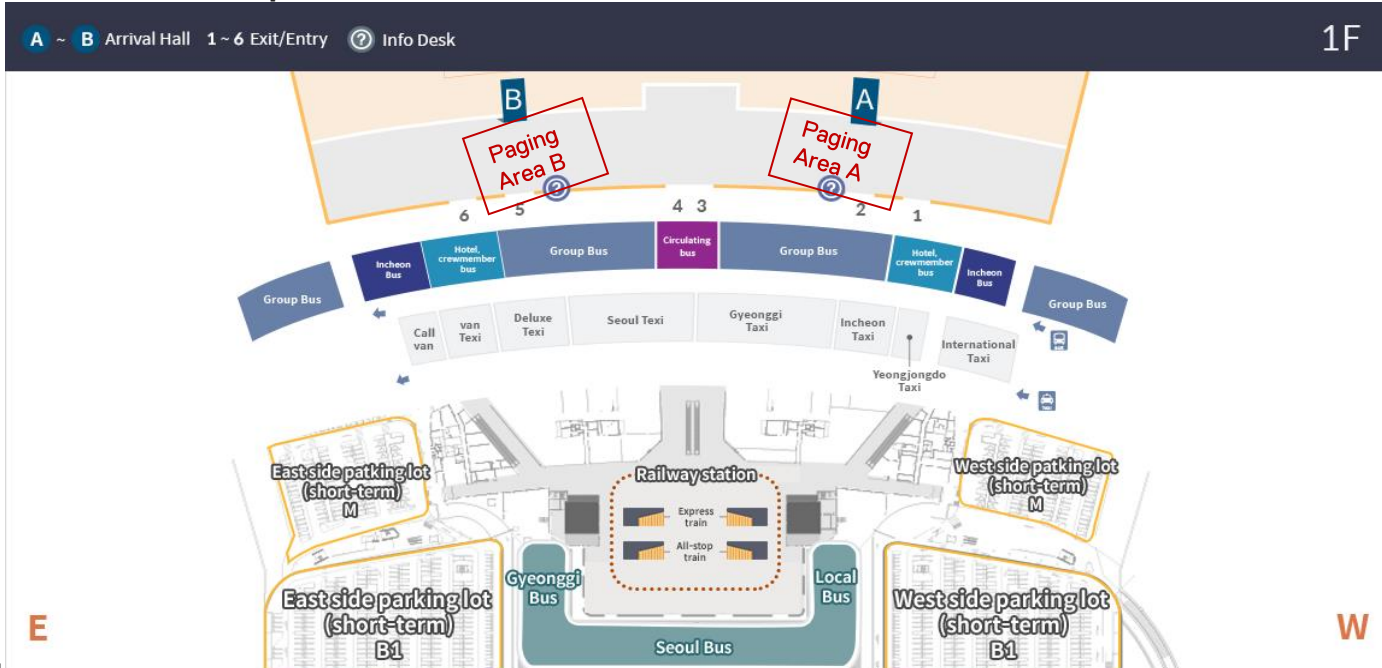
Date: Tuesday, 9 July 2019
Time: Flight Arrival Time

Meeting Point: Arrival Hall, Level 1, Incheon International Airport
 Look out for the signage bearing your name at the Pick-up Point or call +82 2 450 4670 should you require any assistance.

Terminal 1: Pick-up Point



Terminal 2: Pick-up Point



Arrival Transfer

From Gimpo International Airport (GMP)

Airport transfers have been arranged for arrivals on 9 July, details as follows:

Date: Tuesday, 9 July 2019
Time: Flight Arrival Time

Meeting Point: Arrival Hall, Level 1, Gimpo International Airport
Look out for the signage bearing your name at the Arrival Hall or call +82 2 450 4670 should you require any assistance.

1 Floor

○ Public Area ○ Security Area

🍴 Restaurants&Café 🛍 Shopping ✈ Airline 🧑 Service(Bank&Info) ⋮ Etc

1F 2F 3F 4F



Arrival Transfer

Sample of signage with your name



Please note that airport transfers will be arranged according to flight timings and shared transport will be used to combine flights with similar arrival timings.

