

Gartner IT Financial, Procurement & Asset Management Summit 2016



September 19 – 21 | Grapevine, TX (Dallas area) | gartner.com/us/itam

Key take-aways

1

Create a roadmap to develop your transformation action plan

Identify the desired maturity level for your team in governance, processes and tools, people and organization, and analytics and trending. Analyze gaps and then create short- to long-term activities to achieve the desired state.

2

Leverage data to deliver better business values

Partner with IT and BI teams to determine sources and retrieve data. Start with analyzing spend data. Then progress into more complex analytics as you identify additional systems, devices and processes that contain data you can leverage.

3

Reduce risk associated with cloud models and contracts

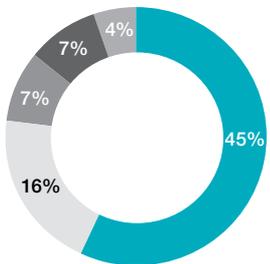
Discuss cloud risks with stakeholders. Prioritize critical cloud risks and assess, analyze, approve and monitor them. Address data privacy/security/loss, third and fourth parties, SLAs and price protections contractually.

4

Know how to best optimize costs to prepare for the future

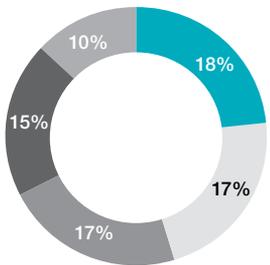
Establish a cost baseline across IT budgets using a 5-year forecast. Identify opportunities for cost/unit reduction, consolidation, outsourcing and automation. Execute strategy and monitor, measure and report results.

Top 5 job titles



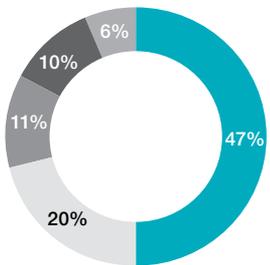
45%	Management
16%	Director
7%	Analyst
7%	C-level
4%	CIO

Top 5 industries



18%	Manufacturing
17%	Banking, finance and insurance
17%	Government
15%	Healthcare
10%	Technology and telecom

Enterprise size



47%	\$3 billion+
20%	Government or public sector
11%	\$250 million to \$1 billion
10%	\$1 billion to \$3 billion
6%	Up to \$50 million

Save the date!

Gartner IT Financial, Procurement & Asset Management Summit 2017

September 11 – 13 | Nashville, TN



What attendees were saying

“The session on negotiations and megavendors was worth the price of the conference. I am loaded with information I can actually take back and use. Awesome!”
Jackie Garner, Manager, Project/Process Contract Management, FedEx

“It is easy to think that your problems are unique. Attending this conference has helped me realize we are not alone and got valuable insights from my peers and Gartner experts.”
Kurt Brinkman, Senior Manager, Technology Business Management, Deloitte Services LP

“The one-on-ones with the Gartner analysts were very good. It allowed me to connect directly on the things that were specific to my needs.”
Tina Form, IT Contracts, Vendor Management, Trinity Industries

“Great conference that provided an excellent balance of analyst and practitioner expertise.”
Joe Gregorio, Director, IT Governance, Chemical Abstracts Services