

# CLIMB PARTNER SUMMIT 2024

Essential IT trends and  
hot topics you need to  
know for 2024 and beyond



**Francis O'Haire**  
CTO, Climb Channel Solutions

## Challenges to AI adoption

- ▶ Insufficient Infrastructure
- ▶ Poor Data Availability, Hygiene & Integrity
- ▶ Lack of AI Talent
- ▶ AI Security Requirements & Threats
- ▶ AI Ecosystem Development

***55% compound  
annual growth rate  
for the artificial  
intelligence market  
from 2024 to 2027”***

(IDC)

***“Generative AI  
will be a \$158.6  
billion opportunity  
for the channel  
ecosystem by  
2028”***

*(Canalys)*

## **Channel Opportunities in AI**

- ▶ Security and Governance
- ▶ AI / Data infrastructure
- ▶ AI / Data services
- ▶ AI Product Stack

# NIS2 and DORA

- ▶ What's the difference?
  - DORA is the same EU-wide
  - DORA supersedes NIS2
  - DORA is more prescriptive
- ▶ How they affect channel
  - Double Edged Sword
- ▶ Channel Opportunities
  - Kill two birds with one stone!





# Professional Services

Our in-house professional services team, [Climb Global Services](#), can provide packages and services with select vendors to assist your customers across all five DORA pillars.

Providing tailored services for:



Planning



Installation



Configuration



Migration



Best Practice  
Workshops



Health Checks

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**Thank you!**

Any questions?



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PANEL SESSION

## The evolution of Cyber Security to Cyber Resilience

(including key insights on NIS2 & DORA)

*Moderated by: Gary Morris – Pre-Sales Director  
Climb Channel Solutions*

**Kiteworks**

 **censys**

 **LIBRAESVA**

**VERCARA** 



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PANEL SESSION

## To Cloud or not to Cloud Navigating hybrid and multi-cloud

*Moderated by: Francis O'Haire - CTO  
Climb Channel Solutions*



Quest



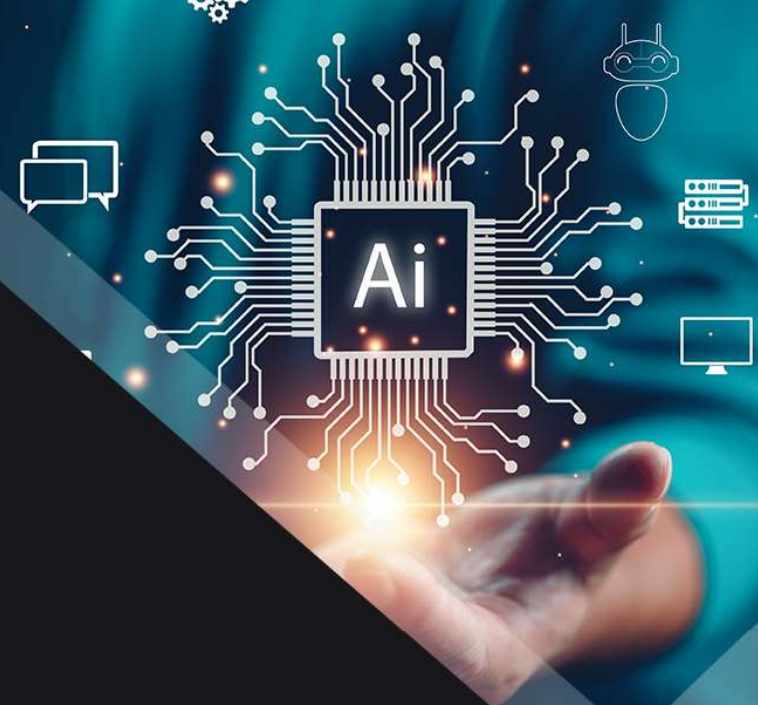


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PANEL SESSION

## AI – Cutting through the hype to find the real opportunities

*Moderated by: David Keating – Group Sales Director  
Climb Channel Solutions*



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## Modern Workspace

*Moderated by: Brian Davis – VP Sales UK & I  
Climb Channel Solutions*

The logo for IGEL, featuring the letters 'IGEL' in a bold, sans-serif font with a stylized sunburst or starburst graphic above the 'I'.The logo for UltraArmor, featuring the word 'UltraArmor' in a stylized, cursive font with a swoosh underneath.The Microsoft logo, consisting of the four-pane Windows logo (red, green, blue, yellow) followed by the word 'Microsoft' in a sans-serif font.The logo for appCURE, featuring a stylized network or molecular structure icon followed by the word 'appCURE' in a sans-serif font.The logo for LG Business Solutions, featuring the LG logo (a red circle with a white 'L' and 'G') followed by the text 'LG Business Solutions'.