Distance from Airport to the Hotel

The drive from Incheon International Airport to Grand Walkerhill Seoul will take around 80 minutes, while the distance between Gimpo International Airport to Grand Walkerhill Seoul is slightly shorter and will be an estimated 65 minutes drive.

Accommodations

Grand Walkerhill Seoul

Address: 177 Walkerhill-ro, Gwangjang-dong, Gwangjin-gu
Seoul, South Korea

Tel : +82 2-455-5000

Website:

<https://www.walkerhill.com/grandwalkerhillseoul/en/>



Check-in

The official check-in time is at **15:00 hours**.

Early check-in is subject to room availability upon arrival at the hotel. Should you require to freshen up, gym access will be given upon request. Please present your **passport** for verification and a **credit card** as security deposit during check-in.

Hotel check-in counter is located in the hotel lobby and is open 24 hours daily.

Collection of Name Badge

During your check-in, the event crew will issue a name badge to you at the check-in counter. The badge collection counter is open from **09:00 hours to 21:00 hours on 9 July**.

During event days, badge collection will be located at the **Hospitality Desk at Vista Hall Foyer**. Please refer to page 8 for Hospitality Desk opening hours and location.

Breakfast

Daily breakfast will be served at The Buffet on Level 2, Grand Walkerhill, 7:00 – 10:00.

Check-out

The official check-out time is at **12:00 hours**.

- Late check-out is subject to room availability and additional charges may apply.
- Baggage can be stored with concierge after check-out.
- Please refer to page 12 for departure transfer timings on 12 July.

Any additional expenses such as extension stay, late check-out, in-room movies, consumption of items in the mini-bar, long distance telephone charges, room service or other amenities will be borne on your personal account upon check-out.

Conference Venue

Vista Walkerhill Seoul

Address: 177 Walkerhill-ro, Gwangjang-dong, Gwangjin-gu, Seoul, South Korea

Tel : +82 2-455-5000

Website:

<https://www.walkerhill.com/vistawalkerhillseoul/en/>



Hospitality Desk Opening Hours & Location

10 July, Wednesday 07:00 hours to 20:00 hours, Vista Walkerhill (Vista Hall Foyer)

11 July, Thursday 07:00 hours to 16:00 hours, Vista Walkerhill (Vista Hall Foyer)

16:00 hours to 21:00hours, Grand Walkerhill Hotel Lobby

Access to the Event

Your name badge will be issued upon hotel check-in. Kindly note that you will be required to wear your badge at all times to be allowed access into the venue. Your name badge will be scanned at the entrance of the breakout rooms.

Free Wi-Fi Network:

Guest@walkerhill

No password required

Meals Hosted at the Partner Summit*

Welcome Dinner

9 July, 6pm - 9pm

Re:BAR, Vista Walkerhill Level 1

Gala Dinner

10 July, 7.15pm – 10pm

Walkerhill Theatre, Grand Walkerhill B1

Lunch and tea breaks

10 - 11 July

Vista Walkerhill, Vista Hall Foyer Level B2

Closing Dinner, after Team Building

11 July, 7pm – 9pm

Korean Folk Village

**International cuisine with Korean dishes is provided for all meals. No pork no lard and Vegetarian meals are also provided.*

Dress Code

Welcome Dinner & Conference Dress Code (9 – 11th July)

The recommended dress code for this session & the main conference is **Business Casual**. Gentlemen can choose dress slacks or chinos, a button-down shirt, socks and dress shoes. Ladies can wear a combination of skirt or dress slacks, blouse, twinset with casual jacket or cardigan and sandals or peep-toe shoes.

Awards Gala Dinner Dress Code (10th July, Wednesday evening)

The dress code for the Gala Dinner is **K-pop Glam**. Gentlemen have the option to wear a unique suit jacket or dress up in cotton pants and an open-collared linen shirt. Ladies can opt for cocktail dresses or ball gowns.

Team building (11th July, Thursday evening)

Attendees are advised to pack casual attire, light clothing and comfortable walking shoes to enjoy the team-building program in summer weather. Sunscreen and insect repellent are also highly recommended.

For this activity, attendees are reminded to change to the T-shirts given out during Hotel check-in.

Event App

Download the Dell Tech South Asia app now (available in both AppStore and Google Play) and have the event updates on the go.

