WTA Breakfast Briefing

Cloud services – change and competition: what this means for the providers of Infrastructure Services and their customers

Wednesday 5th June 2019

08:30-09:00	**Registration and Breakfast**
09:00-09:10	**Welcome and Opening remarks** **Jeffrey Jenner, Partner, WTA**
09:10-09:25	**Michel Robert, Managing Director, Claranet UK and USA** • Established service companies have the advantage of well-developed solutions, established customers and well deployed resources. Many are international too. • Claranet has been the most prolific buy-and-build in its space and has doubled its run rate revenue over the last few years. • Michel will present how such a company competes and adapts both to meet the changing technologies and ensure they don't lose out to new-style competitors.
09:25-09:40	**Paul McCarthy, Chief Corporate Development Officer, HeleCloud Limited** • For service providers the market is highly competitive and must face the growing dominance and competition of AWS and Azure. How does it respond and what new opportunities arise? • There are new entrants and new ways of doing things. • Paul describes the experiences of being a pure play AWS player, what it means to not offer multi-Cloud deployments and what "going native" will mean for customers and the market."
09:40-09:55	**Andrew Tsonchev, Director of Technology, Darktrace Limited** • OT and IT are increasingly converging, the threat to critical infrastructure is growing and the need to understand and secure complex networks has become unavoidable; • Modern industrial networks are highly complex systems involving the interaction of diverse and bespoke devices – legacy products, proprietary protocols, and custom solutions often work side by side with corporate IT technologies and the new generation of Internet of Things devices; • Andrew will describe the challenge of providing full coverage of enterprise, industrial and IoT environments which have never been greater, innovations using machine learning and AI and how they must be explored.

09:55-10:10	**Mark Cameron, Head of Transformation at WPP Group** • Large enterprise-scale companies face a complex and difficult path when they look to the cloud to deploy applications; • What new challenges does managing a hybrid cloud environment present, and how should they be overcome? • Mark will speak about how these issues are approached in the world's largest advertising and communications business operating in 112 countries and 130,000 staff
10:10-10:25	**Q&A for the Panel** **Jeffrey Jenner, Partner WTA Partners**
10:25-10:30	**Closing remarks** **Alan Butterworth, Partner, WTA Partners**
10:30-11:15	**Refreshments and Networking**

Speaker Biographies

Michel Robert, Managing Director, Claranet UK and USA

Michel joined Claranet UK as Managing Director in July 2007. During his time at the company he has overseen Claranet's evolution into one of the leading independent managed service providers in the UK. With over 15-years of experience in the IT services industry he is regularly invited to comment on industry news and to speak at IT events.

In recent years Michel has overseen the acquisition and integration of five businesses, almost tripling the size of Claranet's UK operation. With the company's profile consolidated, Gartner placed Claranet as a leader in their 2013, 2014, 2015 and 2016 Magic Quadrant for European Managed Hosting based on the company's completeness of vision and ability to execute.

In addition to leading the UK business, Michel is Group Chief Operating Officer, supporting group-wide initiatives and best practice sharing.

Paul McCarthy, Chief Corporate Development Officer, HeleCloud Limited

Paul is a highly successful and visionary senior executive and entrepreneur with over 25 years of sales and managing director level experience. He has always been at the forefront of new technology waves in the IT sector having worked in internet banking, Mobile banking, digital transformation and cloud.

In 2016 Paul invested and co-founded HeleCloud, now a leading AWS premier partner with over 40 clients, the business recently took a £2m Investment from BGF and has won several awards including two from Megabuyte 'best performing company' and 'fastest growing company'.

Andrew Tsonchev, Director of Technology, Darktrace Limited

Andrew advises Darktrace's strategic Fortune 500 customers on advanced threat detection, machine learning and autonomous response. He has a technical background in threat analysis and research and holds a first-class degree in physics from Oxford University and a first-class degree in philosophy from King's College London.

Andrew was most recently featured on BBC World, BBC Morning and Al Jazeera to comment on the news regarding the GRU.

Mark Cameron, Head of Transformation, WPP Group

Biography to follow

Jeffrey Jenner, Partner, WTA Partners LLP

Jeffrey Jenner was the founder of the M&A business which eventually became WTA Partners and leads the Infrastructure practice. He now has a significant reputation for effectiveness in the mid-market technology space.

Jeffrey has transacted in a dozen countries successfully completing buy and sale transactions and advisory work for numerous private and public client companies in many technology market sub-sectors. Before working full time in M&A practitioner he worked almost exclusively in the Information Technology (IT) sector for thirty years of which the majority was spent with leading IT service companies providing systems solutions in most major markets around the world.