



Kaycee Lai, SVP, Product & Sales, Primary Data

TITLE

Crystal Ball in the Shop? Smart Objectives Predict & Protect Performance

ABSTRACT

Despite IT's best laid plans, demands change quickly in the modern enterprise. Departments launch new projects that need support - now. Data virtualization delivers dynamic data mobility to enables management by Smart Objectives. Data can then be placed across different storage types - automatically and dynamically - to align storage resources to changing business objectives. With intelligence on data use, IT teams can plan proactively for data to be available when and where it is needed most. In this talk, Kaycee Lai will cover the benefits of managing by Smart Objectives across different storage types from flash, shared storage, and the cloud.

BIOGRAPHY

Throughout his 15-year career, Kaycee Lai has helped many of technology's biggest brands achieve commercial success in bringing disruptive solutions to market. Kaycee has held sales leadership positions at companies including VMware, EMC, Microsoft, Virsto and Dephix. Focused on how technology innovation reduces complexity to solve business problems for customers, Kaycee has led some of the industry's most successful sales & pre-sales teams across North America, Asia, and the globe. He has deep experience in developing go-to-market strategies and field technical expertise to deliver substantial growth for companies across both inbound and outbound sales.