Build your own agenda, submit questions before breakout session and the Partner Keynote Opening, and stay up-to-date with all the on-site events and announcements.

Log in with:

- Your registered email address
- Password: realseoul

Share your moments
on social media with:

#DellTechPartners
#REALSeoul



Event Agenda

9 JULY, TUESDAY – Arrivals & Registration

	Session	Speaker	Venue - Vista Walkerhill
All day	Arrivals and Registration		Level 1, Grand Walkerhill Level 1, Vista Walkerhill
18:00	Welcome Dinner	Tiang-Hin Ang , General Manager, South Asia Channels, Dell Technologies	Level 1, Vista Walkerhill, Re:BAR

10 JULY, WEDNESDAY – Plenary & Breakouts

	Session	Speaker	Venue - Vista Walkerhill
7:30	Registration & Solutions Showcase Opening		Vista Hall Foyer, Level B2
8:45	Event Opening	Tiang-Hin Ang , General Manager, South Asia Channels, Dell Technologies	Vista Hall 1, Level B2
9:00	Welcome Address	Chee Wei Chue , General Manager, AEM Channels, Dell Technologies	
9:20	Impact of Technologies within the Digital Universe	Patricia Florissi , Vice President & Global CTO, Sales, Dell Technologies	
10:00	Voice of the Customer	Biren Ghose , Country Head, Technicolor India	
10:30	Coffee Break & Solutions Showcase		Vista Hall Foyer, Level B2
11:00	Panel Discussion: Solutions for your AI Journey - Dell Technologies, Intel and Microsoft	Carol Hildebrandt , South Asia Marketing Director, Dell Technologies Fumiki Negishi , APJ HPC/AI Sales Director, Intel Microsoft	Vista Hall 1, Level B2
11:40	Consuming IT: It's a Multi-Cloud World	Abhijit Potnis , Senior Director of System Engineering, APJ Channel Presales, Dell Technologies Sanjay Deshmukh , Vice President & Managing Director, South East Asia and Korea, VMware	
12:10	Lunch & Solutions Showcase		Vista Hall 3 & Foyer, Level B2

Event Agenda

10 JULY, WEDNESDAY – Breakouts

	Vista Hall 1	Vista Hall 2	Vista Hall 3
	Future of Work	Data Capital	Security Transformation
13:15	Are you Ready for Digital Natives Joining the Workforce? Dragana Beara , Portfolio Messaging Director, APJ, Dell Technologies	Vision of the Modern Data Center Ernest Chai , Director, Modern Data Center, APJ, Dell Technologies	It's Never Too Late To Protect Critical Data ... Until It Is Jamie Lim , Channel Director, APJ, Data Protection Solutions, Dell Technologies
14:00	Unified Workspace - Modernizing the PC Experience: Simplifying the Complexity of IT Bob Batchelor , Director Product Specialists, Dell Technologies	Dell Tech & Toshiba Memory Corporation Kenji Nakajima , Senior Expert, SSD business Planning Department, Toshiba Memory Corporation	Security in a Cloud Native World
14:45	Coffee Break at Solutions Showcase - Vista Walkerhill, Vista Hall Foyer, Level B2		
	Business Transformation	Emerging Technologies	Dell Technologies Cloud
15:15	Pay as you Grow Business Model Don Ri Yuen , Business Development & Channel Financing Director, Dell Technologies	Crossing The Digital Chasm with AI Fumiki Negishi , APJ HPC/AI Sales Director, Intel	Dell Technologies Cloud Operating Model: A Simple, Seamless Experience Adrian Ang , Helping Organizations Transform and Embrace Emerging Technologies, Dell Technologies Poh Wah Lee , Director Systems Engineering, Partner Solutions and Strategies, VMware
16:00	Marketing to the C-Suite in the Digital Age Carol Hildebrandt , South Asia Marketing Director, Dell Technologies	Realizing The Promise Of 5G: Are You "Foundation Ready for the Future"?	Dell Tech & Microsoft
16:45	Solutions Showcase Tour & Cocktail/Networking Session - Sponsored by Pivotal		Vista Walkerhill, Vista Hall Foyer, Level B2
18:00	Freshen up in K-pop Fashion		
19:00	Gala Dinner & Awards Night		Walkerhill Theatre, Grand Walkerhill, Level B1

