

Opening: S&T Competence Center for SAP Infrastructure Solutions Zilina, Slovakia – Thursday, November 29th, 2007

Speakers



Bjoern Westra, Head of Business Development at S&T AG, Austria

Bjoern Westra is Director Business Development. He has been with the S&T Group since 2005. He began his professional career as a sales representative, account manager and sales executive with IT companies such as Compuware, Olsy Austria Informations Systems and IBM Global Services. As CEO of BillbyClick AG Internet Solutions he was responsible for strategic product development and positioning, sales and overall leadership of the company. In 2003, before joining the S&T Group, he was Business Development & Sales Manager for the United Kingdom with SolveDirect Internet.



Frederik Maris, EMC Director of partner and commercial/Mid Market sales for EMEA North

Frederik Maris is the Director of Partner and Commercial/Mid Market sales for EMEA North which consists of the Benelux, Nordics, Switzerland, Austria, EE, CIS and Russia which is the biggest region in EMEA for EMC. He is Dutch, 41 years of age and has been with EMC for four and a half years where he started as the Dutch channel manager, then became the Commercial/Mid Market and Telco sales manager for 2 years in which role he significantly grew the business by introducing a new hunting based GTM model. After this he became the Partner and Mid Market/Commercial Sales Manager for the Benelux and the Nordics before being promoted to his current role.

Before EMC he worked for Tridion, an Enterprise Content Management company as Country Manager for the Benelux, he was one of the founders and CEO of an internet start up and he worked for Parametric Technology, a vendor of SW for

product development, for 6 years. There he ended up running the operations for Malaysia, Indonesia, Thailand, Phillipines, Australia and New Zealand.

He graduated from Delft Technical University as a Mechanical Engineer with a Marketing minor. He has extensive international IT HW, SW and services sales and management experience in both direct and indirect businesses.



Bob Moore, Director, Computer Services Industry, IBM Northeast Europe

Bob became leader of the Computer Services Industry (CSI) for Northeast Europe in July 2005. This market segment includes Strategic Outsourcers, Systems Integrators, and consulting organisations.

IBM's CSI organisation has been specifically created to manage the complex set of relationships with these companies as a function of complementary expertise and multi-directional collaboration. Many of them are clients, business partners, and influencers, but sometimes competitors too. Common to all of them, however, is their shared goal to ensure that their mutual clients benefit from the depth and breadth of their diverse abilities.

Bob joined IBM in 1981, as a salesman in the City of London, selling broker accounting services. He has held numerous sales and management roles at IBM, including responsibility for value added network services in the early days of EDI (Electronic data interchange), and was Global Client Executive for British Petroleum (BP). This led to his developing a wider expertise in the Oil and Gas industry, and to his most recent role prior to this, as Director of the Chemical and Petroleum Industries for IBM EMEA.

Bob is 51 years old, married, and lives in London with his wife and 2 teenage daughters.



Helena Horovčáková, Head of Business Solutions, S&T Slovakia

Helena Horovčáková is the Head of Business Solutions in S&T Slovakia. She has been with S&T since 2004. Before joining S&T, she worked for Cap Gemini on the position of senior Project Manager managing large IT as well as business consulting projects. In S&T Slovakia, she has built the Business Solutions Group that focuses on delivering complex projects in the areas of Document Management, Business Intelligence and Business Technology Optimization. She is also responsible for ISO 9001:2000 standards compliance of S&T Slovakia.