

# The Ultimate Partner Discovery Experience for the West Coast Data Center Ecosystem

We've created a radically different, experiential event, designed around helping qualified buyers identify new technology partners that meet their evolving needs.

DCD>Connect is a hosted buyer event that brings together the top executives from the data center design, construction and operations supply chain in each of our geos, for 24 hours of 1-2-1 meetings, RFP workshops and interactive demos to accelerate tech exploration and to help them make informed decisions faster.

No trade show floors. No conference halls. Just high intensity networking in a 5-star setting to generate new and strengthen existing relationships.



A venue at the center of the data center action



Bringing together the full data center supply chain

- **Build your future partnerships**  
Face-to-face trust-building that goes beyond your Zoom calls to inform decision-making
- **Enjoy meaningful networking in a private environment**  
Think open-bars, breakfast briefings, lunches, demos and curated 1-2-1 meetings
- **Benefit from a personalized experience**  
Meetings, private briefings and more will be organized to suit your specific procurement & tech-discovery needs
- **Be surrounded by fellow industry leaders only**  
Participants will have upcoming large-scale projects and are actively involved in the buying process

## A COVID-Safe Event



The health and safety of our sponsors and delegates is a top priority as we return to physical events. In addition to implementing the **All Secure Standard** co-developed by the event industry's most prominent trade organisations, all of our events comply with local COVID-19 regulations.

## Other DCD>Connect destinations in 2022

### New York

Marriott Marquis Hotel  
Times Square  
// 25-26 April 2022

### Cancún

Hard Rock Hotel  
Cancun, Mexico  
// 19-20 September 2022

### London

Park Plaza Hotel  
Westminster  
// 17-18 October 2022

### Virginia

Lansdowne Resort  
Leesburg  
// 7-8 November 2022



## What's on?

As we return to Silicon Valley, here's what you can expect from your time on-site with us...

### Industry-leading content



Major Panels



Case Study Presentations



DCD>Debates



DCD>Talks

### Best-in-class partner & technology discovery



24hr Technology Discovery Experience



Ask the experts your key questions



Preview emerging technologies



Build relationships with suppliers across North America

### Unparalleled networking opportunities



Icebreaker Party



Networking Breakfast



Networking Café



Hosted Buyer Business Leaders Lunches



Business Lounge



Private Meeting Rooms



Happy Hour Networking Drinks



Closing Cocktail Party



## Agenda-at-a-glance

Day One	Monday 20th June
1.00 pm	<b>Registration opens</b>
2.30 - 3.15pm	<b>DCD&gt;Debates: Join one of six discussions</b> DCD>Debates are open, interactive discussions - expect expert insight, lively debate & interactive Q&A
3.30 - 4.30pm	<b>Hosted Buyer 1-2-1 Meetings</b> As a hosted buyer, we'll match you with up to four partners who meet your buying needs, for a quick introduction with complimentary drinks & canapés
4.30 - 5.15pm	<b>DCD&gt;Debates: Join one of six discussions</b> DCD>Debates are open, interactive discussions - expect expert insight, lively debate & interactive Q&A
5.30 - 6.30pm	<b>Hosted Buyer 1-2-1 Meetings</b> As a hosted buyer, we'll match you with up to four partners who meet your buying needs, for a quick introduction with complimentary drinks & canapés
6.30 - 9.30pm	<b>Icebreaker networking drinks (Open-bar)</b>

Day Two	Tuesday 21st June
7.30am	<b>Registration opens</b>
All day - 6.00pm	<b>Tech Discovery Experience</b> The show floor includes an all day content program on the main stage, non-stop tech demos and informal networking opportunities
8:00 - 9.00am	<b>Networking Breakfast (Showfloor)</b> Ease into the day with a networking breakfast on the show floor, with barista coffee stations, fresh pastries and more
9.30 - 9.45pm	<b>DCD&gt;Talks LIVE</b> TEDxTalks style deep-dives with industry experts, live on the main stage
9.45 - 10:45am	<b>Major Panel: Sustainability</b> Hear from industry leaders as they debate the key issues shaping the US markets today, live on the DCD>Main Stage
10:45 - 11:00am	<b>DCD&gt;Talks LIVE</b> TEDxTalks style deep-dives with industry experts, live on the main stage

Day Two	Tuesday 21st June
11:00 - 12:00pm	<b>Hosted Buyer 1-2-1 Meetings</b> As a hosted buyer, we'll match you with up to four partners who meet your buying needs, for a quick introduction with complimentary drinks & canapés
11:00 - 12.00pm	<b>Major Panel: Construction at Scale</b> Hear from industry leaders as they debate the key issues shaping the US markets today, live on the DCD>Main Stage
12:00- 12.30pm	<b>DCD&gt;Talks LIVE</b> TEDxTalks style deep-dives with industry experts, live on the main stage
12:30 - 1.45pm	<b>Hosted Buyer Business Leaders Lunches</b> Join peers from across the industry for a sit down, 3-course lunch focused on one of 7 key topics: <ul style="list-style-type: none"> <li>• Sustainability Strategy</li> <li>• Enterprise Data Center Strategy</li> <li>• Network &amp; Connectivity Investment</li> <li>• Management &amp; Operations Strategy</li> <li>• Power Infrastructure Investment</li> <li>• The Future of Cooling</li> <li>• Construction at Scale</li> </ul>
2.00 - 2.45pm	<b>Live Technology Demos</b> Preview emerging technologies with new product demos from dedicated product experts live on the show floor, with opportunities for Q&A and informal follow up discussions
2.45 - 3.45pm	<b>Major Panel: Hyperscale Operations</b> Hear from industry leaders as they debate the key issues shaping the US markets today, live on the DCD>Main Stage
3.45 - 4.30	<b>DCD&gt;Talks LIVE</b> TEDxTalks style deep-dives with industry experts, live on the main stage
4.30 - 5.30pm	<b>Major Panel: The West Coast Data Center Market</b> Hear from industry leaders as they debate the key issues shaping the US markets today, live on the DCD>Main Stage
5.30 - 7.30pm	<b>Closing Networking Drinks (Open-bar)</b>

**Registration closes soon!** [\*\*RSVP\*\*](#)

The pressure we're under to build faster and bigger means my team is always on the lookout for new technology and partners to get us there. For the last year we've had to rely heavily on pre-lockdown relationships. We're coming to diversify our partner ecosystem & strengthen existing relationships, because truthfully, only so much can be done on Zoom.

*Mark Flanagan, Group Managing Director, Kirby Group Engineering*

We're constantly churning through white papers. Listening to webinars. Looking for case studies on how new technologies are being applied in data centers. But we need to meet vendors face-to-face because we've always got more questions. And it's not just about understanding the nuances of the tech. It's about building the trust too.

*David Hall, Senior Director Technology Innovation, Equinix*