Event Agenda

11 JULY, THURSDAY – Plenary

	Session	Speaker	Venue - Vista Walkerhill
7:00	Solutions Showcase Opening & Women in Channel Breakfast	Carol Hildebrandt , South Asia Marketing Director, Dell Technologies Uma Thana Balasingam , Vice President & Channel Chief, Asia Pacific & Japan, VMware	Vista Hall Foyer, Level B2
8:00	Solutions Showcase Tour		
9:00	Day One Recap	Vincent Lee , General Manager, Commercial Channels, Singapore, Dell Technologies	
9:15	Panel Discussion: Consumption Model Supporting Growth & Profitability	Ng Tian Beng , Senior Vice President & General Manager, APJ Channel, Dell Technologies Pamela Lim , Senior Director, APJ Channel Strategy & Programs, Dell Technologies Don Ri Yuen , Business Development & Channel Financing Director, Dell Technologies Moderator: James Henderson , Editorial Director of Asia, IDG	Vista Hall 1, Level B2
9:45	Panel Discussion: Future-Proofing your Business	Pivotal RSA Fan Qu , Director, Channels & Alliances, Southeast Asia and Korea, VMware Moderator: Praveen Sahai , Senior Director, Strategic Partner & ISV Sales	
10:15	Coffee Break at Solutions Showcase		Vista Hall Foyer, Level B2
10:45	Leveraging Dell Technologies OEM & IoT Portfolio	Erwin Meyer , Senior Director, OEM Solutions, Dell Technologies	Vista Hall 1, Level B2
11:15	Partner of the Future 2.0	Mark Iles , Industry Analyst, Tech Research Asia	
11:45	Lunch & Solutions Showcase		Vista Hall 3 & Foyer, Level B2

Event Agenda

11 JULY, THURSDAY – Plenary

13:15	Defying Gravity with Dell Technologies Partner Program	<p>Ng Tian Beng, Senior Vice President & General Manager APJ Channel, Dell Technologies</p> <p>Uma Thana Balasingam, Vice President & Channel Chief, Asia Pacific & Japan, VMware</p>	Vista Hall 1, Level B2
14:00	Inspiration for the Seoul: The Next Wave	Mark Mathews	
14:40	Plenary Closing	Tiang-Hin Ang , General Manager, South Asia Channels, Dell Technologies	
15:00	Briefing for Team Building		
15:15	Coffee Break & Change of Attire		
15:30	Team Building Activities		Korean Folk Village
19:00	Closing Dinner		

12 JULY, FRIDAY – R&R and Departures

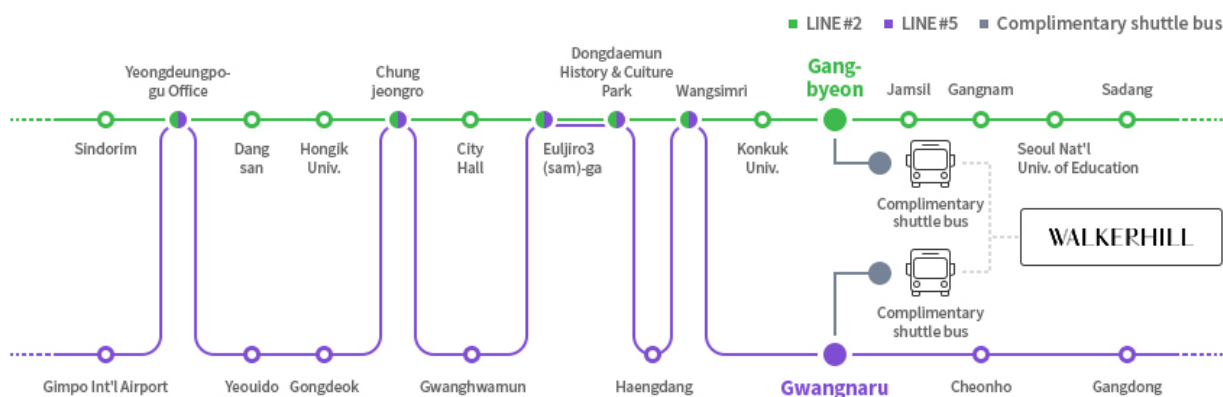
Session	
06:00 – 15:00	Available Leisure Activities: Golf, DMZ Tour, Shopping & Foodie Tour
	Check out & Departures

