

CEBIT 2018 – DIGITAL BUSINESS DAY

SPEAKERS



PETER ARBITTER

SVP Portfolio & Product Management GK
Telekom Deutschland GmbH

After working in various leading positions at Siemens, P. Arbitter started taking responsibility for the IT and Cloud portfolio at T-Systems. In 2011, he changed to Microsoft Deutschland GmbH in order to lead the technical support for company clients in the "DACH-Region". Two years after, he was responsible for the Cloud & Enterprise business, until he moved to Telekom Deutschland GmbH as portfolio and marketing leader in 09/2016.



SUSANNE BLÜMEL

Head of Solution Center Mobilfunk/M2M Implementation
Telekom Deutschland GmbH

S. Blümel is leading the implementation team in the Mobile/M2M Solution Center since 2014. The team supports migration and reporting projects for voice/ data, M2M, and IOT for business customers including the operating phase. Prior to 2014, Susanne Blümel managed various projects in business customer sales and was responsible for setting up HotSpot sales at Telekom Deutschland.



MARCO BÖRRIES

Founder and CEO
Enfore AG

After the founding and sale of two successful companies – Star Division and Star Finanz – M. Börries founded his third company called Verdisoft in 2001. It developed the so called "Connected Life" platform for networked devices. In 2005, he sold it to Yahoo and headed the Connected Life division until 2009. In 2009 he founded his fourth company NumberFour, which was renamed to enfore in March 2017.



FLORIAN CHRIST

CEO
fino digital

At the age of 18, F. Christ founded his first IT and digitization company, which he successfully managed for 10 years, followed by positions in management consultancy at Accenture and business development at Commerzbank. 20 years after his first start, Florian founded Fino in April 2015 with the goal of revolutionizing account switching and has been supported by a growing team ever since.



MARCO CRUEGER

Vice President Sales
Swyx Solutions GmbH

Since the very beginning, M. Crueger, has been part of the team of pioneers in Unified Communications in Germany. He played a major role in shaping the inception of IP-based communication in both the German and European markets. Nowadays, Swyx is one of the market leader in Europe when it comes to the digitization of communication processes in medium-sized businesses. M. Crueger holds a Master's degree in Linguistics and Political Science with focus on Strategic Communication.



THOMAS GEHRING

Head of Solution-Center IT/Cloud at Sales & Solution Center T-Systems International GmbH

T. Gehring, previously Head of Hosting Services North for IT Public and Private Cloud Sales at T-Systems International GmbH, took over as Head of the Solution Center IT/Cloud at the Sales & Solution Center (SSC) on July 1st, 2017. In his new role, he is responsible for the entire planning phase of IT/cloud solutions business and for the technical control of the build and run phase IT/cloud in the regions.



JAKOB HARDER

Partner Sales Manager
Cloud Partner Sales
Telekom Deutschland GmbH

J. Harder has been with Deutsche Telekom since 2012 and has held various positions in marketing and sales in the private and business customer segments. Since 2014, he has focused on business with cloud partners, especially the partnership between Deutsche Telekom and Salesforce.



HANNES HÄNDEL

VP Embedded Connectivity

Experienced (>15 years) international ICT sales manager for large corporate accounts with focus on mobile portfolio. Starting as Sales Consultant for mobile Data Solutions (3 years) to Global Account Manager (2 years) to VP MNC Sales within T-System TC International division (9 years).



JÖRG-TILMAN HEYL

Managing Director/Owner
Gebr. Heyl Analysetechnik GmbH & Co. KG

11/2000 until today Managing Director/ Owner at Gebr. Heyl Analysetechnik GmbH & Co. KG

Studies:
Eberhard-Karls-Universität Tübingen, Betriebswirtschaftslehre, Dipl.-Kfm.
Universität Ulm, Wirtschaftsmathematik



FABIAN KLOSE

Vice President
Cloud Sales

F. Klose is responsible for T-Systems' global cloud computing business since January 1st, 2018. The rapidly growing Open Telekom Cloud as Deutsche Telekom's cloud platform gains particular importance. Through Managed Cloud Services, T-Systems also enables customers to a transformation into the cloud on the basis of additional cloud providers.



CHRISTIAN KREBS

Commercial Management
M2M/IoT
Telekom Deutschland GmbH

C. Krebs has been developing business models in the M2M business for over 10 years. For more than 5 years, he has focused on the Internet of Things and was responsible for the introduction of "Cloud of Things" – Telekom Deutschland's first IoT platform. It combines both, the economic and the technical view of the transformation process – driven by the possibilities of the "Internet of Things".



