



My First Big Boy Conference

Sulove Khanal
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Who Am I

- Sulove Khanal
- IT Support Specialist at Aplura, LLC
- Worked in finance/operations at JP Morgan for last 6 years
- Switched over to IT/cybersecurity in 2019

Splunk conf 2019 – What I Learned

- Data is driving the future; all different types of industries could utilize Splunk to help drive their data forward.
- Networking is key:
 - The value of talking to people (new and old faces) is very big. Word of mouth can get you anywhere. Building relationships with your clients or potential clients can take you a long way.
- Marketing techniques are key
- All different levels of people attend – Principals, executives, managers, professionals. Don't be afraid to talk to anyone. People are pretty friendly.
- Save room in your suitcase for 10 pounds of free merchandise. The free gifts are endless and if you're like me - you want to grab and keep everything.

Splunk conf 2019 – What I Found Interesting

- Kid in a candy store, wide eyed
- The number of people attending the conference (11,000)
- Different booths & their approach with customers
- The number of companies sponsoring the event, marketing their service, products, or what they do. Innovation is endless.
- Seeing attendees from all over the world (France, Italy, London, Australia, India)
- Energy – most attendees I spoke with had a certain level of energy; smiling & in a good mood. Nice to see when you are speaking with many people a day.
- Bonded with coworkers who I hadn't spoken to much prior to the conference

Splunk conf 2019 – What I Didn't Learn

- Much about the technical implementation of Splunk (this was expected for me as I was new & my main task was to assist our booth)
- What other companies did
 - I was able to walk around the entire booth area but I did not talk to many other booth people and find out what they did (something I will do next year). I was interested in how other booths were marketing to attendees, as well as what free merchandise was being given out.
- Splunk's competitors – who they are and what they are doing differently than Splunk to drive business?