Nearby Transport

Complimentary Hotel Shuttle Service

Conveniently located at the heart of Seoul, it takes only 10 minutes to reach Gangnam by taxi or car. Complimentary hotel shuttle service is also available every 10 minutes to Gangbyeon Station (Subway Line #2) and Gwangnaru Station (Subway Line #5) for easy access.

Option 1 - Gangbyeon Station (Line #2) or Gwangnaru Station (Line#5)



Visit the hotel website for more details on the pickup point at each subway station.

<https://www.walkerhill.com/grandwalkerhillseoul/en/Map?tabIdx=2#location03>



Option 2 - Use Complimentary Shuttle service

Walkerhill Complimentary Shuttle Bus

- Interval 10 min
 - First Bus 06:00
 - Last Bus 23:20
 - Gangbyeon Station > Walkerhill : 15 min
 - Gwangnaru Station > Walkerhill : 8 min
- ※ The first and last bus times are based on the times of departure.



Departures

Departure Transfer

From Hotel Grand Walkerhill to Incheon International Airport, departure transfers will be provided on 12 July.

Your traveling should be at least 4 hours prior to your flight departure time, as traffic in Seoul is heavy and unpredictable. Please check with the hotel concierge/ event hospitality desk on your pick-up time.

Flight Status / Update

A day prior to departure, please refer to your airline website for flight information / update to ensure you are kept up to date of your flight departure time.



Local Information

Seoul, the capital of South Korea, is a leading and rising global city. A major metropolis of modern architectural achievement, the birthplace of K-pop, and surrounded by five UNESCO World Heritage Sites, it has become the economic, political and cultural hub of the country.

Its history stretches back over two thousand years, juxtaposed with today's cutting-edge cityscape. Contemporary living intersects with cobbled alleys in village-like districts, preserving traditional wooden houses, palaces, and street markets.

Time Zone: GMT +9 hours

Telephone Country Code: (+82)



Climate

July is one of the hottest months in Seoul, sharing the distinction with August. The monthly average temperature is 24°C. Daytime averages hit 27°C for the month and nights are much warmer than they are during winter, averaging 20°C. The record temperature in Seoul in July was 38.4°C

Currency

The currency in South Korea is called won (KRW). Banknotes come in denominations of 1,000, 5,000, 10,000, and 50,000 KRW. Coins are available in 10, 50, 100, and 500 won. Use the currency converter (www.xe.com/currencyconverter/) to determine the estimated value of your own local currency based on daily exchange rates. As of June, it is approximately USD 1 to KRW 1,181.19

Electricity

In South Korea the power plugs and sockets are of type C and F. The standard voltage is 220 V and the standard frequency is 60 Hz.



Etiquette

Koreans are generally very understanding and hospitable, but there are some important taboos and social conventions.

- Do not place your thumb between your middle and index finger while making a fist as this an obscene gesture
- Do not wear your shoes in places of worship or peoples' homes
- Do not put your feet on furniture

Contact

Enquiries	
Onsite assistance	<p>Look out for our friendly event crew at the Hospitality Desk located at Grand Walkerhill Hotel lobby on 9 July from 09:00 to 21:00.</p> <p>During the conference days, the hospitality desk is open on 10 & 11 July at Vista Hall Foyer on level B1 of Vista Walkerhill Hotel, from 07:00 to 20:00.</p>
For urgent assistance, please contact	Event Secretariat Team: +82 10 49248546 / +82 10-5065-8462

All reasonable care has been taken in organizing this event. However, Dell Technologies and our appointed event organizer, PMG Asia Pacific Pte Ltd, shall not be liable for your personal safety during the event. This includes any loss or damage caused by negligence or by the following circumstances: acts of God, war, government regulation or action, terrorism, disaster, civil disorder including but not limited to strikes; labor disputes, curtailment of transport facilities or any other emergency beyond a party's reasonable control.

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