

Storage Grand Prix 2025 Kickoff Event!



IBM Storage SW and HW Sales Training

Come join your IBM Storage Sales subject matter experts as they aim to get IBM Storage Sellers and IBM Business Partners up to speed on how to thrive in '25. This training will include Storage SW, FlashSystem, and sessions on licensing, key SW tools, competitive insights, and include group activities to help everyone *Rev Up* at record speed

Day 1 Agenda 8am-6pm

- Hybrid Cloud Storage and Fusion Infrastructure for Virtualization
- Storage for Data & AI
- Passport Advantage Basics/CPQ/PA Online Overviews and Basics
- Licensing Basics

Day 2 Agenda 8am-5pm

- Cyber Resilience
- FlashSystem
- Stand and Deliver Group Activity

Secure Pole Position and RSVP here!

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| https://ibm.biz/Toronto_Grand_Prix | https://ibm.biz/Atlanta_Grand_Prix |
| https://ibm.biz/Montreal_Grand_Prix | https://ibm.biz/Dallas_Grand_Prix |
| https://ibm.biz/Chicago_Grand_Prix | https://ibm.biz/Costa_Mesa_Grand_Prix |
| | https://ibm.biz/Armonk_Grand_Prix |

The Americas' Race Schedule

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|---------------------|-------------------------|------------------|
| • Toronto: 1/23-24 | • Dallas: 2/17-18 | • Bogota: TBD |
| • Montreal: 1/27-28 | • Costa Mesa: 2/18-19 | • Sao Paulo: TBD |
| • Chicago: 2/5-6 | • North Castle: 2/25-26 | • Mexico: TBD |
| • Atlanta: 2/11-12 | | |

Data Resilience

The latest in learnings and opportunity with IBM Defender

FlashSystem

Learn to win with FS Data and Operational Resilience sales plays

Data & AI

How to capitalize on the exploding AI opportunity

Hybrid Cloud Storage

Capitalize on the modernization and virtualization opportunities

