

## WTA Breakfast Briefing

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

Tuesday 5<sup>th</sup> November 2019

08:30-09:00	<b>Registration and Breakfast</b>
09:00-09:10	<b>Welcome and Opening remarks</b> <b>Jeffrey Jenner, Partner, WTA</b>
09:10-09:25	<b>Michel Robert, Managing Director, Claranet UK and USA</b> <ul style="list-style-type: none"> <li>• Established service companies have the advantage of well-developed solutions, established customers and well deployed resources. Many are international too.</li> <li>• Claranet has been the most prolific buy-and-build in its space and has doubled its run rate revenue over the last few years.</li> <li>• 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.</li> </ul>
09:25-09:40	<b>Dob Todorov, CEO &amp; Chief Cloud Officer, HeleCloud Limited</b> <ul style="list-style-type: none"> <li>• 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?</li> <li>• There are new entrants and new ways of doing things. Dob 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.</li> </ul>
09:40-09:55	<b>Marco Pereira, Worldwide Vice President, CPS Strategy and Consulting, Trustwave</b> <ul style="list-style-type: none"> <li>• Traditional approaches to security have been become inadequate in the hybrid world. Issues range from on-premise data centres to the cloud and includes obstacles such as mobile devices, BYOD, IoT and 24/7 access;</li> <li>• So how can reliable and secure cyber-defence solutions be implemented?</li> <li>• Marco will describe the challenge and how in the Cloud Age organisations need to assume compromise and adapt their security posture to achieve Digital Resilience.</li> </ul>

<b>09:55-10:10</b>	<b>Graham Thomson, Chief Information Security Officer, Irwin Mitchell</b> <ul style="list-style-type: none"> <li>• Companies face a complex and difficult path when they look to the cloud to deploy applications;</li> <li>• What new challenges does managing a hybrid cloud environment present, and how should they be overcome?</li> <li>• Graham will speak about how these issues are approached one of the leading UK solicitors with 2,500 staff and operating in fifteen offices.</li> </ul>
<b>10:10-10:25</b>	<b>Q&amp;A for the Panel</b> <b>Jeffrey Jenner, Partner WTA Partners</b>
<b>10:25-10:30</b>	<b>Closing remarks</b> <b>Alan Butterworth, Partner, WTA Partners</b>
<b>10:30-11:15</b>	<b>Refreshments and Networking</b>

## 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.

### Dob Todorov, CEO & Chief Cloud Officer, HeleCloud Limited



Dob Todorov has co-founded and led a number of start-ups in the technology and financial services industries. With solutions architecture, security and systems engineering experience at organisations including HP, Accenture, Visa, BT Global Services and International Network Services (INS), he was subsequently employed by Amazon Web Services (AWS) as CTO for Public Sector in EMEA, and the Head of Security & Compliance in EMEA. In 2016, he moved on to co-found HeleCloud – a pan-European Cloud technology consultancy and managed services business. He has worked with clients as diverse as central and local government, large internationals and emerging start-ups in their design and implementation of cloud solutions following AWS best practice. Dob is passionate about the opportunities for business advantage coming from technology innovation and strategic digital disruption.

**Marco Pereira, Worldwide Vice President, CPS Strategy and Consulting, Trustwave**



Marco Pereira leads Strategy and Consulting globally for the CPS organization and brings with him more than twenty years of leadership and hands-on experience in Cyber Security. Marco is a trusted advisor of large global companies across multiple industry sectors, where he helps manage their cyber security risk, protect their critical assets and enable better business performance.

Prior to Trustwave, Marco was Senior Director and Global Head of Strategy and Product Management at DXC Technology. Before then Marco held several leadership roles in Security Consulting with Hewlett Packard Enterprise (HPE) and its predecessors, including Director of Security Consulting Strategy and Transformation. Earlier Marco was previously Head of Enterprise Security Solutions for Utilities and Telecoms in Europe & Africa at Wipro Technologies and also served in several executive leadership roles within the NTT Data Group.

**Graham Thomson, Chief Information Security Officer, Irwin Mitchell**



Graham Thomson is the Chief Information Security Officer for Irwin Mitchell and describes himself as a battle-hardened cyber-warrior with over twenty years' experience at the sharp end. He is a former military intelligence operator with in-depth industry knowledge covering information & cyber security, technology risk, intelligence, incident response and serious crime investigations. A pragmatist, he recognises the difference between theory and practice and strives to make sure that company security policies make sense to colleagues and are a business enabler.

**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.