KORBINIAN LEHNER

Vice President
Product Management IT
Telekom Deutschland GmbH

K. Lehner is responsible for Telekom Deutschland's IT portfolio. Therefore, he is responsible for the strategic orientation of Telekom Deutschland's IT services for large- and medium-sized businesses. Lehner joined the Telekom Group in 2012 and for more than 10 years, has been working intensively on portfolio design in the IT business and value creation within innovation processes.



LIFE IS FOR SHARING.

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THOMAS MÜLLER-KASSNER

Head of Product Management Enterprise at Telekom Security

T. Müller-Kassner has been working for Deutsche Telekom since 1991 and from 1996 onwards, he held various executive positions in product and portfolio management, commercial management, strategy and marketing. He moved to Telekom Security in October 2016, taking on the role of Vice President Product Management Enterprise.



HAGEN RICKMANN

Managing Director Business Customers Telekom Deutschland GmbH

Since joining the group in 2009, H. Rickmann has held various management positions for the T-Systems business customer division. Initially, he took over portfolio- and innovation management at T-Systems Enterprise Services GmbH. From 2011, Rickmann was Managing Director of the Service division of T-Systems International GmbH. From January 2013 to February 2015, he was responsible for T-Systems' Sales division.



RALF SCHIKIERA

Head of Team M2M/IoT Telekom Deutschland GmbH

Since April 1st, 2018, R. Schikiera is leading the M2M/IoT division for large and medium-sized customers at Telekom Deutschland, where he is confronted with daily challenges of the market for business models in IoT. Through his previous roles as Global Big Deal Executive M2M/IoT and Sales Manager Enterprise Mobility Services, where he was responsible for national and international customers, he gained deep understanding of the market and customer needs.



EDGAR SCHOLL

Acknowledged expert, Trainer, and Consultant for IT security

E. Scholl is an acknowledged expert, trainer, and consultant for IT security – known from the press, radio, and television. On behalf of T-Systems International GmbH, Scholl advises (international) large- and medium-sized companies in all questions of IT security/cybercrime, web two/zero and cloud computing. He has already inspired millions of listeners with his interesting, practice-oriented – sometimes provocative – lectures, keynote speakings and trainings.



MARKUS WARTHA

President & CEO EDASCA SCE Managing Director of Power Providing GmbH

M. Wartha is president and CEO. EDASCA is a provider of solutions for Smart Cities & Smart Regions; European Cooperative (SCE). Founding member of EDASCA and Managing Director of Power Providing GmbH. Management positions: Director Solution Engineering; Executive Vice President Sales International; Head of Sales and Marketing OEM International; Head of Business Development; Head of Business Development at a German auto-motive supplier (telematics environment).



RALF WEBER

Commercial Manager Telekom Deutschland GmbH

R. Weber joined T-Mobile in 1997. After working in Business Development and Retail & Wholesale Marketing in the German mobile communications business, he joined T-Mobile International in 2003. In 2008, R. Weber moved to London to join T-Mobile UK and took over the commercial wholesale business. He is currently looking for new mobile solutions partners for Telekom Deutschland's product and portfolio management for business customers.



ULRICH WELSS

Vice President Portfolio Management Enterprise Networks

After studying electrical engineering, U. Welss worked at Alcatel in Paris as a programmer for switching systems. He was also working for debis Systemhaus as a system programmer and project manager. After being taken over by T-Systems, he held several positions in technology, sales and consulting and has worked in various management positions for around 15 years. Currently, he is responsible for the development of wide area networks for business customers.



GERD WÖRN

Head of Partner Marketing at Digital Division T-Systems International GmbH

G. Wörn has held various roles at T-Systems International GmbH since 2000. The current tasks are focused primarily on the creation of Go2Market packages for the strategic, important cloud products of the Digital Division. With Managed Cloud Services, T-Systems helps customers to implement multi-cloud in their companies and to attain the most effective use of cloud services. In recent years, G. Wörn has been responsible for global account marketing and has been head of T-Systems' Desktop Services competence center for some time.



SVEN ZUSCHLAG

CEO SmapOne

S. Zuschlag is CEO of SmapOne AG with a focus on strategy and sales & marketing. He headed the solution partner channel at Microsoft until 2014. Being a Sales Manager, he was responsible for 200 directly supported solution partners with approximately 550 branches. With over 18 years of professional experience in various companies and roles, he knows the trends and requirements for companies in modern IT precisely.

